

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

May (04/28/13 - 05/25/13)

Prepared

June 10, 2013

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

MAY (04/28/13 - 05/25/13)										FY 11-12		FISCAL YEAR 2012-2013										FY 11-12	
CURRENT MONTH										**		YTD 10 MONTHS (07/29/12 - 05/25/13)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
3,085		3,663		(578)	(15.8%)	46	1.5%	3,039		GROSS INCOME												41,753	
1,497		1,422		75	5.3%	112	8.1%	1,385		UCLA Store												41,753	
168		179		(11)	(6.1%)	(39)	(18.8%)	207		UCLA Restaurants												11,966	
131		126		5	4.0%	19	17.0%	112		Services Division												2,701	
										UCLA Student Union												1,224	
4,881		5,390		(509)	(9.4%)	138	2.9%	4,743		TOTAL												57,644	
										GROSS MARGIN													
1,125	36.5%	1,238	33.8%	(113)	2.7	(5)	(0.7)	1,130	37.2%	UCLA Store												12,790	30.6%
1,037	69.3%	1,000	70.3%	37	(1.0)	64	(1.0)	973	70.3%	UCLA Restaurants												8,374	70.0%
168	100.0%	178	99.4%	(10)	0.6	(38)	0.5	206	99.5%	Services Division												2,697	99.9%
70	53.4%	62	49.2%	8	4.2	17	6.1	53	47.3%	UCLA Student Union												601	49.1%
2,400	49.2%	2,478	46.0%	(78)	3.2	38	(0.6)	2,362	49.8%	TOTAL												24,462	42.4%
										WAGES & BENEFITS													
527	17.1%	594	16.2%	67	(0.9)	25	1.1	552	18.2%	UCLA Store												5,362	12.8%
602	40.2%	608	42.8%	6	2.6	(10)	2.5	592	42.7%	UCLA Restaurants												5,635	47.1%
46	27.4%	53	29.6%	7	2.2	0	(5.2)	46	22.2%	Services Division												454	16.8%
63	48.1%	68	54.0%	5	5.9	8	15.3	71	63.4%	UCLA Student Union												647	52.9%
1,238	25.4%	1,323	24.5%	85	(0.9)	23	1.2	1,261	26.6%	TOTAL												12,098	21.0%
										OTHER CONTROLLABLES													
127	4.1%	134	3.7%	7	(0.4)	(2)	0.0	125	4.1%	UCLA Store												1,757	4.2%
144	9.6%	138	9.7%	(6)	0.1	(4)	0.5	140	10.1%	UCLA Restaurants												1,242	10.4%
40	23.8%	44	24.6%	4	0.8	19	4.7	59	28.5%	Services Division												835	30.9%
72	55.0%	69	54.8%	(3)	(0.2)	(14)	(3.2)	58	51.8%	UCLA Student Union												546	44.6%
383	7.8%	385	7.1%	2	(0.7)	(1)	0.3	382	8.1%	TOTAL												4,380	7.6%
										CONTRIBUTION													
471	15.3%	511	14.0%	(40)	1.3	18	0.4	453	14.9%	UCLA Store												5,671	13.6%
291	19.4%	255	17.9%	36	1.5	50	2.0	241	17.4%	UCLA Restaurants												1,497	12.5%
81	48.2%	81	45.3%	0	2.9	(20)	(0.6)	101	48.8%	Services Division												1,408	52.1%
(65)	(49.6%)	(74)	(58.7%)	9	9.1	11	18.3	(76)	(67.9%)	UCLA Student Union												(592)	(48.4%)
778	15.9%	773	14.3%	5	1.6	59	0.7	719	15.2%	TOTAL												7,984	13.9%
										ALLOCATED EXPENSES													
526	10.8%	528	9.8%	2	(1.0)	(11)	0.1	515	10.9%	Admin&Support Services												4,911	8.5%
172	3.5%	186	3.5%	14	0.0	0	0.1	172	3.6%	Maintenance Division												1,663	2.9%
111	2.3%	82	1.5%	(29)	(0.8)	6	0.2	117	2.5%	Utilities												781	1.4%
221	4.5%	237	4.4%	16	(0.1)	0	0.2	221	4.7%	Depreciation												2,065	3.6%
1,030	21.1%	1,033	19.2%	3	(1.9)	(5)	0.5	1,025	21.6%	TOTAL												9,420	16.3%
										NET INCOME (LOSS) FROM OPERATIONS													
(252)	(5.2%)	(260)	(4.8%)	8	(0.4)	54	1.3	(306)	(6.5%)													(1,436)	(2.5%)
										OTHER INC/(EXP)													
3	0.1%	0	0.0%	3	0.1	3	0.1	0	0.0%	Non-Recurrent Inc/(Exp)												44	0.1%
14	0.3%	12	0.2%	2	0.1	(3)	(0.1)	17	0.4%	Interest Income												196	0.3%
(54)	(1.1%)	(54)	(1.0%)	0	(0.1)	2	0.1	(56)	(1.2%)	Interest (Expense)												(564)	(1.0%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes												0	0.0%
202	4.1%	202	3.7%	0	0.4	16	0.2	186	3.9%	Student Union Fee Income												1,855	3.2%
165	3.4%	160	3.0%	5	0.4	18	0.3	147	3.1%	TOTAL												1,531	2.7%
(87)	(1.8%)	(100)	(1.9%)	13	0.1	72	1.6	(159)	(3.4%)	NET INCOME (LOSS)												95	0.2%

* Without Benefits

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

MAY (04/28/13 - 05/25/13)										FY 11-12		FISCAL YEAR 2012-2013										FY 11-12	
CURRENT MONTH										**		YTD 10 MONTHS (07/29/12 - 05/25/13)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
GROSS INCOME																							
3,085		3,663		(578)	(15.8%)	46	1.5%	3,039		GROSS INCOME		41,449		44,242		(2,793)	(6.3%)	(304)	(0.7%)	41,753			
1,497		1,422		75	5.3%	112	8.1%	1,385		UCLA Store		13,271		12,838		433	3.4%	1,305	10.9%	11,966			
168		179		(11)	(6.1%)	(39)	(18.8%)	207		UCLA Restaurants		2,915		3,052		(137)	(4.5%)	214	7.9%	2,701			
131		126		5	4.0%	19	17.0%	112		Services Division		1,286		1,199		87	7.3%	62	5.1%	1,224			
4,881		5,390		(509)	(9.4%)	138	2.9%	4,743		UCLA Student Union		58,921		61,331		(2,410)	(3.9%)	1,277	2.2%	57,644			
TOTAL																							
GROSS MARGIN																							
1,125	36.5%	1,238	33.8%	(113)				1,130	37.2%	UCLA Store		12,811	30.9%	13,620	30.8%	(809)				12,790	30.6%		
1,037	69.3%	1,000	70.3%	37				973	70.3%	UCLA Restaurants		9,339	70.4%	9,062	70.6%	277				8,374	70.0%		
168	100.0%	178	99.4%	(10)				206	99.5%	Services Division		2,909	99.8%	3,047	99.8%	(138)				2,697	99.9%		
70	53.4%	62	49.2%	8				53	47.3%	UCLA Student Union		648	50.4%	590	49.2%	58				601	49.1%		
2,400	49.2%	2,478	46.0%	(78)		38		2,362	49.8%	TOTAL		25,707	43.6%	26,319	42.9%	(612)		1,245		24,462	42.4%		
TOTAL CONTROLLABLES																							
654	21.2%	728	19.9%	74	(1.3)	23	1.1	677	22.3%	UCLA Store		7,199	17.4%	7,665	17.3%	466	(0.1)	(80)	(0.3)	7,119	17.1%		
747	49.9%	745	52.4%	(2)		2.5		732	52.9%	UCLA Restaurants		7,414	55.9%	7,398	57.6%	(16)		(536)	1.6	6,878	57.5%		
87	51.8%	96	53.6%	9		1.8		106	51.2%	Services Division		1,395	47.9%	1,516	49.7%	121	1.8	(106)	(0.2)	1,289	47.7%		
135	103.1%	137	108.7%	2		5.6		129	115.2%	UCLA Student Union		1,208	93.9%	1,184	98.7%	(24)		(15)	3.6	1,193	97.5%		
1,623	33.3%	1,706	31.7%	83	(1.6)	21	1.4	1,644	34.7%	TOTAL		17,216	29.2%	17,763	29.0%	547	(0.2)	(737)	(0.6)	16,479	28.6%		
CONTRIBUTION																							
471	15.3%	511	14.0%	(40)	1.3	18	0.4	453	14.9%	UCLA Store		5,612	13.5%	5,955	13.5%	(343)	0.0	(59)	(0.1)	5,671	13.6%		
291	19.4%	255	17.9%	36	1.5	50	2.0	241	17.4%	UCLA Restaurants		1,925	14.5%	1,664	13.0%	261	1.5	428	2.0	1,497	12.5%		
81	48.2%	81	45.3%	0	2.9	(20)	(0.6)	101	48.8%	Services Division		1,514	51.9%	1,531	50.2%	(17)	1.7	106	(0.2)	1,408	52.1%		
(65)	(49.6%)	(74)	(58.7%)	9	9.1	11	18.3	(76)	(67.9%)	UCLA Student Union		(560)	(43.5%)	(594)	(49.5%)	34	6.0	32	4.9	(592)	(48.4%)		
778	15.9%	773	14.3%	5	1.6	59	0.7	719	15.2%	TOTAL		8,491	14.4%	8,556	14.0%	(65)	0.4	507	0.5	7,984	13.9%		
ALLOCATED EXPENSES																							
519	16.8%	542	14.8%	23	(2.0)	3	0.4	522	17.2%	UCLA Store		5,230	12.6%	5,478	12.4%	248	(0.2)	(34)	(0.2)	5,196	12.4%		
375	25.1%	363	25.5%	(12)	0.4	(11)	1.2	364	26.3%	UCLA Restaurants		3,283	24.7%	3,385	26.4%	102	1.7	(340)	(0.1)	2,943	24.6%		
45	26.8%	42	23.5%	(3)	(3.3)	4	(3.1)	49	23.7%	Services Division		494	16.9%	498	16.3%	4	(0.6)	(24)	0.5	470	17.4%		
91	69.5%	86	68.3%	(5)	(1.2)	(1)	10.9	90	80.4%	UCLA Student Union		845	65.7%	829	69.1%	(16)	3.4	(34)	0.6	811	66.3%		
1,030	21.1%	1,033	19.2%	3	(1.9)	(5)	0.5	1,025	21.6%	TOTAL		9,852	16.7%	10,190	16.6%	338	(0.1)	(432)	(0.4)	9,420	16.3%		
NET INCOME (LOSS) FROM OPERATIONS																							
(48)	(1.0%)	(30)	(0.6%)	(18)	(0.4)	22	0.5	(70)	(1.5%)	UCLA Store		382	0.6%	477	0.8%	(95)	(0.2)	(94)	(0.2)	476	0.8%		
(85)	(1.7%)	(109)	(2.0%)	24	0.3	38	0.9	(123)	(2.6%)	UCLA Restaurants		(1,358)	(2.3%)	(1,721)	(2.8%)	363	0.5	89	0.2	(1,447)	(2.5%)		
37	0.8%	39	0.7%	(2)	0.1	(15)	(0.3)	52	1.1%	Services Division		1,020	1.7%	1,033	1.7%	(13)	0.0	82	0.1	938	1.6%		
(156)	(3.2%)	(160)	(3.0%)	4	(0.2)	9	0.3	(165)	(3.5%)	UCLA Student Union		(1,405)	(2.4%)	(1,423)	(2.3%)	18	(0.1)	(2)	0.0	(1,403)	(2.4%)		
(252)	(5.2%)	(260)	(4.8%)	8	(0.4)	54	1.3	(306)	(6.5%)	TOTAL		(1,361)	(2.3%)	(1,634)	(2.7%)	273	0.4	75	0.2	(1,436)	(2.5%)		
OTHER INC/(EXP)																							
3	0.1%	0	0.0%	3	0.1	3	0.1	0	0.0%	Non-Recurrent Inc/(Exp)		43	0.1%	0	0.0%	43	0.1	(1)	0.0	44	0.1%		
14	0.3%	12	0.2%	2	0.1	(3)	(0.1)	17	0.4%	Interest Income		182	0.3%	153	0.2%	29	0.1	(14)	0.0	196	0.3%		
(54)	(1.1%)	(54)	(1.0%)	0	(0.1)	2	0.1	(56)	(1.2%)	Interest (Expense)		(536)	(0.9%)	(536)	(0.9%)	0	0.0	28	0.1	(564)	(1.0%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes		0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
202	4.1%	202	3.7%	0	0.4	16	0.2	186	3.9%	Student Union Fee Income		2,024	3.4%	2,024	3.3%	0	0.1	169	0.2	1,855	3.2%		
165	3.4%	160	3.0%	5	0.4	18	0.3	147	3.1%	TOTAL		1,713	2.9%	1,641	2.7%	72	0.2	182	0.2	1,531	2.7%		
(87)	(1.8%)	(100)	(1.9%)	13	0.1	72	1.6	(159)	(3.4%)	NET INCOME (LOSS)		352	0.6%	7	0.0%	345	0.6	257	0.4	95	0.2%		

**P/L Reconciliation
May-13**

<i>Financial Analysis</i>	\$000's
	May-13
Budgeted Net Income/(Loss)	(100)
UCLA Store	
Gross Margin:	
Bearwear gross income \$65K below plan due to poor traffic during One Day Sale and aggressive budget as compared to actual last year	(35)
Fasttrack gross income \$7K below plan due to continued slow down in ancillary merchandise and aggressive budget	(7)
Graduation Center gross income \$24K above plan mostly due to timing; graduating students have delayed in ordering regalia	15
Campus Photo Studio \$15K above plan mostly due to timing; graduating students have delayed in ordering portrait packages/yearbooks	15
The Market gross income \$36K below plan due to the transfer of Bare Escentuals cosmetics to the Women's Fast Track service area and the sales decline in cleaning/household and toiletries products due to the opening of the Target in Westwood	(8)
Computer Store gross income \$655K below plan due to continued downward sales trend primarily in individual sales	(78)
New Text gross margin below plan due to markdowns from higher sales on Amazon , especially in a small sales month	(10)
Used Text gross margin below plan due to markdowns from Amazon sales, wholesale sales higher resulting in lower GM%	(8)
Course Reader Solutions gross income \$16K above plan due to higher digital sales commission and late quarter sales	12
HSS Essentials/Market gross margin below plan mainly due to cannibalization from the South Campus Store, and the Sizzling Summer Sale mark down of clearance merchandise	(9)
HSS Dental gross income \$99K above plan due to less than planned backordered dental kit merchandise, and a greater amount of lower-margin items were used in the large May kit	10
Total Wages lower than plan primarily career	41
Other, mostly positive controllables including employee benefits and freight out	22
Total Contribution	(40)
UCLA Restaurants	
Gross Margin:	
Rubio's gross income above plan mainly due to 7% increase in budgeted average check, and some customer gain	6
Northern Lights gross income \$13K below plan due to slow response to new sandwich line and continuing loss of customers to surrounding competition	(11)
North Campus Student Ctr. gross margin below plan as budget reflects a different sales program model. This area is actually showing considerable growth and improvement from the declining sales trends throughout this fiscal year	(9)
Café Synapse gross margin below plan due to continuing downward sales trend, higher than anticipated cannibalization from CSSC and write off from over-accruals in catering sales	(15)
Luvalle Food Servery gross income \$22K below plan due to aggressive budget for new sales program which has not gone into effect yet	(17)
Taco Bell gross income \$11K below plan due to walking traffic patterns on A Level shifting with the Portola stair construction, overall customer base decrease in this area, and minimal response to most recent TB LTO programs	(8)
Catering gross income \$104K above plan due to unbudgeted Alumni Day catering event in Pauley Pavilion	71
Concessions gross income \$23K above plan primarily due to unanticipated championship events and higher than expected volume for Spring Sing and Softball	19
Total Wages higher than plan in student wages and limited appointment, (partially offset by career)	(10)
Other, positive controllables mostly employee benefits and bank card expense, (partially offset by repairs & maintenance)	10
Total Contribution	36
Services	
Gross Margin:	
Licensing domestic income below plan due to sales not as good as projected	(7)
Leased Ops income above plan mainly due to unbudgeted income from the Kaplan Test Prep operation in LuValle Commons, partially offset by the termination of the lease for the Humanities computer center	2
Photography income below plan due mainly to cancelled and postponed commencement events	(6)
Total Wages lower than plan	4
Other, positive controllables mainly in Licensing	7
Total Contribution	0
UCLA Student Union	
Gross Margin:	
Student Union Ops gross income \$14K above plan due to a film shoot, new university events (Terasaki lecture & Urben Zen Yoga class), and the FAST Fashion Show increased their budget	10
Post Office gross income \$8K below plan due to late year sales trends not captured in the budget	(2)
Total Wages lower than plan	4
Other, negative controllables	(3)
Total Contribution	9
Allocated Expenses and Other	
A&SS lower than plan	2
Maintenance lower than plan mostly due to lower custodial career wages and employee benefits	14
Utilities higher than plan due to an aggressive budget (in the hope of implementing cost saving measures) and accruals of Pauley utilities	(29)
Depreciation lower than plan due to timing of capital projects and reduced expenditures	16
Other	5
Total	8
Actual Net Income/(Loss)	(87)

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

<i>Financial Analysis</i>	\$000's
Budgeted Net Income/(Loss)	7
UCLA Store	
Gross Margin:	
Fast Track gross margin below plan due to change in product assortment and continued markdowns of discontinued items, delays in deliveries from new vendors negatively impacted sales in cosmetics, lower than expected sales in the One Day (Monster) Sale in October, and marking out of stock testers for Smashbox cosmetics	(48)
Bearwear MTW gross income \$217K above plan due to victory over USC, and successful Score Big Promotions and Search Marketing	86
The Market gross income \$168K below plan due to lack of summer camps in September due to early start of LAUSD, lower sales in the One Day (Monster) Sale in October, lower sales of cleaning, household and toiletry products due to the opening of City Target in Westwood, and the transfer of Bare Escentuals to FastTrack	(35)
Essentials/Photo gross income \$69K below plan due to declining sales in paper products and calendars due to technology (Smart Phones), and a decline in sales of office supplies due to the opening of City Target in Westwood	(32)
Computer Store gross income \$2.7M below plan due to continued lower department and individual sales	(398)
New Text gross margin below plan due to web and rental sales lower than plan, in addition to outside competition and student sharing	(44)
Used Text gross margin below plan due to additional markdowns for old titles, lower web sales and continued lack of availability of stock	(224)
Course Reader Solutions gross income \$115K above plan due to additional off campus sales not budgeted, and higher adoptions than prior year	68
Bookzone gross income \$122K below plan due to lower library sales, less customer traffic at One Day Sale, and overall competition trend	(37)
Lualle Essentials/Market gross income \$94K below plan due to carryover deficit from a weak first quarter; traffic is slower than planned	(50)
HSS Essentials/Market gross income \$115K below plan due to lost sales to City Target and CSSC, and poor results from the One Day Sales in October and February	(66)
Kinross gross income \$83K lower than plan due to much less foot traffic than planned (under review for re-marketing strategies)	(36)
Total Wages lower than plan	348
Other, mainly positive controllables including employee benefits and bank card expense (partially offset by professional services and payment to UCLA)	125
Total Contribution	(343)
UCLA Restaurants	
Gross Margin:	
Rubio's gross income above plan due to slight increase in customers, significant increase in average check and less sales lost to CSSC than planned	49
Panda gross income above plan due to increase in customer base and increase in individual average consumption	17
La Cucina gross income above plan due to budgeted CSSC cannibalization that has not occurred	24
Greenhouse gross income \$85K above plan due to less cannibalization from CSSC and positive response to new items introduced this year	42
Northern Lights gross income \$77K below plan due mainly to delay in launch of new Panini sandwich program	(63)
North Campus Student Ctr. gross income \$115K below plan due to decline in customer count, although new operating plan is just getting underway	(81)
Café Synapse gross income \$128K below plan due to continued drop in sales and higher loss of sales to CSSC; menu changes only introduced recently	(102)
Lualle Food Servery gross income \$110K below plan due to aggressive budget for new sales program which has not started yet	(86)
Catering gross income \$409K above plan due to football training table during winter break, Alumni Day event, higher Athletic Department sales including a Hall of Fame event, and Welcome Week Graduate events increased over expectations, additionally generating higher income in rentals, setups, stations and servers	321
Concessions gross income \$217K above plan due to several unanticipated high volume Athletic events, better attendance at men's basketball games, and other unbudgeted non-Athletic events that generated sales and consignment commission	167
Total Wages higher than plan mainly student	(65)
Other, mainly positive controllables including employee benefits and paper (partially offset by negative repairs & maintenance and commission expense)	38
Total Contribution	261
Services	
Gross Margin:	
Licensing domestic income below plan due to lower than expected results not related to timing, and a timing issue for royalty income associated with the spike in sales in the Store last December that are now being reported	(42)
Licensing foreign income below plan due to economic challenges in Europe, delay in new program launches in Singapore, Brazil and the Middle East, the decision to reduce the EU licensee's minimum guarantee, and not realizing any over-royalty above the guarantees in Europe and China	(112)
Leased Ops income above plan due to unbudgeted rent for Kaplan, prior period rents for Student Tours, and rate corrections to prior period invoices for Blood Donor Center and Events	26
Photography income below plan due mainly to decreased bookings primarily for intercollegiate athletics	(11)
Total Wages lower than plan	27
Other, positive controllables mainly in Licensing	95
Total Contribution	(17)
UCLA Student Union	
Gross Margin:	
Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency gained by using rentals for multiple events that were closely grouped together	57
Post Office gross income \$35K above plan due to higher sales trend earlier in the year	4
Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market	(3)
Total Wages lower than plan	19
Other, negative controllables mainly student event expense due to increased sales, and repairs & maintenance	(43)
Total Contribution	34
Allocated Expenses and Other	
A&SS lower than plan mainly total wages and employee benefits	208
Maintenance lower than plan due to positive career wages and employee benefits, and more time spent on capital projects which increases capitalized wages	91
Utilities higher than plan, mainly electricity due to underestimating CSSC and overestimating solar panel savings, and chiller water higher than plan due to warmer weather in early months (partially offset by lower reported steam and gas)	(103)
Depreciation lower than plan due to timing of capitals and reduced expenditures	142
Other, mainly positive non-recurring and interest income due mainly to higher amounts of invested cash	72
Total	410
Actual Net Income/(Loss)	352

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

ASSETS

CURRENT ASSETS:

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

LONG TERM ASSETS

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

TOTAL ASSETS

LIABILITIES AND RETAINED EARNINGS

CURRENT LIABILITIES:

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

LONG TERM DEBT:

AU expansion loan
 Total long term debt

TOTAL LIABILITIES

RETAINED EARNINGS:

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

Ending Balance

TOTAL LIABILITIES AND RETAINED EARNINGS

	Current Month May 2013	Prior Month April 2013	Prior Year July 2012
	\$11,101	\$11,004	\$10,251
	4,055	3,682	3,471
	(116)	(121)	(114)
	3,940	3,562	3,357
	104	628	256
	5,673	6,388	7,324
	147	116	265
	20,965	21,697	21,453
	65,194	64,866	64,048
	(38,426)	(38,205)	(36,215)
	26,768	26,661	27,834
	47,733	48,358	49,286
	\$4,000	\$3,407	\$5,681
	2,618	2,611	2,427
	729	1,207	824
	130	293	136
	270	258	184
	232	230	124
	729	705	705
	8,708	8,710	10,080
	12,213	12,747	12,747
	12,213	12,747	12,747
	20,921	21,457	22,827
	26,459	26,459	26,722
	352	440	(263)
	26,813	26,901	26,459
	47,733	48,358	49,286

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

May 2013

(\$000's)

CASH FLOWS FROM OPERATING ACTIVITIES:

	Current Month	Year to Date	Prior Year to Date
Net income/(loss)	(\$87)	\$352	\$95
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation - PP&E	221	2,225	1,968
Depreciation - textbook rental equipment	0	0	0
Loss (Gain) on disposals of fixed assets	0	0	97
(Increase)/decrease in current assets:			
Accounts receivable	(378)	(581)	(899)
Student fees receivable	523	155	(592)
Inventories	715	1,651	772
Prepaid expenses and other current assets	(31)	119	54
Increase/(decrease) in current liabilities:			
Accounts payable	592	(1,686)	(1,454)
Sales Tax payable & other liabilities	(479)	(98)	(161)
Wages and payroll taxes payable	7	189	(188)
Interest payable	(162)	(3)	218
Deferred Income	12	86	87
Funds held for others	2	110	71
Other Current Liabilities (Current Portion of LT Debt)	24	24	0
Net cash provided/(used) by operating activities	\$960	\$2,544	\$70
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(328)	(1,159)	(1,048)
Net cash used in investing activities	(\$328)	(\$1,159)	(\$1,048)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	(534)	(534)	0
Net cash provided/(used) by financing activities	(\$534)	(\$534)	\$0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	\$97	\$850	(\$978)
CASH AND CASH EQUIVALENTS, Beginning	\$11,004	10,251	10,888
CASH AND CASH EQUIVALENTS, Ending	\$11,101	\$11,101	\$9,910

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

May 2013

(\$000's)

CASH AND CASH EQUIVALENTS	11,101
Less: Committed Capital Projects	
HTS Renovation	(137)
Casual Dining	(750)
Pauley Pavillion Remodel	(317)
AGB Drape Replacement & Sound Paneling	(150)
Ackerman B&A Level Remodel	(2,000)
NCSC Remodel	(250)
Ostin Music Café	(200)
Store POS	(150)
Terrace Food Court Patio Upgrade	(350)
Subtotal	(4,304)
Adjustment for Cash Overdraft Entry	(600)
Uncommitted Cash	6,197
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	6,060
RESERVE SURPLUS (DEFICIT)	137

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

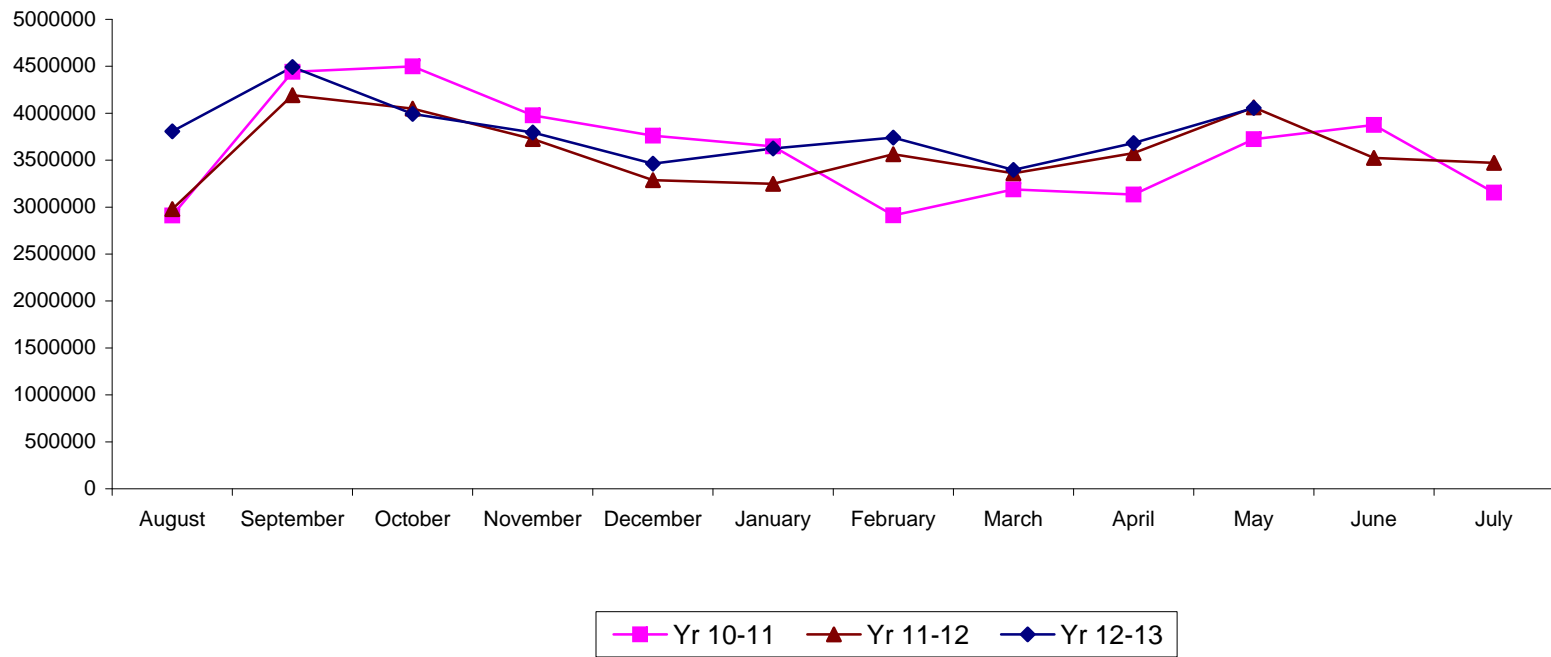
PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
Store/Services								
2012-S001 Store General Replacement	50.0	10.5	2.3	12.8	37.2		0.0	In Progress
2012-S002 Store Photocopiers	40.0	26.2	0.0	26.2	13.8		0.0	In Progress
2012-S003 Pauley Souvenir Sales	40.0	11.3	2.6	13.9	26.1		0.0	In Progress
2012-S004 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0	2,000.0	0.0	Pending
2012-S005 Informal Photo-Photo Equipment	10.0	7.6	0.0	7.6	0.0		(2.4)	Completed
2012-S032 Bearwear Remodel	0.0	26.8	0.0	26.8	13.2		40.0	In Progress
2012-S034 HSS Design	0.0	5.5	12.3	17.8	2.2		20.0	In Progress
Total Store/Services	2,140.0	87.9	17.2	105.1	92.5	2,000.0	57.6	
Food Service								
2012-F006 FS Miscellaneous and Unanticipated	50.0	40.9	0.0	40.9	9.1		0.0	In Progress
2012-F007 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2012-F008 Patio Umbrellas	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-F009 LV FS Concept Updates	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2012-F010 Catering Electric Cart	15.0	0.0	0.0	0.0	0.0		(15.0)	Cancel
2012-F011 NCSC Remodel	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending
2012-F012 Northern Lights Menu Update	25.0	1.2	10.7	11.9	13.1		0.0	In Progress
2012-F013 Ostin Music Café	200.0	0.0	0.0	0.0	0.0	200.0	0.0	Pending
2012-F014 TH Misc Kitchen Equipment	10.0	8.3	0.0	8.3	1.7		0.0	In Progress
2012-O036 NCSC Equipment Upgrade	0.0	19.0	29.4	48.4	0.6		49.0	In Progress
2012-O037 NCSC Marketing & Signage	0.0	0.0	12.8	12.8	5.2		18.0	In Progress
2012-O038 NCSC Facility Improvement	0.0	4.8	0.0	4.8	17.2		22.0	In Progress
Total Food Services	655.0	74.2	52.9	127.1	46.9	555.0	74.0	
Technology								
2012-T015 Network Infrastructure Upgrade	20.0	7.9	4.4	12.3	7.7		0.0	In Progress
2012-T016 Printer Replacement	10.0	6.4	3.6	10.0	0.0		0.0	Completed Awaiting Invoice
2012-T017 PC Replacement, Infrastructure	80.0	81.7	0.0	81.7	0.0		1.7	Completed
2012-T018 Store POS	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2012-T019 Network Security Scan Software	18.0	0.0	0.0	0.0	0.0	18.0	0.0	Pending
2012-T020 Marketing Color Laser Printer	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2012-T021 ASUCLA Display Boards in AU KH	4.0	0.0	0.0	0.0	0.0	4.0	0.0	Pending
Total Technology	292.0	96.0	8.0	104.0	7.7	172.0	(8.3)	
Others								
2012-O022 Custodial Replacements	10.0	6.2	0.0	6.2	3.8		0.0	In Progress
2012-O023 SUO General Replacement	25.0	16.6	0.0	16.6	8.4		0.0	In Progress
2012-O024 Information Technology Upgrades	5.0	5.8	0.0	5.8	0.0		0.8	Completed
2012-O025 Board Room AU 2408 Remodel	55.0	0.0	0.0	0.0	0.0	55.0	0.0	Pending
2012-O026 Terrace Food Court Patio Upgrade	350.0	0.0	0.0	0.0	0.0	350.0	0.0	Pending
2012-O027 Fac. Misc. Remodels	25.0	6.7	20.4	27.1	0.0		2.1	Completed Awaiting Invoice
2012-O028 Finance Photocopier	15.0	3.5	0.0	3.5	11.5		0.0	In Progress
2012-O029 Finance Misc. Replacements	15.0	8.4	0.0	8.4	6.6		0.0	In Progress
2012-O030 Licensing Visual Identity	40.0	30.0	10.0	40.0	0.0		0.0	Completed Awaiting Invoice
2012-O031 Licensing Office Remodel	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-O033 A2L Training Table/Meeting Room	0.0	51.3	2.5	53.8	16.2		70.0	In Progress
2012-O035 Charging Stations (TGIF)	0.0	0.0	26.4	26.4	0.0		26.4	Completed Awaiting Invoice
Total Others	550.0	128.5	59.3	187.8	46.5	415.0	99.3	
Total Current Year Projects	3,637.0	386.6	137.4	524.0	193.6	3,142.0	222.6	

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

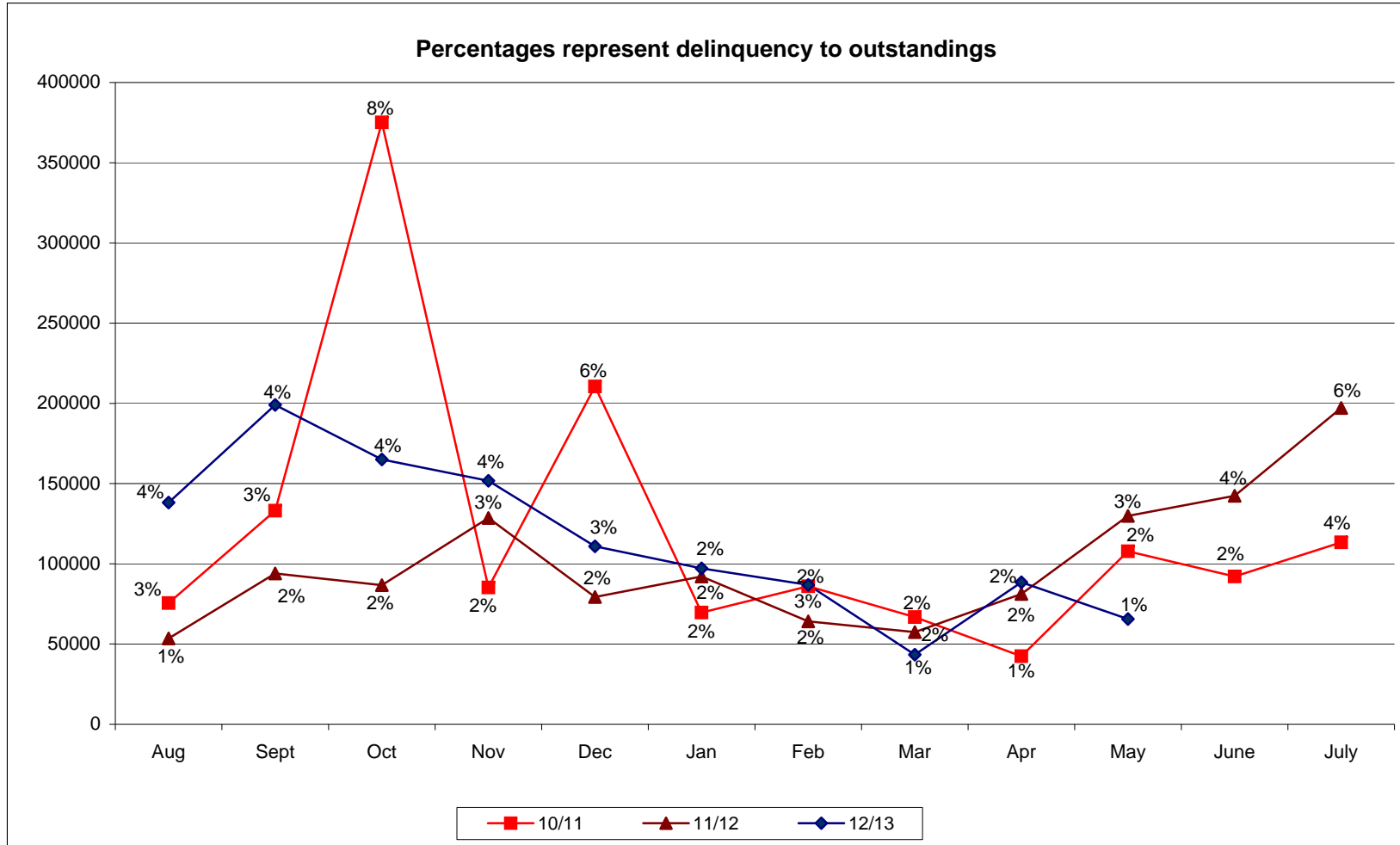
5/25/2013	May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$642,426	16%	\$217,220	108%	\$11,817	25%	(\$2,057)	-220%	\$5,124	78%	\$3,968	37%	\$878,498	22%
ASUCLA PUBLICATIONS		\$197,722	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$197,722	5%
ASUCLA USA/GSA		\$96,612	3%	\$149	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$96,761	2%
DUE FROM VENDORS		\$880,598	23%	\$6,496	3%	\$11,783	25%	\$1,114	119%	\$742	11%	\$3,745	35%	\$904,478	22%
DENTAL KITS		\$322,275	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$322,275	8%
OTHER		\$1,648,403	44%	(\$22,090)	-11%	\$23,610	50%	\$1,881	201%	\$756	11%	\$3,064	28%	\$1,655,624	41%
TOTAL CURRENT MONTH		\$3,788,036	100%	\$201,775	100%	\$47,210	100%	\$938	100%	\$6,622	100%	\$10,777	100%	\$4,055,358	100%
		94%		5%		1%		0%		0%		0%		100%	
4/27/2013	April	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$732,943	22%	\$86,155	55%	\$17,841	43%	\$22,599	79%	\$4,888	57%	\$3,193	31%	\$867,619	24%
ASUCLA PUBLICATIONS		\$183,542	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$183,542	5%
ASUCLA USA/GSA		\$234,108	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$234,108	6%
DUE FROM VENDORS		\$477,353	14%	\$19,243	12%	(\$88)	0%	\$5,135	18%	\$3,424	39%	\$3	0%	\$505,070	14%
DENTAL KITS		\$80,291	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$80,291	2%
OTHER		\$1,727,202	50%	\$52,700	33%	\$23,355	57%	\$832	3%	\$362	4%	\$6,953	69%	\$1,811,404	49%
TOTAL CURRENT MONTH		\$3,435,439	100%	\$158,098	100%	\$41,108	100%	\$28,566	100%	\$8,674	100%	\$10,149	100%	\$3,682,034	100%
		94%		4%		1%		1%		0%		0%		100%	
3/30/2013	March	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$712,494	21%	\$60,971	57%	\$31,299	152%	\$9,197	96%	\$2,195	20%	\$3,008	137%	\$819,164	25%
ASUCLA PUBLICATIONS		\$118,398	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$118,398	3%
ASUCLA USA/GSA		\$233,356	7%	\$0	0%	\$137	1%	\$0	0%	\$0	0%	\$0	0%	\$233,493	7%
DUE FROM VENDORS		\$518,572	16%	\$1,063	1%	\$1,408	7%	\$4,678	49%	\$3,118	28%	\$1,795	82%	\$530,634	16%
DENTAL KITS		\$150,706	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$150,706	4%
OTHER		\$1,512,725	47%	\$44,614	42%	(\$12,273)	-60%	(\$4,296)	-45%	\$5,703	52%	(\$2,610)	-119%	\$1,543,863	45%
TOTAL CURRENT MONTH		\$3,246,251	100%	\$106,648	100%	\$20,571	100%	\$9,579	100%	\$11,016	100%	\$2,193	100%	\$3,396,258	100%
		96%		3%		1%		0%		0%		0%		100%	

Total Aged Accounts Receivable Balances

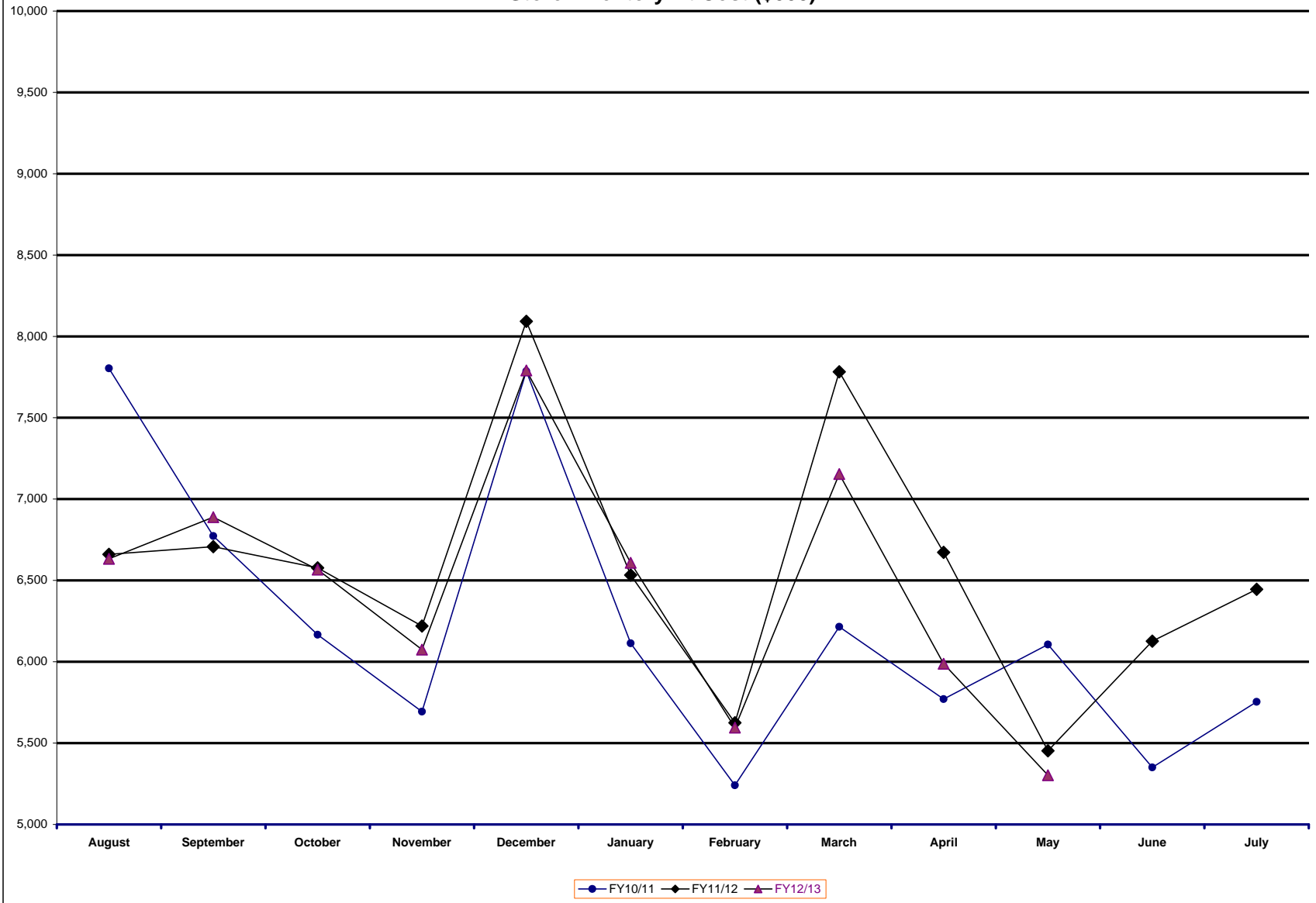
12 Month History
August 10 through May13



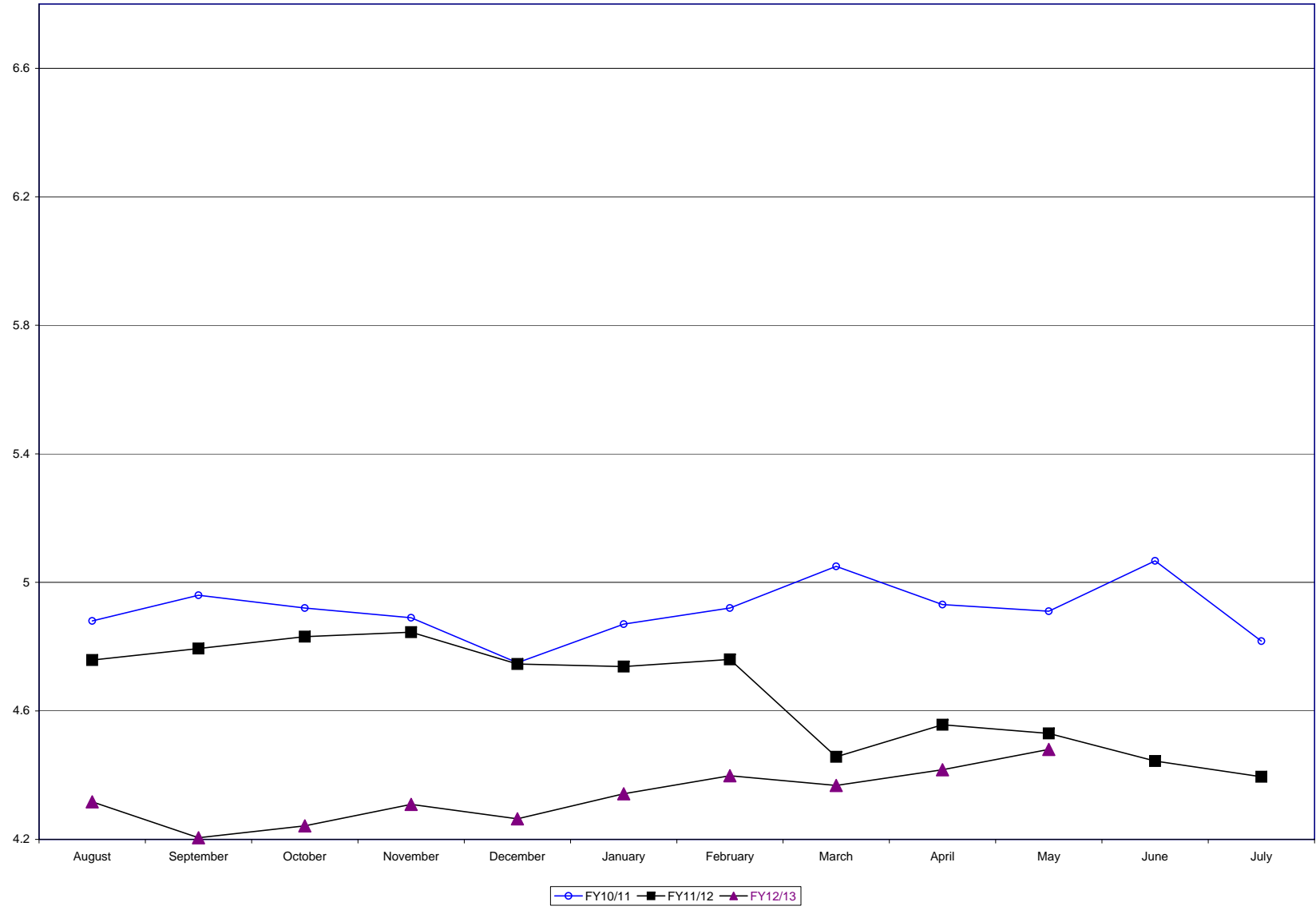
Aged Accounts Receivable Balances >60 Days Past Due



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

MAY_10(04/28/13-05/25/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 10 MO(07/29/12-05/25/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
138,326	53,271	85,055	8,728,910	8,674,592	54,318	80,096	9,263,612
80,605	105,178	<24,573>	989,757	1,116,593	<126,836>	107,082	1,143,185
1,078,719	1,113,500	<34,781>	8,885,573	8,763,602	121,971	1,099,597	7,873,481
1,031,800	1,733,800	<702,000>	13,532,690	16,504,800	<2,972,110>	1,055,898	14,532,984
161,645	151,569	10,076	2,798,498	2,717,708	80,790	126,566	2,818,614
59,609	55,000	4,609	1,196,345	966,000	230,345	47,209	780,281
438,850	369,704	69,146	4,529,616	4,638,834	<109,218>	486,554	4,495,268
2,989,554	3,582,022	<592,468>	40,661,389	43,382,129	<2,720,740>	3,003,003	40,907,426
1,949,456	2,411,384	461,928	28,459,671	30,450,689	1,991,018	1,897,411	28,785,357
837	210	<627>	45,609	38,940	<6,669>	382	46,252
1,183	1,670	487	14,513	17,280	2,767	1,614	16,768
3,211	3,710	499	34,720	34,090	<630>	3,193	30,481
3,210	4,580	1,370	38,122	44,060	5,938	3,322	40,497
969	820	<149>	16,611	14,150	<2,461>	789	16,927
222	190	<32>	4,523	3,370	<1,153>	176	2,904
1,875	1,590	<285>	24,436	19,140	<5,296>	1,957	23,689
11,508	12,770	1,262	178,533	171,030	<7,503>	11,432	177,518
1,960,964	2,424,154	463,190	28,638,204	30,621,719	1,983,515	1,908,844	28,962,874
65.2	67.3	2.1	70.0	70.2	0.2	63.2	70.4
1,028,590	1,157,868	<129,278>	12,023,186	12,760,410	<737,224>	1,094,159	11,944,552
34.8	32.7	2.1	30.0	29.8	0.2	36.8	29.6
0.4	0.4	<0.0>	0.4	0.4	<0.1>	0.4	0.4
34.4	32.3	2.1	29.6	29.4	0.2	36.4	29.2
<2.0>	25.6	<27.6>	23.1	25.2	<2.1>	25.9	25.4
30.3	29.2	1.1	31.8	31.9	<0.1>	29.0	31.5
53.9	53.5	0.4	50.6	51.7	<1.1>	54.0	51.3
22.5	18.8	3.7	20.1	19.2	0.9	24.2	20.1
35.1	38.4	<3.3>	28.1	30.3	<2.2>	39.7	28.8
52.2	52.3	0.9	50.4	52.1	<1.8>	51.2	51.7
23.8	28.4	<4.6>	23.9	25.5	<1.6>	24.3	23.4
95,924	80,546	15,378	787,345	859,538	<72,193>	36,192	845,325
1,124,515	1,238,414	<113,899>	12,810,530	13,619,948	<809,418>	1,130,352	12,789,876
253,468	291,787	38,319	2,600,551	2,892,280	291,729	274,227	2,746,216
2,830	2,500	<330>	10,185	5,000	<5,185>	5,487	9,830
139,676	142,693	3,017	1,357,339	1,418,630	61,291	141,143	1,352,795
395,973	436,980	41,007	3,968,076	4,315,910	347,834	420,857	4,108,841
13.3	12.2	<1.1>	9.8	10.0	0.2	14.0	10.0
130,621	156,651	26,030	1,296,217	1,524,535	228,318	131,119	1,253,138
5,698	5,170	<528>	93,128	84,375	<8,753>	5,834	93,714
14,402	14,295	<107>	139,579	141,990	2,412	15,383	143,262
80	125	45	892	1,250	358	80	1,101
<92>	24	116	259	207	<52>	22	212
104	75	<29>	19,603	20,080	477	260	18,624
2,400	2,400	0	4,500	4,425	<75>	2,400	4,475
3,934	4,150	216	49,943	50,120	177	4,453	50,843
9,987	20,625	10,638	273,956	290,020	16,064	12,697	251,833
4,111	3,500	<611>	12,216	11,950	<266>	4,720	13,046
0	0	0	0	0	0	0	681
0	0	0	0	0	0	0	431
<27>	0	27	<2>	0	2	<0>	<17>
0	0	0	733	100	<633>	399	576
14,546	15,650	1,104	185,163	179,145	<6,018>	11,588	159,935
0	<1,600>	<1,600>	<56,613>	<64,806>	<8,193>	0	<61,166>
72	75	3	248,344	240,750	<7,594>	334	242,740
8,357	3,765	<4,592>	46,044	29,460	<16,584>	8,851	34,591
0	0	0	0	0	0	0	175
0	0	0	<19>	0	19	0	28
57,588	63,437	5,849	649,747	699,862	50,115	57,128	646,185
<744>	0	744	4,875	0	<4,875>	<145>	11,112
51	0	<51>	7,289	0	<7,289>	0	3,535
0	0	<0>	374	0	<374>	0	0
0	0	0	1,150	2,050	900	0	4,171
124	0	<124>	1,570	1,300	<270>	0	1,608
0	0	0	300	300	0	0	900
4,713	200	<4,513>	64,681	3,492	<61,189>	186	2,386
<0>	0	0	8,628	600	<8,028>	0	4,554
476	0	<476>	38,838	37,400	<1,438>	0	37,864
70	140	70	39,002	39,000	<2>	140	41,880
0	0	0	53	0	<53>	0	<53>
0	2	2	0	12	12	0	0
1,330	2,080	750	99,985	51,180	<48,805>	660	47,684
257,800	290,764	32,964	3,230,432	3,348,797	118,365	256,110	3,010,047
653,773	727,744	73,971	7,198,508	7,664,707	466,199	676,967	7,118,888
470,741	510,670	<39,929>	5,612,023	5,955,241	<343,218>	453,385	5,670,989
26,520	27,134	614	257,229	277,443	20,214	25,093	257,241
143,143	152,475	9,332	1,453,679	1,521,341	67,662	132,592	1,424,210
57,007	63,756	6,749	601,157	649,925	48,768	61,337	606,338
29,249	31,510	2,261	321,429	344,343	22,914	29,933	327,941
87,939	91,965	4,026	911,677	968,085	56,408	93,921	941,577
68,859	71,515	2,656	678,830	696,951	18,121	67,628	657,949
40,146	28,361	<11,785>	325,004	276,708	<48,296>	42,229	282,676
66,271	69,375	3,104	681,922	693,750	11,828	69,331	697,797
519,134	536,091	16,957	5,230,927	5,428,546	197,619	522,064	5,195,728
<48,392>	<25,421>	<22,971>	381,096	526,695	<145,599>	<68,679>	475,261

**UCLA RESTAURANTS
INCOME STATEMENT**

MAY. 10(04/28/13-05/25/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 10 MO(07/29/12-05/25/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
160,173	153,882	6,291	1,388,312	1,288,657	99,655	145,701	1,349,614
222,844	240,230	<17,386>	1,722,960	1,897,318	<174,358>	212,404	1,883,258
139,894	155,113	<15,219>	1,287,507	1,366,652	<79,145>	140,161	798,869
246,624	269,700	<23,076>	2,242,982	2,333,374	<90,392>	239,449	2,201,700
249,300	255,570	<6,270>	2,261,127	2,271,540	<10,413>	244,787	2,344,924
271,157	171,161	99,996	2,458,820	2,018,591	440,229	212,495	1,788,215
1,289,992	1,245,656	44,336	11,361,707	11,176,132	185,575	1,194,997	10,366,580
460,064	422,339	<37,725>	3,931,767	3,775,069	<156,698>	411,682	3,591,692
35.7	33.9	<1.8>	34.6	33.8	<0.8>	34.5	34.7
829,928	823,317	6,611	7,429,940	7,401,063	28,877	783,315	6,774,888
64.3	66.1	<1.8>	65.4	66.2	<0.8>	65.6	65.4
67.6	68.6	<1.0>	67.3	68.7	<1.3>	67.9	66.7
60.7	64.3	<3.6>	62.7	63.9	<1.1>	67.3	64.6
63.8	66.7	<2.9>	64.7	66.8	<2.2>	65.2	65.4
68.1	68.9	<0.8>	68.8	69.4	<0.6>	67.8	69.6
64.9	65.4	<0.5>	64.6	65.8	<1.1>	63.5	64.9
62.7	62.8	<0.2>	64.5	63.6	0.9	62.4	60.9
207,463	176,709	30,754	1,908,902	1,661,368	247,534	190,174	1,599,365
1,037,391	1,000,026	37,365	9,338,842	9,062,431	276,411	973,489	8,374,253
258,207	271,068	12,861	2,749,088	2,778,362	29,274	267,530	2,678,810
8,656	986	<7,670>	32,910	14,767	<18,143>	1,091	17,789
223,085	206,485	<16,600>	2,013,804	1,920,754	<93,050>	207,904	1,826,203
<35,092>	<33,430>	1,662	<332,721>	<316,176>	16,545	<34,505>	<286,133>
454,856	445,109	<9,747>	4,463,080	4,397,707	<65,373>	442,019	4,236,669
35.3	35.7	0.5	39.3	39.4	0.1	37.0	40.9
147,546	162,768	15,222	1,464,400	1,616,062	151,662	149,944	1,398,492
4,543	2,560	<1,983>	20,392	16,455	<3,937>	3,975	21,775
4,387	4,608	221	41,667	45,825	4,158	4,966	46,255
1,169	1,500	331	13,358	16,000	2,642	800	12,308
56,708	61,147	4,439	525,602	553,387	27,785	57,690	500,133
4.4	4.9	0.5	4.6	5.0	0.3	4.8	4.8
5,282	3,764	<1,518>	48,530	37,995	<10,535>	4,871	35,869
0	0	0	0	0	0	0	7
<8,018>	<9,450>	<1,432>	<90,821>	<91,500>	<679>	<8,867>	<79,812>
4,443	2,450	<1,993>	37,817	25,324	<12,493>	2,232	29,953
7,537	5,902	<1,635>	63,262	55,674	<7,588>	6,131	66,881
2,651	990	<1,661>	19,668	12,965	<6,703>	1,356	13,812
1,902	2,959	1,057	63,171	69,328	6,157	1,489	61,504
0	100	100	1,401	1,000	<401>	0	0
3	30	27	48	269	221	2	40
19,546	5,077	<14,469>	107,697	51,925	<55,772>	7,677	72,434
20,058	31,329	11,271	296,572	289,590	<6,982>	37,724	281,557
2,047	2,260	213	17,110	19,430	2,320	1,905	17,010
309	856	547	8,939	7,844	<1,095>	1,951	8,782
0	0	0	6	0	<6>	30	233
804	0	<804>	14,575	3,100	<11,475>	185	3,365
622	401	<221>	2,395	3,851	1,456	313	4,621
0	0	0	10,261	6,300	<3,961>	0	870
0	0	0	600	0	<600>	0	600
<0>	0	0	9,553	0	<9,553>	0	0
20,119	21,018	899	274,557	259,591	<14,966>	15,967	144,236
291,659	300,269	8,610	2,950,758	3,000,415	49,657	290,343	2,640,924
746,514	745,378	<1,136>	7,413,838	7,398,122	<15,716>	732,363	6,877,592
290,877	254,648	36,229	1,925,004	1,664,309	260,695	241,127	1,496,661
30,463	27,639	<2,824>	289,383	282,325	<7,058>	26,354	265,607
69,471	61,081	<8,390>	508,023	493,922	<14,101>	60,432	457,809
27,667	24,759	<2,908>	210,271	204,421	<5,850>	27,955	195,982
14,195	12,237	<1,958>	111,078	105,998	<5,080>	13,643	105,431
42,679	35,715	<6,964>	316,387	302,908	<13,479>	42,806	302,903
58,047	68,254	10,207	572,249	665,176	92,927	57,009	554,647
33,843	27,069	<6,774>	273,979	264,106	<9,873>	35,599	238,296
99,038	106,614	7,576	1,001,409	1,066,140	64,731	100,242	822,605
375,403	363,368	<12,035>	3,282,779	3,384,996	102,217	364,040	2,943,280
<84,526>	<108,720>	24,194	<1,357,776>	<1,720,687>	362,912	<122,914>	<1,446,619>
385,322	389,947	<4,625>	3,496,365	3,496,218	147	386,439	3,249,415
127,152	127,466	<314>	1,173,557	1,164,862	8,695	126,058	990,563
258,170	262,481	<4,311>	2,322,808	2,331,356	<8,548>	260,381	2,258,852
4.98	4.95	0.03	5.04	4.96	0.08	4.78	4.73
6.15	6.03	0.12	6.21	6.04	0.18	6.07	6.02
4.40	4.42	<0.02>	4.44	4.42	0.02	4.15	4.17
30,956	30,153	<803>	295,890	295,271	<619>	30,007	285,553
41.67	41.31	0.36	38.40	37.85	0.55	39.82	36.30

SERVICES DIVISION
INCOME STATEMENT

MAY. 10(04/28/13-05/25/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 10 MO(07/29/12-05/25/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
16,541	22,454	<5,913>	154,407	163,576	<9,169>	20,174	145,784
16,541	22,454	<5,913>	154,407	163,576	<9,169>	20,174	145,784
197	721	524	5,988	4,539	<1,449>	173	4,244
16,344	21,733	<5,389>	148,418	159,037	<10,619>	20,001	141,539
98.8	96.8	2.0	96.1	97.2	<1.1>	99.1	97.1
98.8	96.8	2.0	96.1	97.2	<1.1>	99.1	97.1
63,247	70,000	<6,754>	1,880,515	2,034,525	<154,010>	103,660	1,745,092
88,597	86,215	2,382	880,071	853,729	26,342	82,735	810,095
151,843	156,215	<4,372>	2,760,586	2,888,254	<127,668>	186,394	2,555,187
168,187	177,948	<9,761>	2,909,004	3,047,291	<138,287>	206,395	2,696,726
30,547	34,320	3,773	311,842	329,236	17,394	31,018	310,003
452	0	<452>	1,281	0	<1,281>	0	0
924	1,938	1,014	7,518	18,128	10,610	779	8,116
31,923	36,258	4,335	320,641	347,364	26,723	31,797	318,119
193.0	161.5	<31.5>	207.7	212.4	4.7	157.6	218.2
14,540	16,472	1,932	144,101	160,093	15,992	14,315	135,966
896	700	<196>	8,739	8,714	<25>	280	8,346
706	735	29	6,711	7,294	583	723	7,198
84	105	21	898	1,050	152	31	1,937
546	0	<546>	12,302	15,500	3,198	0	14,668
0	0	0	8,000	8,000	0	0	<2,010>
0	0	0	0	250	250	0	0
392	4,400	4,008	20,521	44,600	24,079	6	17,883
23	214	191	4,967	1,571	<3,396>	781	2,538
2,083	3,083	1,000	24,055	26,755	2,700	2,083	24,005
770	1,150	380	3,070	11,500	8,430	0	8,300
7,568	4,150	<3,418>	37,674	41,500	3,826	6,604	41,996
0	0	0	183,215	212,661	29,446	0	102,338
6,325	7,000	675	127,554	132,000	4,446	9,673	124,804
0	0	0	128	0	<128>	0	208
21,064	22,209	1,145	492,315	497,535	5,220	39,287	482,556
54,997	60,218	5,221	1,074,249	1,169,023	94,774	73,784	970,731
86,920	96,476	9,556	1,394,890	1,516,387	121,497	105,581	1,288,851
81,267	81,472	<205>	1,514,114	1,530,904	<16,790>	100,814	1,407,876
2,138	2,251	113	20,784	22,352	1,568	1,896	19,947
7,583	7,438	<145>	102,530	107,657	5,127	8,728	96,555
3,111	3,110	<1>	43,976	46,150	2,174	4,169	42,950
1,596	1,537	<59>	23,412	24,279	867	2,035	22,989
4,799	4,486	<313>	66,092	68,200	2,108	6,384	66,081
12,214	12,686	472	120,412	123,628	3,216	11,996	116,708
7,121	5,029	<2,092>	57,650	49,071	<8,579>	7,491	50,142
6,039	5,695	<344>	58,770	56,950	<1,820>	5,849	54,172
44,601	42,232	<2,369>	493,626	498,287	4,660	48,548	469,544
36,666	39,240	<2,574>	1,020,488	1,032,617	<12,129>	52,266	938,331

UCLA STUDENT UNION
INCOME STATEMENT

MAY: 10(04/28/13-05/25/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 10 MO(07/29/12-05/25/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
32,300	18,300	14,000	390,414	349,992	40,422	20,739	373,710
2,078	2,552	<474>	22,832	25,691	<2,859>	2,432	21,265
53,410	59,299	<5,889>	562,030	532,563	29,467	52,630	535,875
87,788	80,151	7,637	975,276	908,246	67,030	75,801	930,851
51,855	57,991	6,136	551,871	520,844	<31,027>	52,895	527,117
9,665	5,138	<4,527>	85,151	87,063	1,912	6,238	95,081
0	75	75	618	650	32	0	594
61,520	63,204	1,684	637,640	608,557	<29,083>	59,133	622,792
70.1	78.9	8.8	65.4	67.0	1.6	78.0	66.9
26,268	16,947	9,321	337,636	299,689	37,947	16,668	308,059
29.9	21.1	8.8	34.6	33.0	1.6	22.0	33.1
70.1	71.9	<1.8>	78.2	75.1	3.1	69.9	74.6
100.0	97.1	2.9	97.3	97.5	<0.2>	100.0	97.2
2.9	2.2	0.7	1.8	2.2	<0.4>	<0.5>	1.6
33,118	33,054	64	191,747	177,231	14,516	25,070	175,468
2,176	1,959	217	19,257	19,592	<335>	2,081	24,004
8,324	10,439	<2,115>	99,716	93,753	5,963	9,286	93,800
43,618	45,452	<1,834>	310,719	290,576	20,143	36,437	293,272
69,886	62,399	7,487	648,355	590,265	58,090	53,105	601,331
28,249	30,648	2,399	296,241	303,808	7,567	29,756	291,447
20,126	21,468	1,342	198,188	209,329	11,141	26,468	217,486
48,375	52,116	3,741	494,429	513,137	18,708	56,224	508,934
55.1	65.0	9.9	50.7	56.5	5.8	74.2	54.7
14,175	15,964	1,789	146,056	157,150	11,094	14,881	137,673
1,238	541	<697>	12,435	7,665	<4,770>	2,002	9,434
3,664	3,446	<218>	33,204	33,645	441	3,743	34,140
<0>	0	0	1,843	2,250	407	0	1,924
0	0	0	5,444	4,562	<882>	0	4,582
64	0	<64>	5,810	5,495	<315>	<0>	6,401
0	0	0	3,896	5,258	1,362	0	5,334
928	169	<759>	23,617	18,995	<4,622>	580	22,197
28,430	19,530	<8,900>	131,130	92,912	<38,218>	18,130	119,180
0	0	0	0	0	0	0	200
0	340	340	3,166	3,215	49	366	5,571
0	30	30	20	1,020	1,000	0	105
0	30	30	608	537	<71>	0	880
0	0	0	563	600	37	0	1,267
0	20	20	828	1,709	881	0	2,448
548	601	53	4,838	5,980	1,142	465	8,214
2,264	575	<1,689>	25,866	10,070	<15,796>	640	13,059
1,466	1,083	<383>	14,658	10,830	<3,828>	1,310	12,293
1,551	1,518	<33>	14,147	13,530	<617>	1,540	13,490
0	36	36	153	322	170	<3>	<30>
1,317	1,175	<142>	12,262	11,754	<508>	1,336	15,116
0	0	0	2,769	2,637	<132>	0	2,638
15,417	15,417	0	154,167	154,170	3	15,417	154,167
15,373	24,000	8,627	116,473	126,500	10,027	12,067	113,685
86,436	84,475	<1,961>	713,953	670,806	<43,147>	72,475	683,969
134,811	136,591	1,780	1,208,383	1,183,943	<24,440>	128,698	1,192,902
<64,925>	<74,192>	9,267	<560,027>	<593,678>	33,651	<75,593>	<591,571>
3,241	3,236	<5>	32,015	32,951	936	3,352	31,863
5,917	5,228	<689>	48,150	44,620	<3,530>	4,742	45,601
2,428	2,186	<242>	20,562	19,057	<1,505>	2,265	20,104
1,246	1,080	<166>	10,862	9,936	<926>	1,105	10,854
3,745	3,154	<591>	30,793	28,285	<2,508>	3,469	31,166
36,287	37,676	1,389	357,728	367,184	9,456	35,638	346,724
21,156	14,945	<6,211>	171,271	145,817	<25,454>	22,254	148,966
16,907	18,125	1,218	173,750	181,250	7,500	16,730	175,730
90,927	85,630	<5,297>	845,131	829,100	<16,030>	89,555	811,008
<155,852>	<159,822>	3,970	<1,405,158>	<1,422,778>	17,620	<165,149>	<1,402,579>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

MAY. 10(04/28/13-05/25/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 10 MO(07/29/12-05/25/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
308,983	295,529	<13,454>	2,917,338	2,953,267	35,929	290,589	2,923,081
960	300	<660>	2,217	3,000	783	918	3,529
31,474	35,691	4,217	295,345	335,581	40,236	36,506	319,943
341,416	331,520	<9,896>	3,214,900	3,291,848	76,948	328,014	3,246,553
7.0	6.2	<0.8>	5.5	5.4	<0.1>	6.9	5.6
0	1,000	1,000	9,770	10,000	230	0	11,667
3,000	833	<2,167>	7,000	8,330	1,330	3,300	4,161
134,701	139,248	4,547	1,283,447	1,368,714	85,267	125,366	1,201,001
12,292	7,572	<4,720>	87,745	78,581	<9,164>	8,560	75,008
9,319	10,032	713	90,148	98,660	8,512	10,301	95,386
1,083	1,103	20	9,598	11,081	1,483	987	9,203
272	2,196	1,924	15,510	20,762	5,252	410	25,525
0	40	40	0	400	400	0	0
2,778	390	<2,388>	19,801	18,034	<1,767>	2,125	15,887
0	52	52	0	208	208	0	0
0	855	855	4,463	8,550	4,087	226	967
255	295	40	2,680	4,000	1,320	864	2,124
30	620	590	2,005	5,480	3,475	60	4,127
0	0	0	14	0	<14>	0	0
307	337	30	2,702	3,370	668	246	3,115
<182>	<1,500>	<1,318>	<6,377>	<15,000>	<8,623>	<1,631>	<28,382>
297	50	<247>	1,948	500	<1,448>	1,191	2,087
3,001	2,482	<519>	26,211	24,820	<1,391>	2,658	24,547
<342>	100	442	7,976	15,300	7,324	1,200	16,259
2,572	1,906	<666>	21,724	18,916	<2,808>	850	17,416
4,077	7,147	3,070	49,320	59,862	10,542	4,439	44,481
9,900	10,244	344	99,023	102,440	3,417	17,993	107,627
44	18	<26>	823	250	<573>	0	437
11,023	11,023	0	95,748	97,248	1,500	10,702	95,872
<10>	80	90	66	800	734	<11>	<32>
20,440	21,000	560	204,400	210,000	5,600	18,338	183,380
5,879	4,477	<1,402>	33,169	37,750	4,581	2,602	27,894
773	796	23	8,276	7,822	<454>	814	8,139
10,123	10,123	0	101,228	101,611	383	9,828	98,649
1,285	0	<1,285>	8,481	3,868	<4,613>	487	5,797
9,167	9,442	275	91,667	94,844	3,177	9,167	92,079
5,700	5,700	0	12,025	12,000	<25>	3,700	9,700
10,773	10,300	<473>	109,441	103,000	<6,441>	19,641	110,816
3,109	200	<2,909>	16,683	12,000	<4,683>	0	10,000
3,750	5,665	1,915	33,710	46,772	13,062	4,000	35,319
2,926	3,255	329	29,995	31,775	1,780	<378>	34,275
7,417	7,640	223	74,168	76,400	2,232	7,417	74,167
15,498	15,929	431	154,980	159,290	4,310	15,498	154,580
1,540	500	<1,040>	22,031	21,700	<331>	2,156	22,728
292,796	291,150	<1,646>	2,731,598	2,860,138	128,540	283,105	2,596,006
634,212	622,670	<11,542>	5,946,498	6,151,986	205,488	611,119	5,842,559
14,823	15,395	572	146,130	150,035	3,905	14,558	141,635
8,642	6,108	<2,534>	69,964	59,591	<10,373>	9,091	60,852
14,794	17,273	2,480	149,118	172,730	23,612	13,635	159,994
38,259	38,776	518	365,212	382,356	17,144	37,284	362,481
672,471	661,446	<11,025>	6,311,709	6,534,342	222,633	648,403	6,205,040
<564,137>	<566,794>	<2,657>	<5,379,488>	<5,603,956>	<224,468>	<552,211>	<5,273,150>
<26,044>	<26,044>	0	<258,069>	<258,069>	0	<24,983>	<246,580>
<3,831>	<3,831>	0	<35,573>	<35,573>	0	<3,872>	<35,971>
<78,459>	<64,777>	13,682	<638,579>	<636,744>	1,835	<67,337>	<649,339>
<672,471>	<661,446>	11,025	<6,311,709>	<6,534,342>	<222,633>	<648,403>	<6,205,040>
<0>	0	0	0	0	<0>	0	<0>

MAINTENANCE DIVISION
EXPENSE STATEMENT

MAY: 10(04/28/13-05/25/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 10 MO(07/29/12-05/25/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
92,466	101,796	9,330	931,508	984,254	52,746	97,998	933,906
4,048	0	<4,048>	37,560	0	<37,560>	110	10,895
0	0	0	<799>	0	799	0	0
<200>	0	200	<1,690>	0	1,690	<2,425>	<12,617>
<4,152>	<4,219>	<67>	<40,583>	<41,591>	<1,008>	<4,646>	<45,669>
<1,640>	<3,000>	<1,360>	<48,123>	<30,000>	18,123	0	<42,603>
90,522	94,577	4,055	877,873	912,663	34,790	91,038	843,913
50,468	63,853	13,385	527,857	616,256	88,399	55,235	526,705
161	140	<21>	2,250	1,850	<400>	180	1,994
841	850	9	6,683	8,766	2,083	787	8,109
0	180	180	431	1,800	1,369	35	1,895
<0>	0	0	4,543	0	<4,543>	0	0
5,844	4,544	<1,300>	46,592	43,784	<2,808>	4,692	45,305
4,767	4,031	<736>	46,029	42,488	<3,541>	3,317	47,371
1,216	1,069	<147>	12,797	9,733	<3,064>	1,144	12,604
375	787	412	6,164	8,983	2,819	573	7,088
12,857	13,725	868	152,203	138,750	<13,453>	12,499	154,710
2,785	2,925	140	30,035	29,250	<785>	2,798	28,843
179	200	21	956	800	<156>	0	947
225	275	50	1,744	2,750	1,006	270	2,745
0	225	225	277	2,250	1,973	382	1,613
4,739	2,450	<2,289>	34,796	25,000	<9,796>	2,158	24,054
8,635	7,646	<989>	78,590	74,193	<4,397>	8,473	72,493
3,841	3,219	<622>	35,795	32,190	<3,605>	3,242	29,960
497	480	<17>	6,146	6,000	<146>	388	6,977
97,431	106,599	9,168	993,889	1,044,843	50,954	96,173	973,413
187,953	201,176	13,223	1,871,763	1,957,506	85,743	187,210	1,817,326
18,042	19,665	1,623	160,182	196,650	36,468	15,252	154,700
18,042	19,665	1,623	160,182	196,650	36,468	15,252	154,700
205,995	220,841	14,846	2,031,944	2,154,156	122,212	202,463	1,972,026
<175,407>	<190,132>	<14,725>	<1,729,219>	<1,852,940>	<123,721>	<172,271>	<1,676,028>
<6,057>	<6,057>	0	<60,577>	<60,577>	0	<6,059>	<60,585>
<2,296>	<2,296>	0	<22,953>	<22,953>	0	<2,296>	<22,960>
<7,412>	<6,961>	451	<73,065>	<67,650>	5,415	<7,279>	<70,818>
<14,823>	<15,395>	<572>	<146,130>	<150,035>	<3,905>	<14,558>	<141,635>
<205,995>	<220,841>	<14,846>	<2,031,944>	<2,154,155>	<122,211>	<202,463>	<1,972,026>
<0>	0	0	0	1	1	<0>	0

UTILITIES
EXPENSE STATEMENT

MAY. 10(04/28/13-05/25/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 10 MO(07/29/12-05/25/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
19,596	14,946	<4,650>	159,226	131,728	<27,498>	11,241	108,887
73,596	54,838	<18,758>	636,668	549,603	<87,065>	69,050	557,994
12,987	7,225	<5,762>	94,640	69,099	<25,541>	26,506	83,014
9,296	8,134	<1,162>	55,857	80,696	24,839	9,513	71,271
3,396	3,063	<333>	22,887	30,373	7,486	8,521	26,433
118,871	88,206	<30,665>	969,278	861,499	<107,779>	124,831	847,599
118,871	88,206	<30,665>	969,278	861,499	<107,779>	124,831	847,599
<102,266>	<75,404>	26,862	<827,905>	<735,698>	92,207	<107,573>	<720,081>
<2,641>	<2,641>	0	<26,418>	<26,418>	0	<2,627>	<26,279>
<1,001>	<1,001>	0	<10,010>	<10,010>	0	<995>	<9,960>
<4,321>	<3,053>	1,268	<34,982>	<29,783>	5,199	<4,545>	<30,427>
<8,642>	<6,108>	2,534	<69,963>	<59,591>	10,372	<9,091>	<60,852>
<118,871>	<88,207>	30,664	<969,278>	<861,500>	107,778	<124,831>	<847,599>
0	<1>	<1>	0	<1>	<1>	0	0