

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES**

**June (05/25/14 - 06/28/14)**

**Prepared  
July 15, 2014**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

JUNE (05/25/14 - 06/28/14)										FY 12-13	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%				
3,958		4,126		(168)	(4.1%)	35	0.9%	3,923			
1,273		1,286		(13)	(1.0%)	(21)	(1.6%)	1,294			
230		205		25	12.2%	30	15.0%	200			
154		134		20	14.9%	6	4.1%	148			
<b>5,615</b>		<b>5,751</b>		<b>(136)</b>	<b>(2.4%)</b>	<b>50</b>	<b>0.9%</b>	<b>5,565</b>			
1,418	35.8%	1,385	33.6%	33	2.2	45	0.8	1,373	35.0%		
895	70.3%	912	70.9%	(17)	(0.6)	(6)	0.7	901	69.6%		
229	99.6%	204	99.5%	25	0.1	29	(0.4)	200	100.0%		
85	55.2%	65	48.5%	20	6.7	13	6.6	72	48.6%		
<b>2,627</b>	<b>46.8%</b>	<b>2,566</b>	<b>44.6%</b>	<b>61</b>	<b>2.2</b>	<b>81</b>	<b>1.0</b>	<b>2,546</b>	<b>45.8%</b>		
541	13.7%	596	14.4%	55	0.7	8	0.3	549	14.0%		
615	48.3%	690	53.7%	75	5.4	16	0.5	631	48.8%		
47	20.4%	49	23.9%	2	3.5	(1)	2.6	46	23.0%		
66	42.9%	68	50.7%	2	7.8	0	1.7	66	44.6%		
<b>1,269</b>	<b>22.6%</b>	<b>1,403</b>	<b>24.4%</b>	<b>134</b>	<b>1.8</b>	<b>23</b>	<b>0.6</b>	<b>1,292</b>	<b>23.2%</b>		
149	3.8%	149	3.6%	0	(0.2)	6	0.2	155	4.0%		
133	10.4%	123	9.6%	(10)	(0.8)	17	1.2	150	11.6%		
65	28.3%	66	32.2%	1	3.9	(13)	(2.3)	52	26.0%		
73	47.4%	58	43.3%	(15)	(4.1)	(24)	(14.3)	49	33.1%		
<b>420</b>	<b>7.5%</b>	<b>396</b>	<b>6.9%</b>	<b>(24)</b>	<b>(0.6)</b>	<b>(14)</b>	<b>(0.2)</b>	<b>406</b>	<b>7.3%</b>		
729	18.4%	641	15.5%	88	2.9	60	1.3	669	17.1%		
146	11.5%	99	7.7%	47	3.8	27	2.3	119	9.2%		
118	51.3%	89	43.4%	29	7.9	16	0.3	102	51.0%		
(54)	(35.1%)	(61)	(45.5%)	7	10.4	(11)	(6.0)	(43)	(29.1%)		
<b>939</b>	<b>16.7%</b>	<b>768</b>	<b>13.4%</b>	<b>171</b>	<b>3.3</b>	<b>92</b>	<b>1.5</b>	<b>847</b>	<b>15.2%</b>		
510	9.1%	545	9.5%	35	0.4	5	0.2	515	9.3%		
210	3.7%	186	3.2%	(24)	(0.5)	(39)	(0.6)	171	3.1%		
114	2.0%	92	1.6%	(22)	(0.4)	(4)	0.0	110	2.0%		
220	3.9%	233	4.1%	13	0.2	(2)	0.0	218	3.9%		
<b>1,054</b>	<b>18.8%</b>	<b>1,056</b>	<b>18.4%</b>	<b>2</b>	<b>(0.4)</b>	<b>(40)</b>	<b>(0.6)</b>	<b>1,014</b>	<b>18.2%</b>		
<b>(115)</b>	<b>(2.0%)</b>	<b>(288)</b>	<b>(5.0%)</b>	<b>173</b>	<b>3.0</b>	<b>52</b>	<b>1.0</b>	<b>(167)</b>	<b>(3.0%)</b>		
58	1.0%	0	0.0%	58	1.0	(306)	(5.5)	364	6.5%		
13	0.2%	14	0.2%	(1)	0.0	0	0.0	13	0.2%		
(47)	(0.8%)	(46)	(0.8%)	(1)	0.0	(12)	(0.2)	(35)	(0.6%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
226	4.0%	211	3.7%	15	0.3	24	0.4	202	3.6%		
<b>250</b>	<b>4.5%</b>	<b>179</b>	<b>3.1%</b>	<b>71</b>	<b>1.4</b>	<b>(294)</b>	<b>(5.3)</b>	<b>544</b>	<b>9.8%</b>		
<b>135</b>	<b>2.4%</b>	<b>(109)</b>	<b>(1.9%)</b>	<b>244</b>	<b>4.3</b>	<b>(242)</b>	<b>(4.4)</b>	<b>377</b>	<b>6.8%</b>		

FISCAL YEAR 2013-2014										FY 12-13	
YTD 11 MONTHS (07/28/13 - 06/28/14)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%				
43,202		46,168		(2,966)	(6.4%)	(2,170)	(4.8%)	45,372			
14,450		14,574		(124)	(0.9%)	(115)	(0.8%)	14,565			
3,221		3,399		(178)	(5.2%)	106	3.4%	3,115			
1,408		1,334		74	5.5%	(26)	(1.8%)	1,434			
<b>62,281</b>		<b>65,475</b>		<b>(3,194)</b>	<b>(4.9%)</b>	<b>(2,205)</b>	<b>(3.4%)</b>	<b>64,486</b>			
13,855	32.1%	14,717	31.9%	(862)	0.2	(329)	0.8	14,184	31.3%		
10,187	70.5%	10,327	70.9%	(140)	(0.4)	(53)	0.2	10,240	70.3%		
3,218	99.9%	3,393	99.8%	(175)	0.1	109	0.1	3,109	99.8%		
715	50.8%	648	48.6%	67	2.2	(5)	0.6	720	50.2%		
<b>27,975</b>	<b>44.9%</b>	<b>29,085</b>	<b>44.4%</b>	<b>(1,110)</b>	<b>0.5</b>	<b>(278)</b>	<b>1.1</b>	<b>28,253</b>	<b>43.8%</b>		
5,822	13.5%	6,145	13.3%	323	(0.2)	(9)	(0.7)	5,813	12.8%		
6,595	45.6%	6,891	47.3%	296	1.7	(36)	(0.6)	6,559	45.0%		
540	16.8%	542	15.9%	2	(0.9)	(29)	(0.4)	511	16.4%		
701	49.8%	726	54.4%	25	4.6	5	(0.6)	706	49.2%		
<b>13,658</b>	<b>21.9%</b>	<b>14,304</b>	<b>21.8%</b>	<b>646</b>	<b>(0.1)</b>	<b>(69)</b>	<b>(0.8)</b>	<b>13,589</b>	<b>21.1%</b>		
2,117	4.9%	2,057	4.5%	(60)	(0.4)	(28)	(0.3)	2,089	4.6%		
1,582	10.9%	1,531	10.5%	(51)	(0.4)	55	0.3	1,637	11.2%		
1,060	32.9%	1,187	34.9%	127	2.0	(78)	(1.4)	982	31.5%		
566	40.2%	575	43.1%	9	2.9	51	2.8	617	43.0%		
<b>5,325</b>	<b>8.5%</b>	<b>5,350</b>	<b>8.2%</b>	<b>25</b>	<b>(0.3)</b>	<b>0</b>	<b>(0.2)</b>	<b>5,325</b>	<b>8.3%</b>		
5,916	13.7%	6,515	14.1%	(599)	(0.4)	(365)	(0.1)	6,281	13.8%		
2,009	13.9%	1,904	13.1%	105	0.8	(35)	(0.1)	2,044	14.0%		
1,618	50.2%	1,665	49.0%	(47)	1.2	2	(1.7)	1,616	51.9%		
(552)	(39.2%)	(653)	(49.0%)	101	9.8	51	2.9	(603)	(42.1%)		
<b>8,991</b>	<b>14.4%</b>	<b>9,431</b>	<b>14.4%</b>	<b>(440)</b>	<b>0.0</b>	<b>(347)</b>	<b>(0.1)</b>	<b>9,338</b>	<b>14.5%</b>		
5,728	9.2%	5,931	9.1%	203	(0.1)	(199)	(0.6)	5,529	8.6%		
2,055	3.3%	2,057	3.1%	2	(0.2)	(168)	(0.4)	1,887	2.9%		
1,120	1.8%	1,028	1.6%	(92)	(0.2)	(112)	(0.2)	1,008	1.6%		
2,400	3.9%	2,563	3.9%	163	0.0	43	(0.1)	2,443	3.8%		
<b>11,303</b>	<b>18.1%</b>	<b>11,579</b>	<b>17.7%</b>	<b>276</b>	<b>(0.4)</b>	<b>(436)</b>	<b>(1.2)</b>	<b>10,867</b>	<b>16.9%</b>		
<b>(2,312)</b>	<b>(3.7%)</b>	<b>(2,148)</b>	<b>(3.3%)</b>	<b>(164)</b>	<b>(0.4)</b>	<b>(783)</b>	<b>(1.3)</b>	<b>(1,529)</b>	<b>(2.4%)</b>		
210	0.3%	0	0.0%	210	0.3	(197)	(0.3)	407	0.6%		
166	0.3%	186	0.3%	(20)	0.0	(29)	0.0	195	0.3%		
(515)	(0.8%)	(511)	(0.8%)	(4)	0.0	55	0.1	(570)	(0.9%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
2,338	3.8%	2,323	3.5%	15	0.3	111	0.3	2,227	3.5%		
<b>2,199</b>	<b>3.5%</b>	<b>1,998</b>	<b>3.1%</b>	<b>201</b>	<b>0.4</b>	<b>(60)</b>	<b>0.0</b>	<b>2,259</b>	<b>3.5%</b>		
<b>(113)</b>	<b>(0.2%)</b>	<b>(150)</b>	<b>(0.2%)</b>	<b>37</b>	<b>0.0</b>	<b>(843)</b>	<b>(1.3)</b>	<b>730</b>	<b>1.1%</b>		

\* Without Benefits

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

JUNE (05/25/14 - 06/28/14)										FY 12-13		FISCAL YEAR 2013-2014										FY 12-13	
CURRENT MONTH										**		YTD 11 MONTHS (07/28/13 - 06/28/14)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
3,958		4,126		(168)	(4.1%)	35	0.9%	3,923				43,202		46,168		(2,966)	(6.4%)	(2,170)	(4.8%)	45,372			
1,273		1,286		(13)	(1.0%)	(21)	(1.6%)	1,294				14,450		14,574		(124)	(0.9%)	(115)	(0.8%)	14,565			
230		205		25	12.2%	30	15.0%	200				3,221		3,399		(178)	(5.2%)	106	3.4%	3,115			
154		134		20	14.9%	6	4.1%	148				1,408		1,334		74	5.5%	(26)	(1.8%)	1,434			
<b>5,615</b>		<b>5,751</b>		<b>(136)</b>	<b>(2.4%)</b>	<b>50</b>	<b>0.9%</b>	<b>5,565</b>				<b>62,281</b>		<b>65,475</b>		<b>(3,194)</b>	<b>(4.9%)</b>	<b>(2,205)</b>	<b>(3.4%)</b>	<b>64,486</b>			
1,418	35.8%	1,385	33.6%	33	2.2	45	0.8	1,373	35.0%			13,855	32.1%	14,717	31.9%	(862)	Pts.	(329)	Pts.	14,184	31.3%		
895	70.3%	912	70.9%	(17)	(0.6)	(6)	0.7	901	69.6%			10,187	70.5%	10,327	70.9%	(140)	(0.4)	(53)	0.2	10,240	70.3%		
229	99.6%	204	99.5%	25	0.1	29	(0.4)	200	100.0%			3,218	99.9%	3,393	99.8%	(175)	0.1	109	0.1	3,109	99.8%		
85	55.2%	65	48.5%	20	6.7	13	6.6	72	48.6%			715	50.8%	648	48.6%	67	2.2	(5)	0.6	720	50.2%		
<b>2,627</b>	<b>46.8%</b>	<b>2,566</b>	<b>44.6%</b>	<b>61</b>	<b>2.2</b>	<b>81</b>	<b>1.0</b>	<b>2,546</b>	<b>45.8%</b>			<b>27,975</b>	<b>44.9%</b>	<b>29,085</b>	<b>44.4%</b>	<b>(1,110)</b>	<b>0.5</b>	<b>(278)</b>	<b>1.1</b>	<b>28,253</b>	<b>43.8%</b>		
690	17.4%	744	18.0%	54	0.6	14	0.5	704	17.9%			7,939	18.4%	8,202	17.8%	263	(0.6)	(37)	(1.0)	7,902	17.4%		
748	58.8%	813	63.2%	65	4.4	34	1.6	782	60.4%			8,178	56.6%	8,422	57.8%	244	1.2	18	(0.3)	8,196	56.3%		
112	48.7%	115	56.1%	3	7.4	(14)	0.3	98	49.0%			1,600	49.7%	1,728	50.8%	128	1.1	(107)	(1.8)	1,493	47.9%		
139	90.3%	126	94.0%	(13)	3.7	(24)	(12.6)	115	77.7%			1,267	90.0%	1,301	97.5%	34	7.5	56	2.3	1,323	92.3%		
<b>1,689</b>	<b>30.1%</b>	<b>1,798</b>	<b>31.3%</b>	<b>109</b>	<b>1.2</b>	<b>10</b>	<b>0.4</b>	<b>1,699</b>	<b>30.5%</b>			<b>18,984</b>	<b>30.5%</b>	<b>19,653</b>	<b>30.0%</b>	<b>669</b>	<b>(0.5)</b>	<b>(70)</b>	<b>(1.2)</b>	<b>18,914</b>	<b>29.3%</b>		
729	18.4%	641	15.5%	88	2.9	60	1.3	669	17.1%			5,916	13.7%	6,515	14.1%	(599)	(0.4)	(365)	(0.1)	6,281	13.8%		
146	11.5%	99	7.7%	47	3.8	27	2.3	119	9.2%			2,009	13.9%	1,904	13.1%	105	0.8	(35)	(0.1)	2,044	14.0%		
118	51.3%	89	43.4%	29	7.9	16	0.3	102	51.0%			1,618	50.2%	1,665	49.0%	(47)	1.2	2	(1.7)	1,616	51.9%		
(54)	(35.1%)	(61)	(45.5%)	7	10.4	(11)	(6.0)	(43)	(29.1%)			(552)	(39.2%)	(653)	(49.0%)	101	9.8	51	2.9	(603)	(42.1%)		
<b>939</b>	<b>16.7%</b>	<b>768</b>	<b>13.4%</b>	<b>171</b>	<b>3.3</b>	<b>92</b>	<b>1.5</b>	<b>847</b>	<b>15.2%</b>			<b>8,991</b>	<b>14.4%</b>	<b>9,431</b>	<b>14.4%</b>	<b>(440)</b>	<b>0.0</b>	<b>(347)</b>	<b>(0.1)</b>	<b>9,338</b>	<b>14.5%</b>		
556	14.0%	570	13.8%	14	(0.2)	(10)	(0.1)	546	13.9%			5,961	13.8%	6,108	13.2%	147	(0.6)	(182)	(1.1)	5,779	12.7%		
351	27.6%	345	26.8%	(6)	(0.8)	(15)	(1.6)	336	26.0%			3,790	26.2%	3,825	26.2%	35	0.0	(172)	(1.4)	3,618	24.8%		
50	21.7%	55	26.8%	5	5.1	(5)	0.8	45	22.5%			590	18.3%	707	20.8%	117	2.5	(52)	(1.0)	538	17.3%		
97	63.0%	86	64.2%	(11)	1.2	(10)	(4.2)	87	58.8%			962	68.3%	939	70.4%	(23)	2.1	(30)	(3.3)	932	65.0%		
<b>1,054</b>	<b>18.8%</b>	<b>1,056</b>	<b>18.4%</b>	<b>2</b>	<b>(0.4)</b>	<b>(40)</b>	<b>(0.6)</b>	<b>1,014</b>	<b>18.2%</b>			<b>11,303</b>	<b>18.1%</b>	<b>11,579</b>	<b>17.7%</b>	<b>276</b>	<b>(0.4)</b>	<b>(436)</b>	<b>(1.2)</b>	<b>10,867</b>	<b>16.9%</b>		
173	3.1%	71	1.2%	102	1.9	51	0.9	122	2.2%			(45)	(0.1%)	407	0.6%	(452)	(0.7)	(547)	(0.9)	502	0.8%		
(205)	(3.7%)	(246)	(4.3%)	41	0.6	12	0.2	(217)	(3.9%)			(1,781)	(2.9%)	(1,921)	(2.9%)	140	0.0	(207)	(0.5)	(1,574)	(2.4%)		
68	1.2%	34	0.6%	34	0.6	10	0.2	58	1.0%			1,028	1.7%	958	1.5%	70	0.2	(50)	0.0	1,078	1.7%		
(151)	(2.7%)	(147)	(2.6%)	(4)	(0.1)	(21)	(0.4)	(130)	(2.3%)			(1,514)	(2.4%)	(1,592)	(2.4%)	78	0.0	21	0.0	(1,535)	(2.4%)		
<b>(115)</b>	<b>(2.0%)</b>	<b>(288)</b>	<b>(5.0%)</b>	<b>173</b>	<b>3.0</b>	<b>52</b>	<b>1.0</b>	<b>(167)</b>	<b>(3.0%)</b>			<b>(2,312)</b>	<b>(3.7%)</b>	<b>(2,148)</b>	<b>(3.3%)</b>	<b>(164)</b>	<b>(0.4)</b>	<b>(783)</b>	<b>(1.3)</b>	<b>(1,529)</b>	<b>(2.4%)</b>		
58	1.0%	0	0.0%	58	1.0	(306)	(5.5)	364	6.5%			210	0.3%	0	0.0%	210	0.3	(197)	(0.3)	407	0.6%		
13	0.2%	14	0.2%	(1)	0.0	0	0.0	13	0.2%			166	0.3%	186	0.3%	(20)	0.0	(29)	0.0	195	0.3%		
(47)	(0.8%)	(46)	(0.8%)	(1)	0.0	(12)	(0.2)	(35)	(0.6%)			(515)	(0.8%)	(511)	(0.8%)	(4)	0.0	55	0.1	(570)	(0.9%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
226	4.0%	211	3.7%	15	0.3	24	0.4	202	3.6%			2,338	3.8%	2,323	3.5%	15	0.3	111	0.3	2,227	3.5%		
<b>250</b>	<b>4.5%</b>	<b>179</b>	<b>3.1%</b>	<b>71</b>	<b>1.4</b>	<b>(294)</b>	<b>(5.3)</b>	<b>544</b>	<b>9.8%</b>			<b>2,199</b>	<b>3.5%</b>	<b>1,998</b>	<b>3.1%</b>	<b>201</b>	<b>0.4</b>	<b>(60)</b>	<b>0.0</b>	<b>2,259</b>	<b>3.5%</b>		
<b>135</b>	<b>2.4%</b>	<b>(109)</b>	<b>(1.9%)</b>	<b>244</b>	<b>4.3</b>	<b>(242)</b>	<b>(4.4)</b>	<b>377</b>	<b>6.8%</b>			<b>(113)</b>	<b>(0.2%)</b>	<b>(150)</b>	<b>(0.2%)</b>	<b>37</b>	<b>0.0</b>	<b>(843)</b>	<b>(1.3)</b>	<b>730</b>	<b>1.1%</b>		

**P/L Reconciliation  
Jun-14**

<i>Financial Analysis</i>		<b>\$000's</b>
		<b>Jun-14</b>
<b>Budgeted Net Income/(Loss)</b>		<b>(109)</b>
<b>UCLA Store</b>		
<b>Gross Margin: *</b>		
Bearwear gross income \$64K below plan due to aggressive budget as compared to prior year actual		(22)
Fast Track gross margin below plan due mostly to a negative year-end shrinkage adjustment		(11)
Graduation ETC gross income \$21K above plan due to timing as customers waited in prior months to place orders for regalia		7
Market gross income \$28K below plan due to external construction and drop in sales of health and beauty items due to Target		(15)
E-Commerce gross income \$15K below plan due to aggressive budget compared to prior year actual		(16)
New Text gross margin above plan due to a positive year-end shrinkage adjustment (partially offset by lower sales)		19
Used Text gross margin above plan due to a positive year-end shrinkage adjustment (partially offset by lower sales)		35
Course Reader Solutions gross income \$12K below plan due mostly to timing for other income (will occur in future months)		(9)
Bookzone gross margin above plan due to higher sales and a positive year-end shrinkage adjustment		16
Computer Store gross income \$80K above plan due to a large department sale for a computer lab		6
HSS Dental gross margin above plan due to a positive year-end shrinkage adjustment (partially offset by lower sales)		17
HSS South Campus gross income \$9K above plan due mostly to an increase in foot traffic from the re-routing of the bus system		6
Total Wages lower than plan		30
Other, positive controllables mainly employee benefits		25
Total Contribution		88
<b>UCLA Restaurants</b>		
<b>Gross Margin:</b>		
Greenhouse gross income \$19K above plan due to cannibalization for Wolfgang Puck opening not as severe as anticipated. Increased traffic on 1st floor has helped sales in most areas in that location		9
Northern Lights gross income \$8K below plan due to aggressive budget for new program last year, (improvement over last year)		(8)
No Campus Student Ctr gross income \$17K below plan due to aggressive budget for new sales program started last Spring, construction around Campbell hall impeding some foot traffic and sales are starting to drop off from growth we saw first half of year		(16)
Court Science Student Ctr gross income \$19K above plan due to good sales response to new chicken line in Fusion, and negative construction impacts on traffic in Ackerman are having a positive effect in CSSC		11
Café Synapse gross income \$12K below plan due to ongoing decline in sales trend		(8)
LuValle Food Servery gross income \$8K below plan due to continued erosion of northern campus customer demographics and new sales programs planned for LuValle not started		(7)
KH Coffeehouse gross income \$11K above plan due to conservative budget		9
Taco Bell gross income \$7K below plan due to lower sales trends throughout all A-Level food areas in part due to Engineering and Lot 6 construction. Additionally, increased traffic to 1st floor areas diverting customers away from A-Level		(8)
Ostin Café gross income \$18K below plan as it is still under construction (budgeted for June)		(11)
Concessions gross income \$12K above plan due to unbudgeted regionals softball game		9
Total Wages lower than plan		45
Other, positive controllables mainly employee benefits		22
Total Contribution		47
<b>Services</b>		
<b>Gross Margin:</b>		
Licensing domestic income above plan due to higher domestic income and miscellaneous income from the unbudgeted Coke contract		15
Licensing foreign income above plan due to higher sales from Japan than anticipated		3
Photography income above plan due to timing of Non-Athletics events and several large events for the Chancellor's Office, Arts & Architecture and an off-campus clients		6
Total Wages lower than plan		2
Other, mostly positive controllables		3
Total Contribution		29
<b>UCLA Student Union</b>		
<b>Gross Margin:</b>		
Student Union Ops gross income \$19K above plan due to three new end-of-the-year concerts		22
Student Union Recreation & Games income \$2K below plan due to closing of Coinz		(2)
Other, negative controllables mainly student event expense		(13)
Total Contribution		7
<b>Allocated Expenses and Other</b>		
A&SS lower than plan mostly employee benefits, repairs and maintenance and benefits U adv.		35
Utilities higher than plan due to higher consumption in chiller water (small leak) and steam (possible misread is being investigated)		(22)
Maintenance higher than plan mostly career wages, accruals for prior month paper, supplies and replacements and less capital projects		(24)
Depreciation lower than plan due to timing of capitals		13
Other, positive non-recurring and year-end adjustment for student fee income		71
Total		73
<b>Actual Net Income/(Loss)</b>		<b>135</b>

\* This month includes a benefit to gross margin overall due to the positive shrinkage adjustment of \$108K

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(150)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear gross income \$139K below plan due mostly to reduced foot traffic during basketball games, aggressive sales plan as compared to prior year actuals with the football victory over USC, and reduced sales in fleece, umbrellas and outerwear due to warm/dry weather	(86)
Fasttrack gross income \$56K below plan due to change in product mix to accommodate Computer Store remodel which was done after the budget was completed	(46)
The Market gross income \$230K below plan resulting from continued impact of diminished foot traffic due to Luskin Conference Center construction, and sales decline in Health/Beauty products	(93)
Essentials gross income \$83 below plan due to declining sales in office supplies and batteries due to Target offering lower prices and lower sales in calendars	(42)
E-Commerce gross income \$90K above plan due to positive impact from football and the Score Big promotions, and successful LA Midnight limited edition jersey sales and e-mails	42
New Text gross income \$341K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in lower postage income	(153)
Used Text gross income \$439K below plan due to continued stock shortage, competition, student usage and peer to peer selling	(131)
Course Reader Solutions gross income \$190K below plan due to shifting to digital format	(42)
Computer Store gross income \$1.1M below plan due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points, and impact from customer response to remodeling	(172)
Luvall Books gross income \$504K below plan due to competition, Law school textbooks lower than anticipated and shift in rental income due to program change	(117)
HSS General MDSE gross income \$61K below plan mostly due to continued cannibalization from the Court of Science store	(25)
Total Wages lower than plan	123
Other, positive controllables mostly employee benefits and bank card expense (some offsets in advertising, professional services and payment to UCLA)	143
Total Contribution	(599)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Wolfgang Puck gross income \$39K above plan due to first year operation, sales much higher than anticipated	39
Wetzels/RX gross income \$45K below plan due to remodeling sales program was deferred, and some customer traffic and/or purchasing patterns shifting	(42)
Greenhouse gross income \$77K above plan due to cannibalization for Wolfgang Puck opening not as severe as anticipated. Increased traffic on 1st floor has helped sales in most areas in that location	39
No Campus Student Ctr gross income \$97K below plan due to aggressive budget for new sales program started last Spring and the negative traffic impact from construction around Campbell Hall	(86)
Café Synapse gross income \$70K below plan due to continued drop in sales and a few departments have moved out of the building	(49)
Luvall Food Servery gross income \$143K below plan due to new sales program has not started yet, and erosion of northern campus customer demographics	(108)
Jimmy's gross income \$30K below plan due to ongoing declining coffeehouse sales trend, and particularly soft Winter quarter	(19)
Cooperage gross income \$86K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(56)
Tsunami gross income \$20K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(20)
Taco Bell gross income \$68K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(59)
Catering gross income \$289K above plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic	213
Total Wages lower than plan	120
Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)	133
Total Contribution	105
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing foreign income below plan due to the demise of the program in Korea, not imposing a minimum guarantee in Sweden upon extension of the bag license and the delay in launching a new program in Latin America	(97)
Licensing domestic income below plan due to lower overall performance	(79)
Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office	9
Photography gross income \$10K below plan due to aggressive budget and less shoots overall	(8)
Total Wages higher than plan	(3)
Other, positive controllables mainly in Licensing	131
Total Contribution	(47)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Student Union Ops gross income \$79K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision Town Hall, other corporate promotions events and the UCLA Orientation program increasing spending, (partially offset by move of Dance Marathon to Pauley)	73
Total Wages lower than plan	17
Other, positive controllables mainly student union event expenses	11
Total Contribution	101
<b>Allocated Expenses and Other</b>	
A&SS lower than plan mostly employee benefits and insurance expense	203
Utilities higher than plan due to higher consumption mostly in chiller water, higher steam due to a new meter in Ackerman installed after the budget was completed, and higher electricity as areas continue to exceed budget which was based on historical data	(92)
Depreciation lower than plan due to timing of capitals and reduced expenditures	163
Other, mostly positive non-recurring	203
Total	477
<b>Actual Net Income/(Loss)</b>	<b>(113)</b>

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

**ASSETS**

CURRENT ASSETS:

Cash and cash equivalents	\$11,029	\$11,952	\$11,541
Accounts receivable	3,932	4,110	3,369
Less: Allowance for doubtful accounts	(184)	(174)	(131)
Accounts receivable, net	3,748	3,936	3,239
Student fees receivable	73	839	389
Inventories	5,523	4,825	6,379
Prepaid expenses and other current assets	213	188	243
Total current assets	20,587	21,741	21,791

LONG TERM ASSETS

Long Term Note Receivable	\$200	\$200	\$0
Property, equipment and improvements	66,961	66,879	65,205
Less: Accumulated depreciation	(41,268)	(41,048)	(38,869)
Total Long Term Assets	25,892	26,030	26,336

**TOTAL ASSETS**

**46,479                      47,771                      48,128**

**LIABILITIES AND RETAINED EARNINGS**

CURRENT LIABILITIES:

Accounts payable	\$4,336	\$4,733	\$4,921
Wages and payroll taxes payable	2,915	2,917	3,085
Sales Tax Payable & Other Liabilities	637	768	837
Interest payable	65	303	146
Deferred Income	290	289	182
Funds Held for Others	240	192	139
Current portion of long term debt	766	708	708
Total current liabilities	9,249	9,910	10,018

LONG TERM DEBT:

AU expansion loan	10,825	11,591	11,591
Total long term debt	10,825	11,591	11,591

**TOTAL LIABILITIES**

**20,075                      21,502                      21,609**

RETAINED EARNINGS:

Beginning Balance	26,518	26,518	26,459
Year-to-date net income/(loss)	(113)	(249)	59

Ending Balance

26,405                      26,269                      26,518

**TOTAL LIABILITIES AND RETAINED EARNINGS**

**46,479                      47,771                      48,128**

	Current Month June 2014	Prior Month May 2014	Prior Year July 2013
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	\$11,029	\$11,952	\$11,541
Accounts receivable	3,932	4,110	3,369
Less: Allowance for doubtful accounts	(184)	(174)	(131)
Accounts receivable, net	3,748	3,936	3,239
Student fees receivable	73	839	389
Inventories	5,523	4,825	6,379
Prepaid expenses and other current assets	213	188	243
Total current assets	20,587	21,741	21,791
LONG TERM ASSETS			
Long Term Note Receivable	\$200	\$200	\$0
Property, equipment and improvements	66,961	66,879	65,205
Less: Accumulated depreciation	(41,268)	(41,048)	(38,869)
Total Long Term Assets	25,892	26,030	26,336
<b>TOTAL ASSETS</b>	<b>46,479</b>	<b>47,771</b>	<b>48,128</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	\$4,336	\$4,733	\$4,921
Wages and payroll taxes payable	2,915	2,917	3,085
Sales Tax Payable & Other Liabilities	637	768	837
Interest payable	65	303	146
Deferred Income	290	289	182
Funds Held for Others	240	192	139
Current portion of long term debt	766	708	708
Total current liabilities	9,249	9,910	10,018
LONG TERM DEBT:			
AU expansion loan	10,825	11,591	11,591
Total long term debt	10,825	11,591	11,591
<b>TOTAL LIABILITIES</b>	<b>20,075</b>	<b>21,502</b>	<b>21,609</b>
RETAINED EARNINGS:			
Beginning Balance	26,518	26,518	26,459
Year-to-date net income/(loss)	(113)	(249)	59
Ending Balance	26,405	26,269	26,518
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>46,479</b>	<b>47,771</b>	<b>48,128</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss)	\$135	(\$113)	\$730
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation - PP&E	220	2,400	2,443
Depreciation - textbook rental equipment	0	0	0
Loss (Gain) on disposals of fixed assets	0	0	0
(Gain) Loss on long-term debt refinancing	0	0	0
<u>(Increase)/decrease in current assets:</u>			
Accounts receivable	188	(509)	(167)
Student fees receivable	766	317	152
Inventories	(698)	855	1,754
Prepaid expenses and other current assets	(25)	30	107
<u>Increase/(decrease) in current liabilities:</u>			
Accounts payable	(397)	(588)	(1,682)
Sales Tax payable & other liabilities	(131)	(198)	(181)
Wages and payroll taxes payable	(2)	(170)	181
Interest payable	(237)	(79)	(42)
Deferred Income	1	107	43
Funds held for others	47	100	100
Other Current Liabilities (Current Portion of LT Debt)	57	57	3

Net cash provided/(used) by operating activities

**(\$75)                      \$2,210                      \$3,442**

**CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:**

Long Term Note Receivable	0	(\$200)	0
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(82)	(1,755)	(1,051)

Net cash used in investing activities

**(\$82)                      (\$1,955)                      (\$1,051)**

**CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:**

Principal payments on AU expansion loan	(766)	(766)	(1,155)
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Net cash provided/(used) by financing activities

**(\$766)                      (\$766)                      (\$1,155)**

**NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS**

**(\$923)                      (\$511)                      \$1,236**

**CASH AND CASH EQUIVALENTS, Beginning**

**\$11,952                      11,541                      10,251**

**CASH AND CASH EQUIVALENTS, Ending**

**\$11,029                      \$11,029                      \$11,486**

	Current Month	Year to Date	Prior Year to Date
	\$135	(\$113)	\$730
	220	2,400	2,443
	0	0	0
	0	0	0
	0	0	0
	188	(509)	(167)
	766	317	152
	(698)	855	1,754
	(25)	30	107
	(397)	(588)	(1,682)
	(131)	(198)	(181)
	(2)	(170)	181
	(237)	(79)	(42)
	1	107	43
	47	100	100
	57	57	3
	<b>(\$75)</b>	<b>\$2,210</b>	<b>\$3,442</b>
	0	(\$200)	0
	0	\$0	0
	(82)	(1,755)	(1,051)
	<b>(\$82)</b>	<b>(\$1,955)</b>	<b>(\$1,051)</b>
	(766)	(766)	(1,155)
	<b>(\$766)</b>	<b>(\$766)</b>	<b>(\$1,155)</b>
	<b>(\$923)</b>	<b>(\$511)</b>	<b>\$1,236</b>
	<b>\$11,952</b>	<b>11,541</b>	<b>10,251</b>
	<b>\$11,029</b>	<b>\$11,029</b>	<b>\$11,486</b>



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

<b>CASH AND CASH EQUIVALENTS</b>	11,029
Less: Committed Capital Projects	
Ackerman B & A Level Remodel	(1,833)
Store POS	(150)
Student Service Center	(300)
Subtotal	(2,283)
Adjustment for Cash Overdraft Entry	(391)
Uncommitted Cash	8,355
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<b>8,997</b>
<b>RESERVE SURPLUS (DEFICIT)</b>	<b>(642)</b>

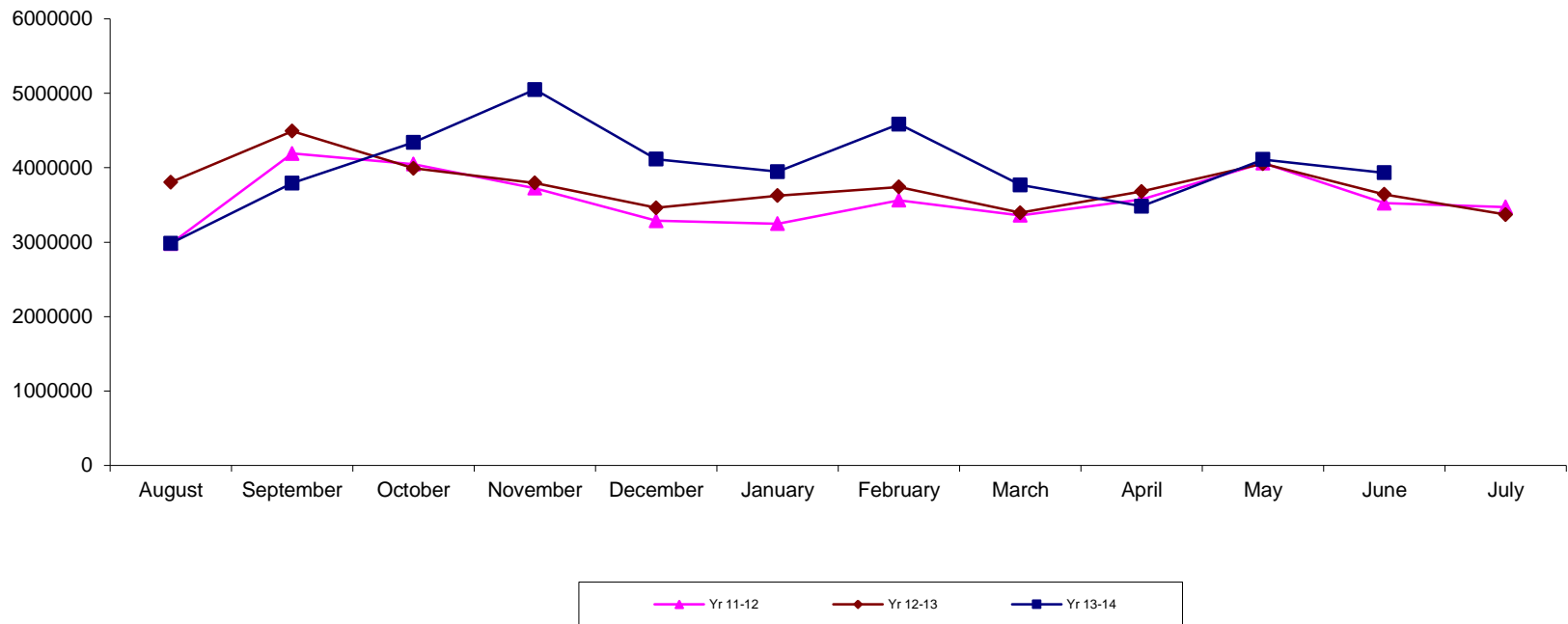
ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures -Current Year Projects (\$000's)  
FY 2013-2014 June 2014

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
<b>Store/Services</b>								
2013-S001 Store General Replacement	50.0	34.6	8.6	43.2	6.8		0.0	In Progress
2013-S002 Informal Photo Equipment	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-S003 HSS Remodel	50.0	49.9	9.5	59.4	0.0		9.4	Completed Awaiting Invoice
2013-S004 Hilltop Shop Remodel	50.0	20.5	0.0	20.5	29.5		0.0	In Progress
2013-S005 Concession Kiosks Replacement	25.0	12.1	13.3	25.4	0.0		0.4	Completed Awaiting Invoice
2013-S006 LuValle Store Renovation	30.0	23.7	3.8	27.5	2.5		0.0	In Progress
2013-S007 NC Shop Renovation	25.0	5.6	7.0	12.6	12.4		0.0	In Progress
2013-S044 Essential Fixture Replacement	0.0	32.2	0.0	32.2	0.0		32.2	Completed
2013-S045 Market-Cards Reconfiguration	0.0	25.7	0.0	25.7	4.3		30.0	Pending
<b>Total Store/Services</b>	<b>236.0</b>	<b>204.3</b>	<b>42.2</b>	<b>246.5</b>	<b>55.5</b>	<b>6.0</b>	<b>72.0</b>	
<b>Food Service</b>								
2013-F008 FS Miscellaneous and Unanticipated	50.0	15.9	5.1	21.0	29.0		0.0	In Progress
2013-F009 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0		(20.0)	Cancel
2013-F010 Commissary Dish Room Remodel	75.0	0.0	0.0	0.0	0.0		(75.0)	Cancel
2013-F011 Commissary Ice Machine	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F012 Commissary Kitchen Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F013 KCH Dining Room Finish Replacement	50.0	0.0	23.0	23.0	0.0		(27.0)	Cancel
2013-F014 Infrastructure & Equipment-Drake Concessions	20.0	0.0	0.0	0.0	0.0		(20.0)	Cancel
2013-F015 Cooperage Ice Machine	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2013-F016 Relaxation Image Renovation	10.0	0.0	1.8	1.8	8.2		0.0	In Progress
2013-F017 Wetzels Upgrade	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-F018 Greenhouse Refrigeration	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2013-F019 Lu Valle Refrigerator	10.0	0.0	4.2	4.2	5.8		0.0	In Progress
2013-F020 Relocate Tsunami	75.0	0.0	48.1	48.1	26.9		0.0	In Progress
2013-F041 Food Carts	0.0	15.1	12.1	27.2	2.8		30.0	In Progress
<b>Total Food Services</b>	<b>356.0</b>	<b>31.0</b>	<b>94.3</b>	<b>125.3</b>	<b>72.7</b>	<b>26.0</b>	<b>(132.0)</b>	
<b>Technology</b>								
2013-T021 Network Infrastructure Upgrade	20.0	20.5	0.0	20.5	0.0		0.5	Completed
2013-T022 Printer Replacement	10.0	8.7	5.6	14.3	0.0		4.3	Completed Awaiting Invoice
2013-T023 VM server/SAN replacement	90.0	0.0	0.0	0.0	0.0	90.0	0.0	Pending
2013-T024 AU Expansion of UCLA Wireless Network	8.0	4.5	2.6	7.1	0.9		0.0	In Progress
2013-T025 Catering Software	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-T026 Marketing Hardware Upgrade	20.0	0.0	0.0	0.0	0.0		(20.0)	Cancel
2013-T027 Marketing Software Upgrade	7.5	5.5	0.0	5.5	0.0		(2.0)	Completed
2013-T028 Marketing Color Laser Printer	6.0	0.0	0.0	0.0	0.0		(6.0)	Cancel
<b>Total Technology</b>	<b>171.5</b>	<b>39.2</b>	<b>8.2</b>	<b>47.4</b>	<b>0.9</b>	<b>100.0</b>	<b>(23.2)</b>	
<b>Others</b>								
2013-O029 Game Center Technical Upgrades	12.0	3.8	0.6	4.4	7.6		0.0	In Progress
2013-O030 SUO General Replacement	15.0	1.2	7.7	8.9	6.1		0.0	In Progress
2013-O031 Custodial Replacements	10.0	19.0	0.0	19.0	0.0		9.0	Completed
2013-O032 KH Patio Outdoor Lounge	40.0	0.0	0.0	0.0	0.0		(40.0)	Cancel
2013-O033 SUO Digital Ad Screen Expansion	12.0	0.0	0.0	0.0	0.0	12.0	0.0	Pending
2013-O034 AGB/BRR Trash Cans	7.2	9.1	0.0	9.1	0.0		1.9	Completed Awaiting Invoice
2013-O035 Student Service Center	300.0	0.0	39.3	39.3	260.7		0.0	In Progress
2013-O036 Fac. Misc. Remodels	25.0	20.1	(4.9)	15.2	9.8		0.0	In Progress
2013-O037 Lu Valle Roof Membrane	75.0	2.3	37.6	39.9	35.1		0.0	In Progress
2013-O038 Energy/utilities Efficiency Project	75.0	30.7	1.0	31.7	43.3		0.0	In Progress
2013-O039 Finance Misc. Replacements	15.0	0.6	0.0	0.6	14.4		0.0	In Progress
2013-O040 General Replacements	50.0	0.0	0.0	0.0	0.0		(50.0)	Cancel
2013-O042 Daily Bruin Flooring	0.0	96.8	0.0	96.8	0.0		96.8	Completed
2013-O043 Black Experience Mural	0.0	35.0	2.2	37.2	0.0		37.2	In Progress
2013-S046 Students Affairs Office	0.0	1.7	5.5	7.2	57.8		65.0	In Progress
2013-S047 KH Sleeping Chairs	0.0	11.8	0.0	11.8	0.0		11.8	Completed
<b>Total Others</b>	<b>636.2</b>	<b>232.1</b>	<b>89.0</b>	<b>321.1</b>	<b>434.8</b>	<b>12.0</b>	<b>131.7</b>	
<b>Total Current Year Projects</b>	<b>1,399.7</b>	<b>506.6</b>	<b>233.7</b>	<b>740.3</b>	<b>563.9</b>	<b>144.0</b>	<b>48.5</b>	

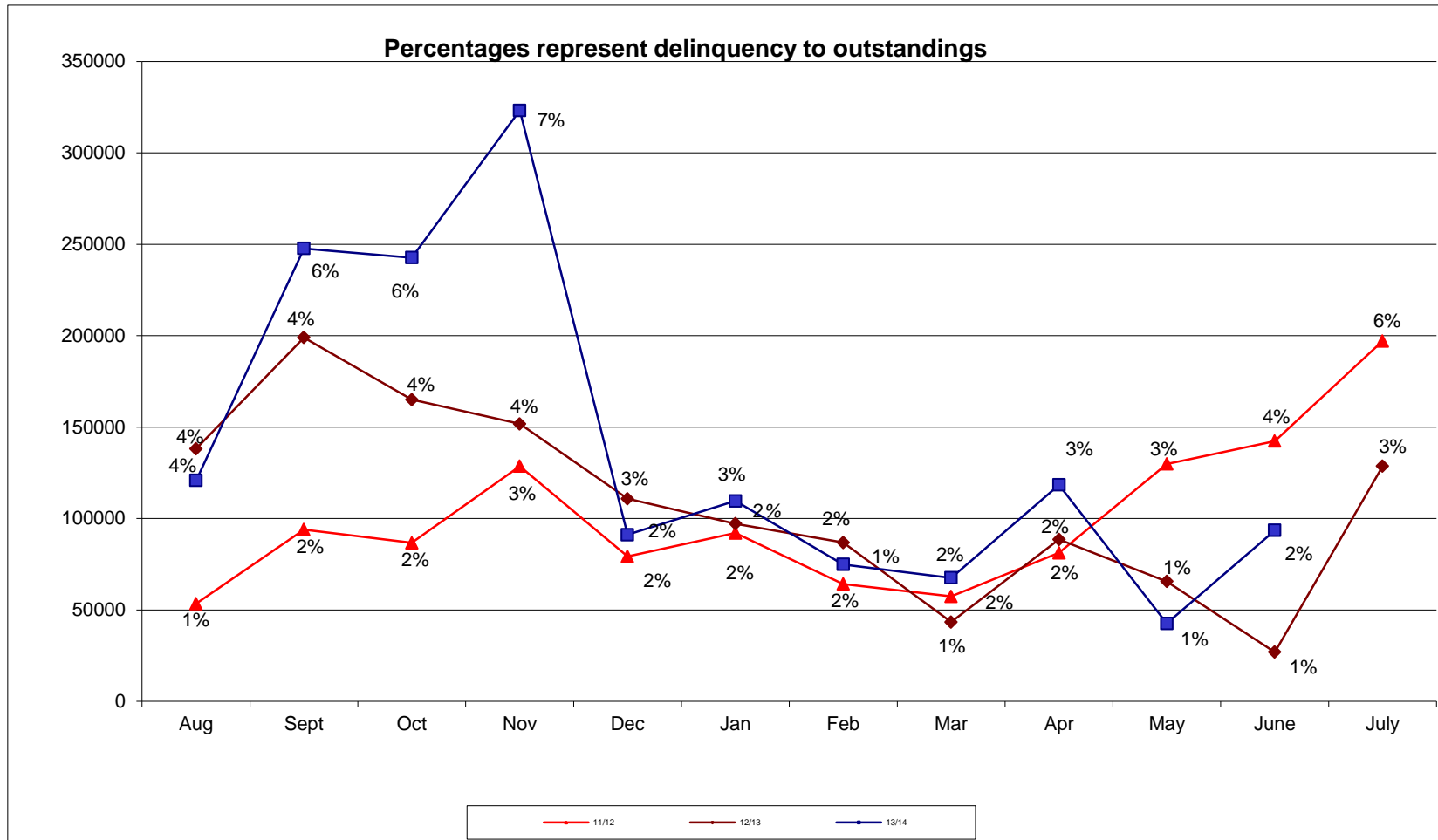
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

6/28/2014	Jun	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,405,611	37%	\$24,103	44%	\$1,369	2%	\$3,060	16%	\$550	3%	\$3,274	87%	\$1,437,967	37%
ASUCLA PUBLICATIONS		\$81,366	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$81,366	2%
ASUCLA USA/GSA		\$76,372	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$76,372	2%
DUE FROM VENDORS		\$699,163	18%	(\$2,155)	-4%	\$25,566	46%	\$15,411	84%	\$10,274	66%	(\$4,757)	-126%	\$743,502	19%
DENTAL KITS		\$84,444	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$84,444	2%
OTHER		\$1,436,600	39%	\$33,188	60%	\$28,697	52%	(\$40)	0%	\$4,802	31%	\$5,254	139%	\$1,508,501	38%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,783,556</b>	<b>100%</b>	<b>\$55,136</b>	<b>100%</b>	<b>\$55,632</b>	<b>100%</b>	<b>\$18,431</b>	<b>100%</b>	<b>\$15,626</b>	<b>100%</b>	<b>\$3,771</b>	<b>100%</b>	<b>\$3,932,152</b>	<b>100%</b>
		96%		2%		2%		0%		0%		0%		100%	
5/24/2014	May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$698,839	17%	\$74,309	53%	\$4,115	15%	\$1,651	46%	\$60	2%	\$3,579	43%	\$782,553	19%
ASUCLA PUBLICATIONS		\$92,124	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$92,124	2%
ASUCLA USA/GSA		\$126,537	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$126,537	3%
DUE FROM VENDORS		\$1,108,921	29%	\$23,912	17%	\$21,364	76%	(\$3,741)	-105%	(\$2,494)	-88%	\$4,226	51%	\$1,152,188	28%
DENTAL KITS		\$245,463	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$245,463	6%
OTHER		\$1,655,930	43%	\$41,206	30%	\$2,393	9%	\$5,664	159%	\$5,278	186%	\$505	6%	\$1,710,976	42%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,927,814</b>	<b>100%</b>	<b>\$139,427</b>	<b>100%</b>	<b>\$27,872</b>	<b>100%</b>	<b>\$3,574</b>	<b>100%</b>	<b>\$2,844</b>	<b>100%</b>	<b>\$8,310</b>	<b>100%</b>	<b>\$4,109,841</b>	<b>100%</b>
		96%		3%		1%		0%		0%		0%		100%	
4/26/2014	Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$677,436	21%	\$32,773	20%	\$5,553	7%	\$1,546	9%	\$2,144	32%	\$2,122	16%	\$721,574	21%
ASUCLA PUBLICATIONS		\$88,602	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$88,602	3%
ASUCLA USA/GSA		\$105,788	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$105,788	3%
DUE FROM VENDORS		\$345,129	11%	\$21,304	14%	\$1,298	2%	\$5,473	30%	\$3,649	53%	\$8,353	61%	\$385,206	10%
DENTAL KITS		\$91,958	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$91,958	3%
OTHER		\$1,897,126	59%	\$103,577	65%	\$73,003	91%	\$10,979	61%	\$1,079	15%	\$3,204	23%	\$2,088,968	60%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,206,039</b>	<b>100%</b>	<b>\$157,654</b>	<b>99%</b>	<b>\$79,854</b>	<b>100%</b>	<b>\$17,998</b>	<b>100%</b>	<b>\$6,872</b>	<b>100%</b>	<b>\$13,679</b>	<b>100%</b>	<b>\$3,482,096</b>	<b>100%</b>
		92%		5%		2%		1%		0%		0%		100%	

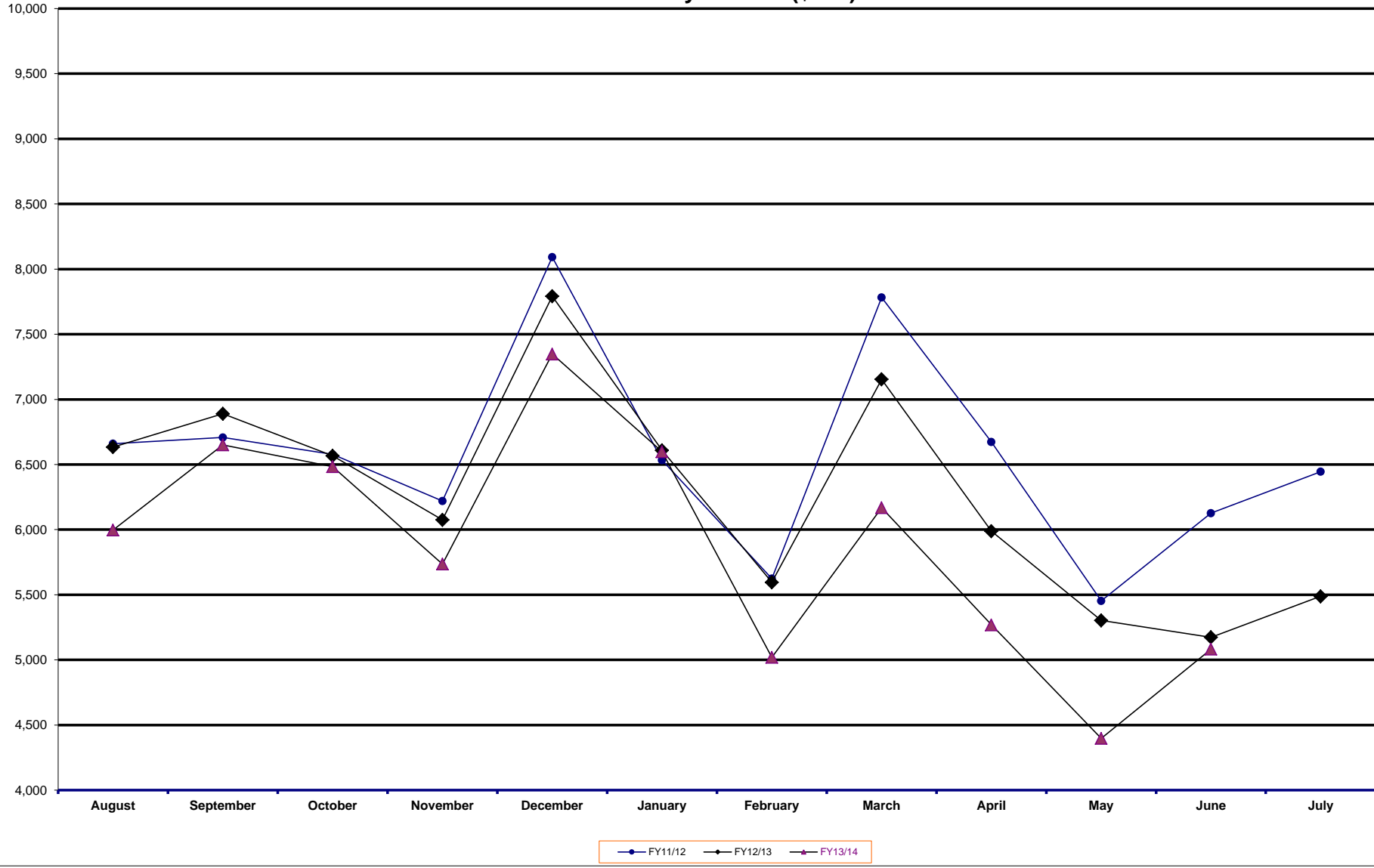
### Total Aged Accounts Receivable Balances 12 Month History August 11 through June 14



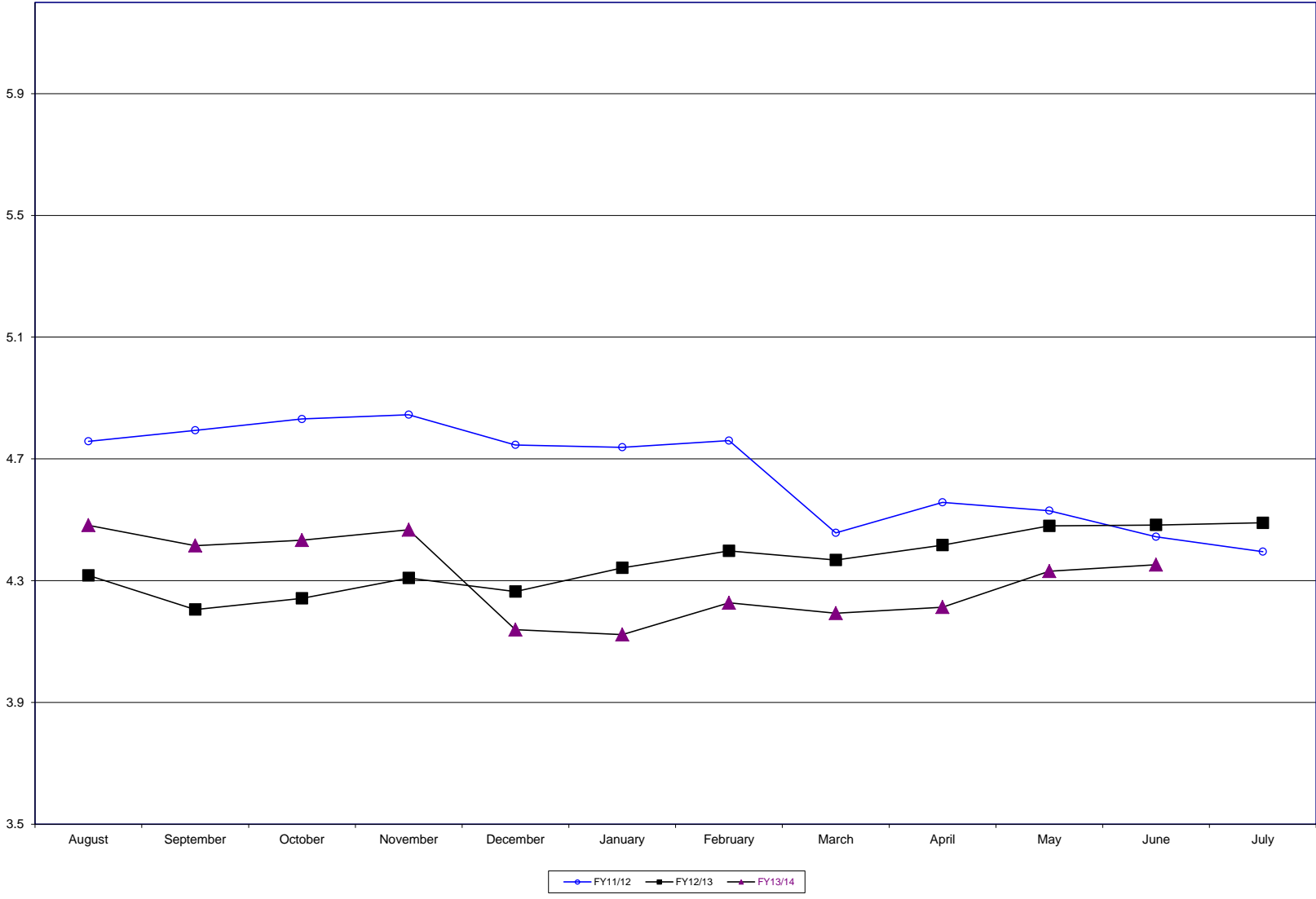
### Aged Accounts Receivable Balances >60 Days Past Due



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



### Associated Students UCLA Store Inventory Turns\*



\*This value measures how quickly inventory is sold. It is defined as cost of sales for the trailing 12 months divided by month end inventory.

UCLA STORE  
INCOME STATEMENT

JUN. 11(05/25/14-06/28/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
CURRENT MONTH			YTD 11 MO(07/28/13-06/28/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,849,706	1,857,532	<7,826>	19,255,023	21,412,234	<2,157,211>	1,718,668	21,089,194
1,413,177	1,498,614	<85,437>	12,917,516	13,432,327	<514,811>	1,468,989	13,311,819
117,918	122,000	<4,082>	1,039,377	1,084,000	<44,623>	117,484	1,041,058
225,150	262,302	<37,152>	2,766,374	3,233,373	<466,999>	222,325	3,020,824
61,897	80,000	<18,103>	1,399,987	1,329,000	70,987	76,335	1,272,680
210,809	222,538	<11,729>	4,810,587	4,780,935	29,652	245,300	4,774,915
3,878,656	4,042,986	<164,330>	42,188,866	45,271,869	<3,083,003>	3,849,101	44,510,490
2,688,320	2,725,013	36,693	29,327,756	31,272,219	1,944,463	2,588,721	31,048,392
<119,494>	6,460	125,954	<46,020>	79,100	125,120	<25,935>	54,568
5,851	5,530	<321>	52,551	53,700	1,149	11,249	59,338
<5,828>	580	6,408	<1,447>	5,120	6,567	<3,392>	979
<11,378>	1,330	12,708	3,939	16,380	12,441	<11,433>	5,178
8,863	290	<8,573>	13,878	4,750	<9,128>	<806>	3,717
<26,791>	1,320	28,111	<3,285>	19,850	23,135	<8,503>	15,933
<148,777>	15,510	164,287	19,616	178,900	159,284	<38,819>	139,714
2,539,544	2,740,523	200,979	29,347,372	31,451,119	2,103,747	2,549,902	31,188,106
69.3	67.4	<1.9>	69.5	69.1	<0.4>	67.3	69.8
1,339,113	1,302,463	36,650	12,841,494	13,820,750	<979,256>	1,299,199	13,322,385
30.7	32.6	<1.9>	30.5	30.9	<0.4>	32.7	30.2
<3.8>	0.4	4.2	0.1	0.4	0.4	<1.0>	0.3
34.5	32.2	2.3	30.4	30.5	<0.1>	33.8	29.9
18.9	15.1	3.9	17.2	18.1	<0.9>	16.7	17.4
51.8	51.6	0.2	49.5	49.7	<0.3>	51.1	49.2
45.2	39.9	5.4	39.8	39.7	0.1	43.4	39.9
34.6	28.7	5.8	29.8	29.2	0.6	33.7	28.5
36.9	52.1	<15.3>	49.7	50.6	<0.9>	50.6	50.4
49.1	37.6	11.5	25.2	25.4	<0.2>	39.9	24.7
79,286	82,752	<3,466>	1,013,412	896,415	116,997	73,784	861,129
1,418,399	1,385,215	33,184	13,854,905	14,717,165	<862,260>	1,372,983	14,183,513
253,268	272,212	18,944	2,823,931	2,926,894	102,963	255,995	2,856,546
0	5,544	5,544	0	36,721	36,721	3,024	13,209
157,908	163,759	5,851	1,565,389	1,548,410	<16,979>	158,957	1,516,296
411,175	441,515	30,340	4,389,319	4,512,025	122,706	417,975	4,386,051
10.6	10.9	0.3	10.4	10.0	<0.4>	10.9	9.9
129,793	154,089	24,296	1,432,907	1,633,054	200,147	130,691	1,426,908
10,641	4,800	<5,841>	109,908	88,768	<21,140>	8,010	101,137
14,643	14,338	<305>	150,425	156,815	6,390	14,323	153,902
80	110	30	880	1,210	330	80	972
21	40	19	278	440	162	26	284
1,014	1,300	286	28,272	21,667	<6,605>	2,043	21,646
0	0	0	1,900	2,100	200	0	4,500
4,073	4,320	247	52,068	57,570	5,502	5,113	55,055
19,228	21,010	1,782	301,055	301,660	605	20,136	294,092
900	900	0	12,409	12,600	191	900	13,116
<8>	0	8	153	0	<153>	0	<2>
0	0	0	248	0	<248>	0	733
7,348	10,710	3,362	235,041	197,892	<37,149>	9,661	194,824
<8,690>	<1,600>	7,090	<105,424>	<62,906>	42,518	<895>	<57,508>
31	55	24	263,130	260,605	<2,525>	68	248,412
3,374	2,175	<1,199>	53,478	37,050	<16,428>	723	46,767
0	0	0	0	0	0	0	<19>
50,055	56,199	6,144	682,120	734,208	52,088	54,206	703,953
<3,015>	0	3,015	12,025	0	<12,025>	1,224	6,099
114	0	<114>	4,151	0	<4,151>	184	7,473
0	0	0	535	0	<535>	258	631
480	0	<480>	2,850	0	<2,850>	0	1,150
0	0	0	2,300	1,300	<1,000>	212	1,782
0	0	0	300	300	0	0	300
9,189	6,500	<2,689>	109,440	71,950	<37,490>	7,831	72,512
0	350	350	1,672	1,050	<622>	0	8,628
22,531	25,600	3,069	22,531	25,600	3,069	26,902	26,902
0	0	0	38,849	37,100	<1,749>	0	38,838
40	140	100	35,848	33,708	<2,140>	0	39,002
0	0	0	0	0	0	0	53
0	0	0	0	13	13	0	0
16,873	1,720	<15,153>	100,672	76,637	<24,035>	4,200	104,185
278,714	302,756	24,042	3,550,022	3,690,391	140,369	285,895	3,516,328
689,890	744,271	54,381	7,939,341	8,202,416	263,075	703,871	7,902,379
728,509	640,944	87,565	5,915,564	6,514,749	<599,185>	669,112	6,281,134
34,127	29,870	<4,257>	322,031	310,677	<11,354>	26,871	284,100
148,661	162,379	13,718	1,617,001	1,728,639	111,639	146,945	1,600,624
62,480	68,509	6,029	708,672	718,035	9,363	62,856	664,013
19,176	36,308	17,132	310,563	384,065	73,502	34,427	355,856
100,899	102,684	1,785	1,045,313	1,090,131	44,818	101,232	1,012,909
81,382	69,495	<11,887>	806,171	770,186	<35,985>	68,628	747,458
41,270	31,680	<9,590>	405,534	354,169	<51,365>	39,898	364,902
68,266	68,324	58	745,134	751,564	6,430	66,665	748,587
556,263	569,249	12,986	5,960,418	6,107,466	147,048	547,522	5,778,449
172,246	71,695	100,551	<44,855>	407,283	<452,138>	121,590	502,685





SERVICES DIVISION  
INCOME STATEMENT

JUN. 11(05/25/14-06/28/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
CURRENT MONTH			YTD 11 MO(07/28/13-06/28/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
19,132	13,567	5,565	165,766	175,695	<9,929>	20,422	174,828
19,132	13,567	5,565	165,766	175,695	<9,929>	20,422	174,828
223	529	306	3,204	5,313	2,109	309	6,298
18,909	13,038	5,871	162,562	170,382	<7,820>	20,112	168,531
98.8	96.1	2.7	98.1	97.0	1.1	98.5	96.4
98.8	96.1	2.7	98.1	97.0	1.1	98.5	96.4
118,222	100,000	18,222	2,047,613	2,223,659	<176,046>	90,475	1,970,990
92,244	91,038	1,206	1,007,962	999,319	8,643	89,312	969,383
210,466	191,038	19,428	3,055,575	3,222,978	<167,403>	179,787	2,940,373
229,375	204,076	25,299	3,218,137	3,393,360	<175,223>	199,899	3,108,904
30,869	32,057	1,188	355,548	349,696	<5,852>	30,325	342,166
0	0	0	0	0	0	405	1,686
702	1,610	908	16,448	19,738	3,290	507	8,026
31,571	33,667	2,096	371,996	369,434	<2,562>	31,237	351,878
165.0	248.2	83.1	224.4	210.3	<14.1>	153.0	201.3
15,182	15,791	609	167,950	172,155	4,205	14,874	158,975
75	700	625	5,855	9,553	3,698	360	9,099
755	738	<17>	7,494	8,039	545	695	7,406
50	105	55	874	1,155	281	0	898
0	3,000	3,000	9,251	18,500	9,249	0	12,302
0	0	0	6,000	8,000	2,000	0	8,000
0	200	200	0	450	450	0	0
210	4,000	3,790	31,107	44,600	13,493	707	21,228
457	216	<241>	1,555	2,012	457	35	5,002
2,708	3,033	325	32,692	27,307	<5,385>	3,133	27,188
0	1,150	1,150	6,596	12,650	6,054	544	3,614
5,789	4,150	<1,639>	35,397	45,650	10,253	3,113	40,787
0	0	0	256,786	299,384	42,598	0	183,215
10,715	16,700	5,985	130,426	153,400	22,974	9,047	136,601
0	0	0	0	0	0	0	128
43,990	31,673	<12,317>	535,864	556,010	20,146	33,868	526,183
79,931	81,456	1,525	1,227,848	1,358,865	131,017	66,376	1,140,625
111,503	115,123	3,620	1,599,844	1,728,299	128,455	97,613	1,492,503
117,872	88,953	28,919	1,618,293	1,665,061	<46,768>	102,286	1,616,401
2,620	2,278	<342>	27,300	25,474	<1,826>	2,008	22,792
8,340	7,804	<536>	121,621	128,991	7,370	7,257	109,787
3,624	3,398	<226>	54,947	55,140	193	3,208	47,184
1,112	1,801	689	24,316	29,535	5,219	1,757	25,169
5,853	5,092	<761>	80,444	83,276	2,832	5,166	71,258
14,436	19,397	4,961	143,001	214,971	71,970	12,173	132,585
7,321	8,842	1,521	71,935	98,849	26,914	7,077	64,727
6,240	6,431	191	66,554	70,741	4,187	6,039	64,809
49,547	55,043	5,496	590,117	706,977	116,860	44,685	538,311
68,326	33,910	34,416	1,028,176	958,084	70,092	57,601	1,078,089

UCLA STUDENT UNION  
INCOME STATEMENT

JUN. 11(05/25/14-06/28/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
CURRENT MONTH			YTD 11 MO(07/28/13-06/28/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
57,915	54,800	3,115	469,910	389,160	80,750	64,277	454,692
0	152	<152>	1,714	1,613	101	1,598	24,429
58,826	56,767	2,059	608,951	611,023	<2,072>	63,170	625,200
116,740	111,719	5,021	1,080,575	1,001,796	78,779	129,045	1,104,321
58,809	55,518	<3,291>	598,388	597,581	<807>	63,534	615,404
10,196	13,516	3,320	94,598	88,499	<6,099>	12,636	97,787
0	0	0	25	0	<25>	135	752
69,005	69,034	29	693,011	686,080	<6,931>	76,304	713,943
59.1	61.8	2.7	64.1	68.5	4.4	59.1	64.7
47,736	42,685	5,051	387,564	315,716	71,848	52,741	390,377
40.9	38.2	2.7	35.9	31.5	4.4	40.9	35.4
82.4	75.3	7.1	79.9	77.3	2.6	80.3	78.5
0.0	100.0	<100.0>	98.6	100.0	<1.4>	91.6	96.9
0.0	2.2	<2.2>	1.7	2.2	<0.5>	<0.6>	1.6
26,725	10,866	15,859	203,097	204,740	<1,643>	6,020	197,767
30	1,661	<1,632>	15,490	19,998	<4,508>	1,500	20,757
10,711	9,993	718	108,631	107,565	1,066	11,337	111,053
37,465	22,520	14,945	327,217	332,303	<5,086>	18,857	329,577
85,201	65,205	19,996	714,781	648,019	66,762	71,599	719,954
31,254	31,003	<251>	343,026	341,025	<2,001>	30,097	326,337
18,521	20,155	1,634	183,012	202,113	19,101	20,852	219,041
49,775	51,158	1,383	526,038	543,138	17,100	50,949	545,378
42.6	45.8	3.2	48.7	54.2	5.5	39.5	49.4
16,181	17,113	932	175,018	183,086	8,068	14,963	161,019
1,096	655	<441>	15,950	11,027	<4,923>	1,038	13,473
3,975	3,370	<605>	36,754	36,500	<254>	3,376	36,581
0	1,125	1,125	1,848	3,375	1,527	0	1,843
1,567	2,088	521	6,895	6,650	<245>	2,149	7,593
160	0	<160>	5,553	5,495	<58>	<959>	4,851
0	0	0	2,887	5,208	2,321	0	3,896
11,964	11,964	0	36,309	30,959	<5,350>	11,967	35,584
21,430	6,154	<15,276>	120,768	113,797	<6,971>	1,972	133,102
0	240	240	1,950	2,955	1,005	10	3,176
0	0	0	0	0	0	0	20
0	30	30	0	567	567	0	608
0	0	0	838	600	<238>	0	563
0	20	20	1,237	1,159	<78>	260	1,088
499	601	102	5,285	6,581	1,296	475	5,313
2,711	273	<2,438>	14,950	11,012	<3,938>	1,034	26,899
0	0	0	0	0	0	1,466	16,124
1,096	1,334	238	13,962	14,359	397	1,256	15,403
41	34	<7>	77	366	289	0	153
0	997	997	9,253	11,999	2,746	900	13,162
0	0	0	2,908	2,625	<283>	0	2,769
15,417	15,417	0	169,583	169,587	4	15,417	169,583
13,260	13,500	240	118,826	140,000	21,174	8,262	124,734
89,399	74,915	<14,484>	740,850	757,907	17,057	63,585	777,538
139,173	126,073	<13,100>	1,266,888	1,301,045	34,157	114,534	1,322,916
<53,972>	<60,868>	6,896	<552,107>	<653,026>	100,919	<42,935>	<602,962>
4,132	3,461	<671>	38,650	37,397	<1,253>	3,276	35,291
5,602	5,120	<482>	54,491	51,753	<2,738>	5,361	53,511
2,434	2,229	<205>	24,387	22,172	<2,215>	2,370	22,932
747	1,181	434	10,768	11,863	1,095	1,298	12,160
3,931	3,341	<590>	36,363	33,434	<2,929>	3,817	34,610
42,887	36,573	<6,314>	424,836	405,322	<19,514>	36,166	393,894
21,749	16,672	<5,077>	213,709	186,387	<27,322>	21,025	192,296
15,213	17,290	2,077	158,818	190,190	31,372	13,312	187,062
96,695	85,867	<10,828>	962,022	938,518	<23,504>	86,625	931,756
<150,667>	<146,735>	<3,932>	<1,514,129>	<1,591,544>	77,415	<129,560>	<1,534,718>



MAINTENANCE DIVISION  
EXPENSE STATEMENT

JUN. 11(05/25/14-06/28/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
CURRENT MONTH			YTD 11 MO(07/28/13-06/28/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
110,613	101,351	<9,262>	1,110,606	1,126,082	15,476	97,914	1,029,422
2,012	0	<2,012>	26,365	0	<26,365>	362	37,922
835	558	<277>	5,115	5,994	879	0	<799>
<160>	<80>	80	<5,000>	<880>	4,120	<160>	<1,850>
<4,835>	<4,216>	619	<49,372>	<46,807>	2,565	<2,385>	<42,967>
<600>	<4,500>	<3,900>	<70,383>	<49,500>	20,883	<2,597>	<50,719>
107,865	93,113	<14,752>	1,017,332	1,034,889	17,557	93,134	971,008
60,766	62,162	1,396	658,677	682,004	23,327	52,050	579,906
456	145	<311>	2,102	2,015	<87>	29	2,278
751	684	<67>	7,814	7,486	<328>	822	7,504
0	480	480	338	2,130	1,792	0	431
0	0	0	0	0	0	0	4,543
7,381	4,985	<2,396>	53,215	51,791	<1,424>	6,233	52,825
7,575	4,374	<3,201>	54,394	50,478	<3,916>	4,442	50,471
7,986	971	<7,015>	21,594	12,457	<9,137>	2,561	15,358
446	649	203	5,021	8,062	3,041	1,131	7,295
15,524	14,905	<619>	189,712	163,955	<25,757>	6,831	159,034
2,983	2,925	<58>	32,658	34,250	1,592	2,783	32,818
339	50	<289>	675	550	<125>	53	1,010
528	200	<328>	2,392	2,200	<192>	330	2,074
0	100	100	3,500	1,100	<2,400>	0	277
4,411	3,750	<661>	39,834	41,250	1,416	2,149	36,945
6,466	7,403	937	88,236	88,125	<111>	9,121	87,712
3,466	3,573	108	39,713	39,305	<408>	4,177	39,972
235	615	380	16,760	7,140	<9,620>	1,351	7,497
0	0	0	2,592	0	<2,592>	0	0
119,313	107,971	<11,342>	1,219,227	1,194,298	<24,929>	94,062	1,087,951
227,179	201,084	<26,095>	2,236,559	2,229,187	<7,372>	187,196	2,058,958
15,057	16,138	1,081	172,466	177,518	5,052	18,138	178,320
15,057	16,138	1,081	172,466	177,518	5,052	18,138	178,320
242,235	217,222	<25,013>	2,409,025	2,406,705	<2,320>	205,334	2,237,279
<207,310>	<185,422>	21,888	<2,053,608>	<2,054,955>	<1,347>	<174,821>	<1,904,040>
<6,002>	<6,002>	0	<66,015>	<66,015>	0	<6,056>	<66,633>
<2,645>	<2,645>	0	<29,086>	<29,086>	0	<2,296>	<25,249>
<8,760>	<6,934>	1,826	<86,772>	<76,893>	9,879	<7,387>	<80,452>
<17,519>	<16,220>	1,299	<173,544>	<179,756>	<6,212>	<14,774>	<160,904>
<242,235>	<217,223>	25,012	<2,409,025>	<2,406,705>	2,320	<205,334>	<2,237,278>
0	<1>	<1>	0	0	<0>	0	1

UTILITIES  
EXPENSE STATEMENT

JUN. 11(05/25/14-06/28/14)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
31,367	19,106	<12,261>	Chiller Water
62,017	63,066	1,049	Elec-Non Air Cond.
8,898	8,526	<372>	Water-Non Air Cond.
17,910	6,530	<11,380>	Steam-Non Air Cond.
2,583	2,447	<136>	Gas
122,775	99,675	<23,100>	TOTAL OTHER CONTROL.
122,775	99,675	<23,100>	TOTAL CONTROLLABLE EXP
<105,131>	<84,527>	20,604	Allocated-Svs and Ent
<2,998>	<2,998>	0	Allocated-USAC
<1,320>	<1,320>	0	Allocated-GSA
<4,442>	<3,436>	1,006	Allocated-Comm Board
<8,884>	<7,394>	1,490	Allocated-A & SS
<122,775>	<99,675>	23,100	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

FISCAL YEAR 13-14			FISCAL YEAR 12-13	
YTD 11 MO(07/28/13-06/28/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
210,268	172,565	<37,703>	27,894	187,120
732,299	704,829	<27,470>	68,522	705,190
93,567	111,473	17,906	10,701	105,341
140,487	96,514	<43,973>	9,185	65,042
34,870	28,167	<6,703>	1,857	24,744
1,211,491	1,113,548	<97,943>	118,159	1,087,437
1,211,491	1,113,548	<97,943>	118,159	1,087,437
<1,033,042>	<944,976>	88,066	<101,634>	<929,539>
<32,972>	<32,972>	0	<2,641>	<29,059>
<14,528>	<14,528>	0	<1,001>	<11,011>
<43,650>	<38,410>	5,240	<4,294>	<39,276>
<87,299>	<82,662>	4,637	<8,589>	<78,552>
<1,211,491>	<1,113,548>	97,943	<118,159>	<1,087,437>
<0>	0	0	0	0