

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES**

**October (09/30/12 - 10/27/12)**

**Prepared**

**November 13, 2012**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES  
INCOME AND LOSS SUMMARY - OCTOBER 2012 (\$000's)  
DIVISIONS AT CONTRIBUTION LEVEL**

OCTOBER (09/30/12 - 10/27/12)										FY 11-12		FISCAL YEAR 2012-2013										FY 11-12	
CURRENT MONTH										**		YTD 3 MONTHS (07/29/12 - 10/27/12)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
4,178		4,849		(671)	(13.8%)	477	12.9%	3,701		<b>GROSS INCOME</b>		16,168		17,289		(1,121)	(6.5%)	(1,037)	(6.0%)	17,205			
1,515		1,509		6	0.4%	93	6.5%	1,422		UCLA Store		3,410		3,505		(95)	(2.7%)	20	0.6%	3,390			
483		525		(42)	(8.0%)	22	4.8%	461		UCLA Restaurants		991		970		21	2.2%	90	10.0%	901			
135		117		18	15.4%	8	6.3%	127		Services Division		366		364		2	0.5%	16	4.6%	350			
										UCLA Student Union													
<b>6,311</b>		<b>7,000</b>		<b>(689)</b>	<b>(9.8%)</b>	<b>600</b>	<b>10.5%</b>	<b>5,711</b>		<b>TOTAL</b>		<b>20,935</b>		<b>22,128</b>		<b>(1,193)</b>	<b>(5.4%)</b>	<b>(911)</b>	<b>(4.2%)</b>	<b>21,846</b>			
										<b>GROSS MARGIN</b>													
1,322	31.6%	1,551	32.0%	(229)	(0.4)	23	(3.5)	1,299	35.1%	UCLA Store		4,524	28.0%	4,915	28.4%	(391)	(0.4)	(302)	0.0	4,826	28.0%		
1,078	71.2%	1,066	70.6%	12	0.6	72	0.5	1,006	70.7%	UCLA Restaurants		2,397	70.3%	2,467	70.4%	(70)	(0.1)	16	0.1	2,381	70.2%		
483	100.0%	525	100.0%	(42)	0.0	22	0.0	461	100.0%	Services Division		990	99.9%	969	99.9%	21	0.0	90	0.0	900	99.9%		
74	54.8%	55	47.0%	19	7.8	10	4.4	64	50.4%	UCLA Student Union		198	54.1%	186	51.1%	12	3.0	17	2.4	181	51.7%		
<b>2,957</b>	<b>46.9%</b>	<b>3,197</b>	<b>45.7%</b>	<b>(240)</b>	<b>1.2</b>	<b>127</b>	<b>(2.7)</b>	<b>2,830</b>	<b>49.6%</b>	<b>TOTAL</b>		<b>8,109</b>	<b>38.7%</b>	<b>8,537</b>	<b>38.6%</b>	<b>(428)</b>	<b>0.1</b>	<b>(179)</b>	<b>0.8</b>	<b>8,288</b>	<b>37.9%</b>		
										<b>WAGES &amp; BENEFITS</b>													
532	12.7%	579	11.9%	47	(0.8)	8	1.9	540	14.6%	UCLA Store		1,638	10.1%	1,751	10.1%	113	0.0	(5)	(0.6)	1,633	9.5%		
591	39.0%	596	39.5%	5	0.5	(27)	0.7	564	39.7%	UCLA Restaurants		1,677	49.2%	1,722	49.1%	45	(0.1)	(48)	(1.1)	1,629	48.1%		
46	9.5%	49	9.3%	3	(0.2)	(1)	0.3	45	9.8%	Services Division		138	13.9%	145	14.9%	7	1.0	(4)	1.0	134	14.9%		
70	51.9%	68	58.1%	(2)	6.2	(2)	1.6	68	53.5%	UCLA Student Union		190	51.9%	199	54.7%	9	2.8	4	3.5	194	55.4%		
<b>1,239</b>	<b>19.6%</b>	<b>1,292</b>	<b>18.5%</b>	<b>53</b>	<b>(1.1)</b>	<b>(22)</b>	<b>1.7</b>	<b>1,217</b>	<b>21.3%</b>	<b>TOTAL</b>		<b>3,643</b>	<b>17.4%</b>	<b>3,817</b>	<b>17.2%</b>	<b>174</b>	<b>(0.2)</b>	<b>(53)</b>	<b>(1.0)</b>	<b>3,590</b>	<b>16.4%</b>		
										<b>OTHER CONTROLLABLES *</b>													
175	4.2%	181	3.7%	6	(0.5)	2	0.6	177	4.8%	UCLA Store		736	4.6%	763	4.4%	27	(0.2)	41	(0.1)	777	4.5%		
172	11.4%	157	10.4%	(15)	(1.0)	(17)	(0.5)	155	10.9%	UCLA Restaurants		380	11.1%	391	11.2%	11	0.1	1	0.1	381	11.2%		
165	34.2%	184	35.0%	19	0.8	(2)	1.2	163	35.4%	Services Division		349	35.2%	333	34.3%	(16)	(0.9)	(32)	0.0	317	35.2%		
56	41.5%	46	39.3%	(10)	(2.2)	(14)	(8.4)	42	33.1%	UCLA Student Union		147	40.2%	138	37.9%	(9)	(2.3)	(7)	(0.2)	140	40.0%		
<b>568</b>	<b>9.0%</b>	<b>568</b>	<b>8.1%</b>	<b>0</b>	<b>(0.9)</b>	<b>(31)</b>	<b>0.4</b>	<b>537</b>	<b>9.4%</b>	<b>TOTAL</b>		<b>1,612</b>	<b>7.7%</b>	<b>1,625</b>	<b>7.3%</b>	<b>13</b>	<b>(0.4)</b>	<b>3</b>	<b>(0.3)</b>	<b>1,615</b>	<b>7.4%</b>		
										<b>CONTRIBUTION</b>													
614	14.7%	792	16.3%	(178)	(1.6)	31	(1.1)	583	15.8%	UCLA Store		2,150	13.3%	2,401	13.9%	(251)	(0.6)	(265)	(0.7)	2,415	14.0%		
314	20.7%	314	20.8%	0	(0.1)	27	0.5	287	20.2%	UCLA Restaurants		339	9.9%	354	10.1%	(15)	(0.2)	(31)	(1.0)	370	10.9%		
272	56.3%	292	55.6%	(20)	0.7	20	1.6	252	54.7%	Services Division		503	50.8%	491	50.6%	12	0.2	54	1.0	449	49.8%		
(53)	(39.3%)	(59)	(50.4%)	6	11.1	(8)	(3.9)	(45)	(35.4%)	UCLA Student Union		(139)	(38.0%)	(151)	(41.5%)	12	3.5	14	5.7	(153)	(43.7%)		
<b>1,147</b>	<b>18.2%</b>	<b>1,339</b>	<b>19.1%</b>	<b>(192)</b>	<b>(0.9)</b>	<b>70</b>	<b>(0.7)</b>	<b>1,077</b>	<b>18.9%</b>	<b>TOTAL</b>		<b>2,853</b>	<b>13.6%</b>	<b>3,095</b>	<b>14.0%</b>	<b>(242)</b>	<b>(0.4)</b>	<b>(228)</b>	<b>(0.5)</b>	<b>3,081</b>	<b>14.1%</b>		
										<b>ALLOCATED EXPENSES</b>													
484	7.7%	508	7.3%	24	(0.4)	5	0.9	489	8.6%	Admin&Support Services		1,483	7.1%	1,557	7.0%	74	(0.1)	(16)	(0.4)	1,467	6.7%		
176	2.8%	184	2.6%	8	(0.2)	(17)	0.0	159	2.8%	Maintenance Division		481	2.3%	536	2.4%	55	0.1	25	0.0	506	2.3%		
85	1.3%	88	1.3%	3	0.0	1	0.2	86	1.5%	Utilities		279	1.3%	254	1.1%	(25)	(0.2)	(39)	(0.2)	240	1.1%		
225	3.6%	237	3.4%	12	(0.2)	(27)	(0.1)	198	3.5%	Depreciation		674	3.2%	710	3.2%	36	0.0	(83)	(0.5)	591	2.7%		
<b>970</b>	<b>15.4%</b>	<b>1,017</b>	<b>14.5%</b>	<b>47</b>	<b>(0.9)</b>	<b>(38)</b>	<b>0.9</b>	<b>932</b>	<b>16.3%</b>	<b>TOTAL</b>		<b>2,917</b>	<b>13.9%</b>	<b>3,057</b>	<b>13.8%</b>	<b>140</b>	<b>(0.1)</b>	<b>(113)</b>	<b>(1.1)</b>	<b>2,804</b>	<b>12.8%</b>		
										<b>NET INCOME (LOSS)</b>													
<b>177</b>	<b>2.8%</b>	<b>322</b>	<b>4.6%</b>	<b>(145)</b>	<b>(1.8)</b>	<b>32</b>	<b>0.3</b>	<b>145</b>	<b>2.5%</b>	<b>FROM OPERATIONS</b>		<b>(64)</b>	<b>(0.3%)</b>	<b>38</b>	<b>0.2%</b>	<b>(102)</b>	<b>(0.5)</b>	<b>(341)</b>	<b>(1.6)</b>	<b>277</b>	<b>1.3%</b>		
										<b>OTHER INC/(EXP)</b>													
(3)	0.0%	0	0.0%	(3)	0.0	(1)	0.0	(2)	0.0%	Non-Recurrent Inc/(Exp)		3	0.0%	0	0.0%	3	0.0	(5)	0.0	8	0.0%		
23	0.4%	18	0.3%	5	0.1	(4)	(0.1)	27	0.5%	Interest Income		61	0.3%	50	0.2%	11	0.1	(3)	0.0	64	0.3%		
(54)	(0.9%)	(54)	(0.8%)	0	(0.1)	2	0.1	(56)	(1.0%)	Interest (Expense)		(161)	(0.8%)	(161)	(0.7%)	0	(0.1)	8	0.0	(169)	(0.8%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes		0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
202	3.2%	202	2.9%	0	0.3	16	(0.1)	186	3.3%	Student Union Fee Income		607	2.9%	607	2.7%	0	0.2	50	0.4	557	2.5%		
<b>168</b>	<b>2.7%</b>	<b>166</b>	<b>2.4%</b>	<b>2</b>	<b>0.3</b>	<b>13</b>	<b>0.0</b>	<b>155</b>	<b>2.7%</b>	<b>TOTAL</b>		<b>510</b>	<b>2.4%</b>	<b>496</b>	<b>2.2%</b>	<b>14</b>	<b>0.2</b>	<b>50</b>	<b>0.3</b>	<b>460</b>	<b>2.1%</b>		
<b>345</b>	<b>5.5%</b>	<b>488</b>	<b>7.0%</b>	<b>(143)</b>	<b>(1.5)</b>	<b>45</b>	<b>0.2</b>	<b>300</b>	<b>5.3%</b>	<b>NET INCOME (LOSS)</b>		<b>446</b>	<b>2.1%</b>	<b>534</b>	<b>2.4%</b>	<b>(88)</b>	<b>(0.3)</b>	<b>(291)</b>	<b>(1.3)</b>	<b>737</b>	<b>3.4%</b>		

\* Without Benefits

**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES  
INCOME AND LOSS SUMMARY - OCTOBER 2012 (\$000's)  
DIVISIONS FULLY ALLOCATED**

OCTOBER (09/30/12 - 10/27/12)										FY 11-12		FISCAL YEAR 2012-2013										FY 11-12	
CURRENT MONTH										**		YTD 3 MONTHS (07/29/12 - 10/27/12)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%		
				ACT/BUD		ACT/LY ACT										ACT/BUD		ACT/LY ACT					
				\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%		
<b>GROSS INCOME</b>																							
4,178		4,849		(671)	(13.8%)	477	12.9%	3,701		UCLA Store	16,168		17,289	(1,121)	(6.5%)	(1,037)	(6.0%)	17,205					
1,515		1,509		6	0.4%	93	6.5%	1,422		UCLA Restaurants	3,410		3,505	(95)	(2.7%)	20	0.6%	3,390					
483		525		(42)	(8.0%)	22	4.8%	461		Services Division	991		970	21	2.2%	90	10.0%	901					
135		117		18	15.4%	8	6.3%	127		UCLA Student Union	366		364	2	0.5%	16	4.6%	350					
<b>6,311</b>		<b>7,000</b>		<b>(689)</b>	<b>(9.8%)</b>	<b>600</b>	<b>10.5%</b>	<b>5,711</b>		<b>TOTAL</b>	<b>20,935</b>		<b>22,128</b>	<b>(1,193)</b>	<b>(5.4%)</b>	<b>(911)</b>	<b>(4.2%)</b>	<b>21,846</b>					
<b>GROSS MARGIN</b>																							
1,322	31.6%	1,551	32.0%	(229)	(0.4)	23	(3.5)	1,299	35.1%	UCLA Store	4,524	28.0%	4,915	28.4%	(391)	(0.4)	(302)	0.0	4,826	28.0%			
1,078	71.2%	1,066	70.6%	12	0.6	72	0.5	1,006	70.7%	UCLA Restaurants	2,397	70.3%	2,467	70.4%	(70)	(0.1)	16	0.1	2,381	70.2%			
483	100.0%	525	100.0%	(42)	0.0	22	0.0	461	100.0%	Services Division	990	99.9%	969	99.9%	21	0.0	90	0.0	900	99.9%			
74	54.8%	55	47.0%	19	7.8	10	4.4	64	50.4%	UCLA Student Union	198	54.1%	186	51.1%	12	3.0	17	2.4	181	51.7%			
<b>2,957</b>	<b>46.9%</b>	<b>3,197</b>	<b>45.7%</b>	<b>(240)</b>	<b>1.2</b>	<b>127</b>	<b>(2.7)</b>	<b>2,830</b>	<b>49.6%</b>	<b>TOTAL</b>	<b>8,109</b>	<b>38.7%</b>	<b>8,537</b>	<b>38.6%</b>	<b>(428)</b>	<b>0.1</b>	<b>(179)</b>	<b>0.8</b>	<b>8,288</b>	<b>37.9%</b>			
<b>TOTAL CONTROLLABLES</b>																							
707	16.9%	759	15.7%	52	(1.2)	10	2.5	717	19.4%	UCLA Store	2,374	14.7%	2,514	14.5%	140	(0.2)	37	(0.7)	2,411	14.0%			
764	50.4%	752	49.8%	(12)	(0.6)	(45)	0.2	719	50.6%	UCLA Restaurants	2,057	60.3%	2,113	60.3%	56	0.0	(46)	(1.0)	2,011	59.3%			
211	43.7%	232	44.2%	21	0.5	(2)	1.6	209	45.3%	Services Division	487	49.1%	478	49.3%	(9)	0.2	(36)	1.0	451	50.1%			
126	93.3%	114	97.4%	(12)	4.1	(16)	(6.7)	110	86.6%	UCLA Student Union	337	92.1%	337	92.6%	0	0.5	(3)	3.3	334	95.4%			
<b>1,808</b>	<b>28.6%</b>	<b>1,857</b>	<b>26.5%</b>	<b>49</b>	<b>(2.1)</b>	<b>(53)</b>	<b>2.1</b>	<b>1,755</b>	<b>30.7%</b>	<b>TOTAL</b>	<b>5,255</b>	<b>25.1%</b>	<b>5,442</b>	<b>24.6%</b>	<b>187</b>	<b>(0.5)</b>	<b>(48)</b>	<b>(1.3)</b>	<b>5,207</b>	<b>23.8%</b>			
<b>CONTRIBUTION</b>																							
614	14.7%	792	16.3%	(178)	(1.6)	31	(1.1)	583	15.8%	UCLA Store	2,150	13.3%	2,401	13.9%	(251)	(0.6)	(265)	(0.7)	2,415	14.0%			
314	20.7%	314	20.8%	0	(0.1)	27	0.5	287	20.2%	UCLA Restaurants	339	9.9%	354	10.1%	(15)	(0.2)	(31)	(1.0)	370	10.9%			
272	56.3%	292	55.6%	(20)	0.7	20	1.6	252	54.7%	Services Division	503	50.8%	491	50.6%	12	0.2	54	1.0	449	49.8%			
(53)	(39.3%)	(59)	(50.4%)	6	11.1	(8)	(3.9)	(45)	(35.4%)	UCLA Student Union	(139)	(38.0%)	(151)	(41.5%)	12	3.5	14	5.7	(153)	(43.7%)			
<b>1,147</b>	<b>18.2%</b>	<b>1,339</b>	<b>19.1%</b>	<b>(192)</b>	<b>(0.9)</b>	<b>70</b>	<b>(0.7)</b>	<b>1,077</b>	<b>18.9%</b>	<b>TOTAL</b>	<b>2,853</b>	<b>13.6%</b>	<b>3,095</b>	<b>14.0%</b>	<b>(242)</b>	<b>(0.4)</b>	<b>(228)</b>	<b>(0.5)</b>	<b>3,081</b>	<b>14.1%</b>			
<b>ALLOCATED EXPENSES</b>																							
501	12.0%	536	11.1%	35	(0.9)	(6)	1.4	495	13.4%	UCLA Store	1,655	10.2%	1,738	10.1%	83	(0.1)	1	(0.6)	1,656	9.6%			
324	21.4%	336	22.3%	12	0.9	(31)	(0.8)	293	20.6%	UCLA Restaurants	874	25.6%	930	26.5%	56	0.9	(103)	(2.9)	771	22.7%			
61	12.6%	62	11.8%	1	(0.8)	1	0.8	62	13.4%	Services Division	145	14.6%	143	14.7%	(2)	0.1	(7)	0.7	138	15.3%			
84	62.2%	83	70.9%	(1)	8.7	(2)	2.4	82	64.6%	UCLA Student Union	243	66.4%	246	67.6%	3	1.2	(4)	1.9	239	68.3%			
<b>970</b>	<b>15.4%</b>	<b>1,017</b>	<b>14.5%</b>	<b>47</b>	<b>(0.9)</b>	<b>(38)</b>	<b>0.9</b>	<b>932</b>	<b>16.3%</b>	<b>TOTAL</b>	<b>2,917</b>	<b>13.9%</b>	<b>3,057</b>	<b>13.8%</b>	<b>140</b>	<b>(0.1)</b>	<b>(113)</b>	<b>(1.1)</b>	<b>2,804</b>	<b>12.8%</b>			
<b>NET INCOME (LOSS) FROM OPERATIONS</b>																							
113	1.8%	257	3.7%	(144)	(1.9)	26	0.3	87	1.5%	UCLA Store	495	2.4%	663	3.0%	(168)	(0.6)	(264)	(1.1)	759	3.5%			
(10)	(0.2%)	(23)	(0.3%)	13	0.1	(4)	(0.1)	(6)	(0.1%)	UCLA Restaurants	(535)	(2.6%)	(577)	(2.6%)	42	0.0	(134)	(0.8)	(401)	(1.8%)			
211	3.3%	230	3.3%	(19)	0.0	20	0.0	191	3.3%	Services Division	358	1.7%	348	1.6%	10	0.1	47	0.3	311	1.4%			
(137)	(2.2%)	(142)	(2.0%)	5	(0.2)	(10)	0.0	(127)	(2.2%)	UCLA Student Union	(382)	(1.8%)	(396)	(1.8%)	14	0.0	10	0.0	(392)	(1.8%)			
<b>177</b>	<b>2.8%</b>	<b>322</b>	<b>4.6%</b>	<b>(145)</b>	<b>(1.8)</b>	<b>32</b>	<b>0.3</b>	<b>145</b>	<b>2.5%</b>	<b>TOTAL</b>	<b>(64)</b>	<b>(0.3%)</b>	<b>38</b>	<b>0.2%</b>	<b>(102)</b>	<b>(0.5)</b>	<b>(341)</b>	<b>(1.6)</b>	<b>277</b>	<b>1.3%</b>			
<b>OTHER INC/(EXP)</b>																							
(3)	0.0%	0	0.0%	(3)	0.0	(1)	0.0	(2)	0.0%	Non-Recurrent Inc/(Exp)	3	0.0%	0	0.0%	3	0.0	(5)	0.0	8	0.0%			
23	0.4%	18	0.3%	5	0.1	(4)	(0.1)	27	0.5%	Interest Income	61	0.3%	50	0.2%	11	0.1	(3)	0.0	64	0.3%			
(54)	(0.9%)	(54)	(0.8%)	0	(0.1)	2	0.1	(56)	(1.0%)	Interest (Expense)	(161)	(0.8%)	(161)	(0.7%)	0	(0.1)	8	0.0	(169)	(0.8%)			
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			
202	3.2%	202	2.9%	0	0.3	16	(0.1)	186	3.3%	Student Union Fee Income	607	2.9%	607	2.7%	0	0.2	50	0.4	557	2.5%			
<b>168</b>	<b>2.7%</b>	<b>166</b>	<b>2.4%</b>	<b>2</b>	<b>0.3</b>	<b>13</b>	<b>0.0</b>	<b>155</b>	<b>2.7%</b>	<b>TOTAL</b>	<b>510</b>	<b>2.4%</b>	<b>496</b>	<b>2.2%</b>	<b>14</b>	<b>0.2</b>	<b>50</b>	<b>0.3</b>	<b>460</b>	<b>2.1%</b>			
<b>345</b>	<b>5.5%</b>	<b>488</b>	<b>7.0%</b>	<b>(143)</b>	<b>(1.5)</b>	<b>45</b>	<b>0.2</b>	<b>300</b>	<b>5.3%</b>	<b>NET INCOME (LOSS)</b>	<b>446</b>	<b>2.1%</b>	<b>534</b>	<b>2.4%</b>	<b>(88)</b>	<b>(0.3)</b>	<b>(291)</b>	<b>(1.3)</b>	<b>737</b>	<b>3.4%</b>			

ASUCLA  
P/L Reconciliation  
Oct-12

<i>Financial Analysis</i>	<b>\$000's</b>
	<b>Oct-12</b>
<b>Budgeted Net Income/(Loss)</b>	<b>488</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear gross income \$165K below plan due to poor results from the One Day (Monster) Sale, warmer weather impacted fleece sales and timing of Parent's Weekend which moved to November	(98)
Fast Track gross margin below plan due to sales of higher margin items were negatively impacted by unseasonable warmer weather, and sales for the One Day (Monster) Sales were below plan	(12)
The Market gross income \$19K below plan due to reduced sales from the One Day (Monster) Sale, and cannibalization of sales at South Campus Shop continue to impact Ackerman	(7)
Computer Store gross income \$398K below plan due to continued erosion in sales to individual customers, and people are waiting for new Apple product to be announced and shipped (i.e. iPad mini)	(85)
New Text gross margin below plan due to additional markdowns for old titles and sales on Amazon	(13)
Used Text gross income \$53K below plan due to continued downward trend in textbooks due to competition, student purchasing habits and alternative options	(18)
APS gross income \$28K above plan due to higher title count verses last fall, plus direct department sales	22
HSS Essentials/Market gross income \$22K below plan due to low sales for the One Day (Monster) Sale, and cannibalization of sales at South Campus Shop	(9)
Total Wages lower than plan , mainly career	26
Other, positive controllables mainly bank card expense and employee benefits	16
Total Contribution	(178)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Greenhouse gross income \$11K above plan due to reduced cannibalization, and positive response to new menu items introduced this year	7
Northern Lights gross income \$10K below due to new Panini sandwich program pending initiation	(7)
North Campus Student Ctr. gross income \$11K below plan due to new operating plan still in development	(6)
Café Synapse gross income \$15K below plan due to sales trend continues to drop; new menu and operations plan to recover customer base is in progress	(12)
Luvalle Food Servery gross income \$11K below plan due to aggressive budget and new programs have not started yet	(7)
Catering gross income \$42K above plan mainly due to Athletic sales increasing over expectations including sales generated from one unbudgeted Hall of Fame, 500 person dinner event	37
Total Wages higher than plan	(7)
Other, negative controllables	(5)
Total Contribution	0
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing domestic income below plan due mainly to timing as more income than plan was received last month	(21)
Licensing foreign income below plan due to a "re-boot" of the program in Korea, received only half of what was initially budgeted	(20)
Leased Ops income above plan due to unbudgeted income from Kaplan test prep	2
Photography income below plan due mainly to timing for Parent's Weekend which was budgeted in October but occurred in November	(3)
Other, positive controllables mainly in Licensing	22
Total Contribution	(20)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Student Union Ops gross margin above plan due to two corporate promotional tours, unplanned Get Out the Vote concert and efficiency gained by using rentals for multiple events that were closely grouped together	19
Other, negative controllables mainly student event expense (which is tied to increased event income)	(13)
Total Contribution	6
<b>Allocated Expenses and Other</b>	
A&SS lower than plan mainly total wages and employee benefits	24
Maintenance lower than plan mainly due to positive career wages and employee benefits	8
Depreciation lower than plan due to timing of capital projects	12
Other, mostly positive interest income	5
Total	49
<b>Actual Net Income/(Loss)</b>	<b>345</b>

ASUCLA  
P/L Reconciliation  
Year-To-Date Through October 2012

<i>Financial Analysis</i>	\$000's
<b>Budgeted Net Income/(Loss)</b>	<b>534</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear gross income \$239K below plan due to the reduced traffic from the conversion of football scrimmage to "Meet and Greet", overall less campus foot traffic, warmer weather impacted fleece sales, lower than expected sales in the One Day (Monster) Sale and timing of Parent's Weekend which is next month	(147)
Fast Track gross margin below plan due to delays in deliveries from new vendors negatively impacted sales in cosmetics, additional markdowns of discontinued items, warmer weather impacted sales of higher margin items and lower than expected sales in the One Day (Monster) Sale	(22)
The Market gross income \$44K below plan due to lack of summer camps in September due to early start of LAUSD, and lower sales in the One Day (Monster) Sale	(17)
Computer Store gross income \$933K below plan due to continued lower department and individual sales	(149)
New Text gross income \$187K below plan due to continued downward sales trend: increased competition and students are shopping elsewhere	(69)
Used Text gross margin below plan due mainly to additional markdowns for old titles	(29)
APS gross income \$57K above plan due mostly to additional off campus sales not budgeted	41
HSS Essentials/Market gross income \$39K below plan due to poor results from the One Day (Monster) Sale and cannibalization of sales at South Campus Shop	(18)
HSS Dental gross income \$245K above plan due mostly to significantly less back ordered merchandise in the September kit; offsets to occur in future months	25
Total Wages lower than plan	65
Other, mainly positive controllables including bank card expense and employee benefits	69
Total Contribution	(251)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
North Campus Student Ctr. gross income \$46K below plan due to new operating plan still in development	(28)
CSSC gross income \$25K above plan due to first year of operation and no summer data available when developing budget	12
Café Synapse gross income \$39K below plan due to continued drop in sales (working on new menu and operations plan)	(29)
Yoshinoya gross income \$12K below plan due to first year of operation and no summer data available when developing budget	(12)
Luvalle Food Servery gross income \$41K below plan due to aggressive budget and new programs have not started yet	(29)
YRL gross income \$16K below plan due to first year of operation and no summer data available when developing budget, and summer traffic less than expected	(12)
Catering gross income \$52K above plan because Athletic Sales and Welcome Week Graduate events increased over expectations, additionally generating higher income in rentals, setups, stations, and servers	51
Concessions gross income \$22K below plan due to last day of tennis considerably lower than last year after budgeted event concert did not happen, and change in historical FB scrimmage event that did not draw same crowd levels	(14)
Wages lower than plan	5
Other, positive controllables including employee benefits, commission expense and paper	41
Total Contribution	(15)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing domestic income above plan due to timing and increased sell-in	49
Licensing foreign income below plan due to a "re-boot" of the program in Korea, received only half of what was initially budgeted	(19)
Photography income below plan due mainly to decreased bookings, primarily for intercollegiate athletics	(8)
Total Wages lower than plan	4
Other, negative controllables mainly in Licensing (payment to UCLA)	(14)
Total Contribution	12
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Student Union Ops gross margin above plan due to two corporate promotional tours, unplanned Get Out the Vote concert and efficiency gained by using rentals for multiple events that were closely grouped together	17
Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market	(5)
Total Wages lower than plan	7
Other, negative controllables mostly student event expense and waiver pool	(7)
Total Contribution	12
<b>Allocated Expenses and Other</b>	
A&SS lower than plan mainly total wages and employee benefits	74
Maintenance lower than plan due to positive career wages and employee benefits, and more time spent on capital projects which increases capitalized wages	55
Utilities higher than plan due to mostly to higher chilled water from warmer weather, and the increased gas consumption in CSSC is under review	(25)
Depreciation lower than plan due to timing of capitals	36
Other, mainly positive interest income due to higher amounts of invested cash	14
Total	154
<b>Actual Net Income/(Loss)</b>	<b>446</b>

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

**ASSETS**

**CURRENT ASSETS:**

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

**LONG TERM ASSETS**

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

**TOTAL ASSETS**

**LIABILITIES AND RETAINED EARNINGS**

**CURRENT LIABILITIES:**

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

**LONG TERM DEBT:**

AU expansion loan  
    Total long term debt

**TOTAL LIABILITIES**

**RETAINED EARNINGS:**

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

Ending Balance

**TOTAL LIABILITIES AND RETAINED EARNINGS**

	<b>Current Month</b> October 2012	<b>Prior Month</b> September 2012	<b>Prior Year</b> July 2012
	\$11,650	\$11,152	\$10,251
	3,992	4,492	3,471
	(132)	(126)	(114)
	3,860	4,366	3,357
	863	661	256
	6,992	7,348	7,324
	127	151	265
	23,492	23,678	21,453
	64,332	64,290	64,048
	(36,875)	(36,650)	(36,215)
	27,457	27,640	27,834
	<b>50,949</b>	<b>51,318</b>	<b>49,286</b>
	\$5,559	\$7,003	\$5,681
	2,676	2,198	2,427
	1,538	1,199	824
	296	242	136
	389	580	184
	131	81	124
	705	705	705
	11,295	12,010	10,080
	12,747	12,747	12,747
	12,747	12,747	12,747
	24,042	24,757	22,827
	26,459	26,459	26,722
	446	101	(263)
	26,907	26,562	26,459
	<b>50,949</b>	<b>51,318</b>	<b>49,286</b>

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

**October 2012**

(\$000's)

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss)	\$345	\$446	\$737
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation - PP&E	225	\$674	\$591
Depreciation - textbook rental equipment	0	\$0	\$0
Loss (Gain) on disposals of fixed assets	0	\$0	\$0
(Increase)/decrease in current assets:			\$0
Accounts receivable	506	(\$503)	(\$886)
Student fees receivable	(202)	(\$606)	(\$557)
Inventories	355	\$332	(\$403)
Prepaid expenses and other current assets	24	\$138	\$30
Increase/(decrease) in current liabilities:			\$0
Accounts payable	(1,443)	(\$122)	\$732
Sales Tax payable & other liabilities	340	\$715	\$796
Wages and payroll taxes payable	478	\$249	\$21
Interest payable	54	\$161	\$168
Deferred Income	(191)	\$206	\$605
Funds held for others	50	\$8	\$11
Other Current Liabilities (Current Portion of LT Debt)	0	\$0	\$0

Net cash provided/(used) by operating activities

**\$540**                      **\$1,697**                      **\$1,846**

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

Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(42)	(\$297)	(\$241)

Net cash used in investing activities

**(\$42)**                      **(\$297)**                      **(\$241)**

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

Principal payments on AU expansion loan	0	\$0	\$0
---	---	-----	-----

Net cash provided/(used) by financing activities

**\$0**                      **\$0**                      **\$0**

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

**\$498**                      **\$1,400**                      **\$1,605**

**CASH AND CASH EQUIVALENTS, Beginning**

**\$11,152**                      **10,251**                      \$10,888

**CASH AND CASH EQUIVALENTS, Ending**

**\$11,650**                      **\$11,650**                      **\$12,493**

	Current Month	Year to Date	Prior Year to Date
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>			
Net income/(loss)	\$345	\$446	\$737
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation - PP&E	225	\$674	\$591
Depreciation - textbook rental equipment	0	\$0	\$0
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Interest payable	54	\$161	\$168
Deferred Income	(191)	\$206	\$605
Funds held for others	50	\$8	\$11
Other Current Liabilities (Current Portion of LT Debt)	0	\$0	\$0
Net cash provided/(used) by operating activities	<b>\$540</b>	<b>\$1,697</b>	<b>\$1,846</b>
<b>CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:</b>			
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(42)	(\$297)	(\$241)
Net cash used in investing activities	<b>(\$42)</b>	<b>(\$297)</b>	<b>(\$241)</b>
<b>CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:</b>			
Principal payments on AU expansion loan	0	\$0	\$0
Net cash provided/(used) by financing activities	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>\$498</b>	<b>\$1,400</b>	<b>\$1,605</b>
<b>CASH AND CASH EQUIVALENTS, Beginning</b>	<b>\$11,152</b>	<b>10,251</b>	<b>\$10,888</b>
<b>CASH AND CASH EQUIVALENTS, Ending</b>	<b>\$11,650</b>	<b>\$11,650</b>	<b>\$12,493</b>



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

**October 2012**

(\$000's)

<b>CASH AND CASH EQUIVALENTS</b>	11,650
Less: Committed Capital Projects	
HTS Renovation	(140)
Court of Sciences Student Center	(114)
Pauley Pavillion Remodel	(401)
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	(3,755)
Adjustment for Cash Overdraft Entry	(990)
Uncommitted Cash	6,905
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	5,920
<b>RESERVE SURPLUS (DEFICIT)</b>	985

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

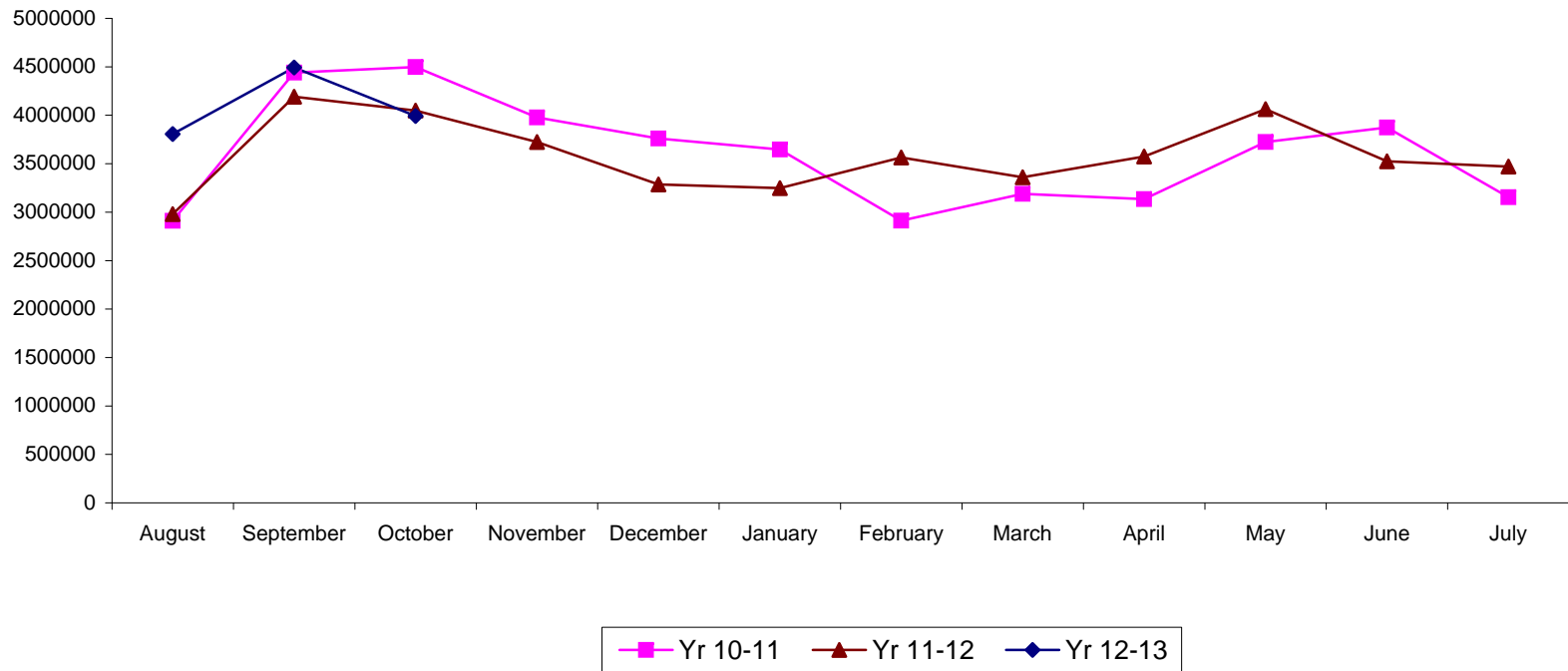
PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
<b>Store/Services</b>								
2012-S001 Store General Replacement	50.0	4.3	3.3	7.6	42.4		0.0	In Progress
2012-S002 Store Photocopiers	40.0	0.0	26.2	26.2	13.8		0.0	In Progress
2012-S003 Pauley Souvenir Sales	40.0	0.0	3.5	3.5	36.5		0.0	In Progress
2012-S004 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0	2,000.0	0.0	Pending
2012-S005 Informal Photo-Photo Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-S032 Bearwear Remodel	0.0	15.4	0.7	16.1	23.9		40.0	In Progress
2012-S034 HSS Design	0.0	0.0	0.0	0.0	20.0		20.0	In Progress
<b>Total Store/Services</b>	<b>2,140.0</b>	<b>19.7</b>	<b>33.7</b>	<b>53.4</b>	<b>136.6</b>	<b>2,010.0</b>	<b>60.0</b>	
<b>Food Service</b>								
2012-F006 FS Miscellaneous and Unanticipated	50.0	19.4	8.9	28.3	21.7		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	0.0	Pending
2012-F011 NCSC Remodel	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending
2012-F012 Northern Lights Menu Update	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2012-F013 Ostin Music Café	200.0	0.0	0.0	0.0	0.0	200.0	0.0	Pending
2012-F014 TH Misc Kitchen Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
<b>Total Food Services</b>	<b>655.0</b>	<b>19.4</b>	<b>8.9</b>	<b>28.3</b>	<b>21.7</b>	<b>605.0</b>	<b>0.0</b>	
<b>Technology</b>								
2012-T015 Network Infrastructure Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2012-T016 Printer Replacement	10.0	1.9	0.0	1.9	8.1		0.0	In Progress
2012-T017 PC Replacement, Infrastructure	80.0	81.7	0.0	81.7	0.0		1.7	Completed Awaiting Invoice
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	0.0	Pending
2012-T021 ASUCLA Display Boards in AU KH	4.0	0.0	0.0	0.0	0.0	4.0	0.0	Pending
<b>Total Technology</b>	<b>292.0</b>	<b>83.6</b>	<b>0.0</b>	<b>83.6</b>	<b>8.1</b>	<b>202.0</b>	<b>1.7</b>	
<b>Others</b>								
2012-O022 Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-O023 SUO General Replacement	25.0	0.0	12.7	12.7	12.3		0.0	In Progress
2012-O024 Information Technology Upgrades	5.0	0.0	6.2	6.2	0.0		1.2	Completed Awaiting Invoice
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	0.0	8.6	8.6	16.4		0.0	In Progress
2012-O028 Finance Photocopier	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2012-O029 Finance Misc. Replacements	15.0	1.9	0.0	1.9	13.1		0.0	In Progress
2012-O030 Licensing Visual Identity	40.0	15.0	25.0	40.0	0.0		0.0	Completed Awaiting Invoice
2012-S034 HSS Design	0.0	0.0	0.0	0.0	70.0		70.0	In Progress
<b>Total Others</b>	<b>540.0</b>	<b>16.9</b>	<b>52.5</b>	<b>69.4</b>	<b>111.8</b>	<b>430.0</b>	<b>71.2</b>	
<b>Total Current Year Projects</b>	<b>3,627.0</b>	<b>139.6</b>	<b>95.1</b>	<b>234.7</b>	<b>278.2</b>	<b>3,247.0</b>	<b>132.9</b>	

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

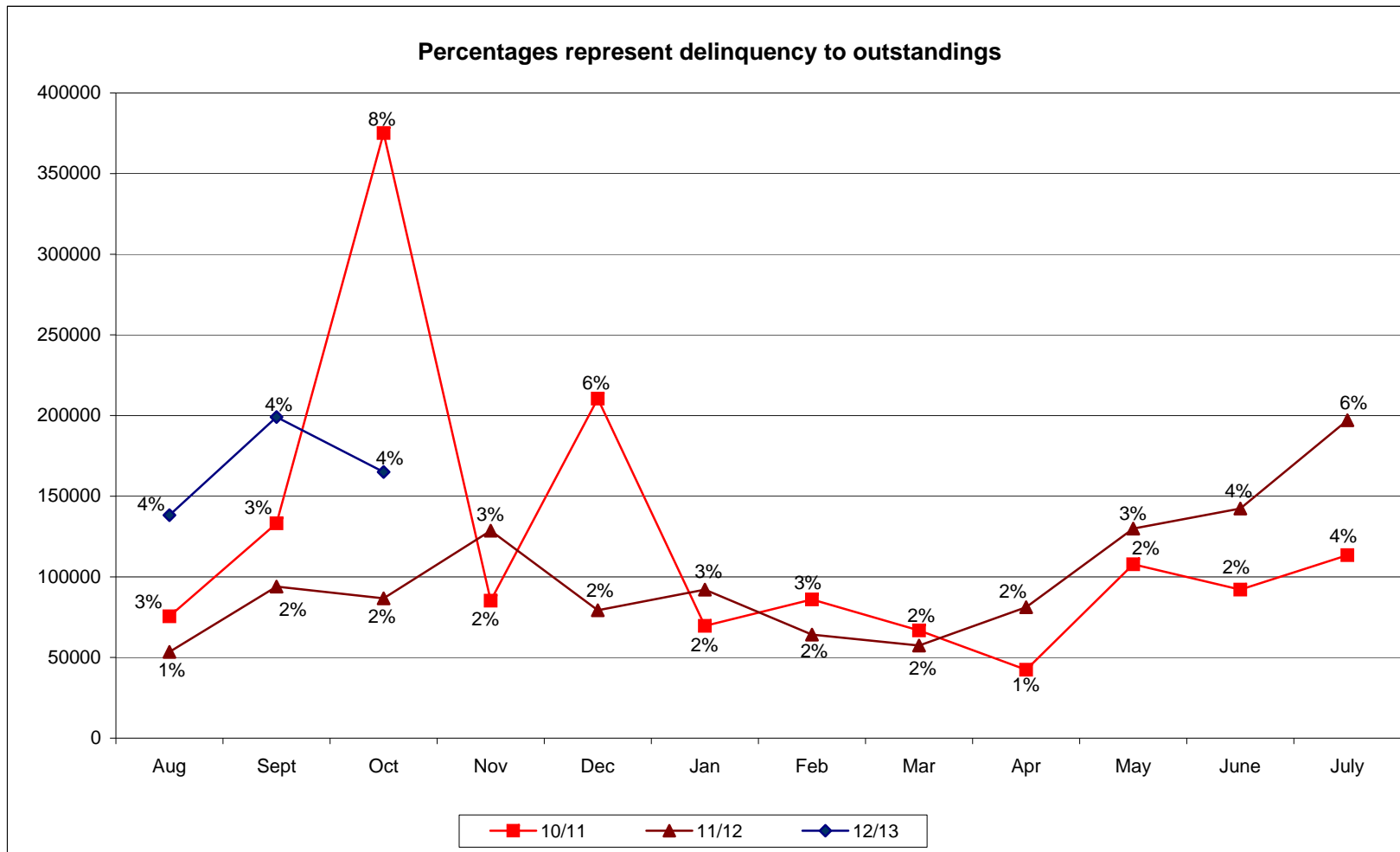
10/27/2012	October	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$863,560	24%	\$146,671	69%	\$32,656	33%	\$6,541	30%	\$10,817	55%	\$4,090	17%	\$1,064,335	26%
ASUCLA PUBLICATIONS		\$242,138	7%	\$603	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$242,741	6%
ASUCLA USA/GSA		\$66,765	2%	\$645	0%	\$0	0%	(\$121)	-1%	\$0	0%	\$72	0%	\$67,361	2%
DUE FROM VENDORS		\$124,259	3%	\$5,003	2%	(\$380)	0%	\$7,391	34%	\$4,927	25%	\$13,702	56%	\$154,902	4%
DENTAL KITS		\$468,128	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$468,128	12%
OTHER		\$1,846,963	51%	\$62,541	29%	\$66,766	67%	\$8,214	37%	\$3,881	20%	\$6,453	27%	\$1,994,818	50%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,611,813</b>	<b>100%</b>	<b>\$215,463</b>	<b>100%</b>	<b>\$99,042</b>	<b>100%</b>	<b>\$22,025</b>	<b>100%</b>	<b>\$19,625</b>	<b>100%</b>	<b>\$24,317</b>	<b>100%</b>	<b>\$3,992,285</b>	<b>100%</b>
		91%		5%		2%		1%		0%		1%		100%	
9/29/2012	September	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$969,872	24%	\$90,044	23%	\$15,594	10%	\$12,712	52%	\$1,710	14%	\$1,157	8%	\$1,091,089	23%
ASUCLA PUBLICATIONS		\$159,013	4%	\$1,960	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$160,973	4%
ASUCLA USA/GSA		\$70,605	2%	\$0	0%	(\$121)	0%	\$0	0%	\$121	1%	(\$49)	0%	\$70,556	2%
DUE FROM VENDORS		\$181,879	5%	(\$2,417)	-1%	\$8,362	6%	\$4,713	19%	\$3,141	26%	\$12,011	84%	\$207,689	5%
DENTAL KITS		\$797,989	21%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$797,989	18%
OTHER		\$1,710,964	44%	\$313,409	78%	\$124,297	84%	\$6,983	29%	\$7,208	59%	\$1,187	8%	\$2,164,048	48%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,890,322</b>	<b>100%</b>	<b>\$402,996</b>	<b>100%</b>	<b>\$148,132</b>	<b>100%</b>	<b>\$24,408</b>	<b>100%</b>	<b>\$12,180</b>	<b>100%</b>	<b>\$14,306</b>	<b>100%</b>	<b>\$4,492,344</b>	<b>100%</b>
		87%		9%		3%		1%		0%		0%		100%	
8/25/2012	August	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$782,073	23%	\$98,311	34%	\$30,525	38%	\$16,057	59%	\$7,805	35%	\$7,559	132%	\$942,330	24%
ASUCLA PUBLICATIONS		\$164,706	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$164,706	4%
ASUCLA USA/GSA		\$71,264	2%	(\$121)	0%	\$0	0%	\$121	0%	(\$49)	0%	\$0	0%	\$71,215	2%
DUE FROM VENDORS		\$765,305	23%	\$5,673	2%	\$6,105	7%	\$3,913	14%	\$2,609	11%	(\$1,941)	-34%	\$781,664	21%
DENTAL KITS		\$110,887	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$110,887	3%
OTHER		\$1,485,275	44%	\$184,758	64%	\$45,649	55%	\$7,357	27%	\$12,357	54%	\$118	2%	\$1,735,514	46%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,379,510</b>	<b>100%</b>	<b>\$288,621</b>	<b>100%</b>	<b>\$82,279</b>	<b>100%</b>	<b>\$27,448</b>	<b>100%</b>	<b>\$22,722</b>	<b>100%</b>	<b>\$5,736</b>	<b>100%</b>	<b>\$3,806,316</b>	<b>100%</b>
		88%		8%		2%		1%		1%		0%		100%	

## Total Aged Accounts Receivable Balances

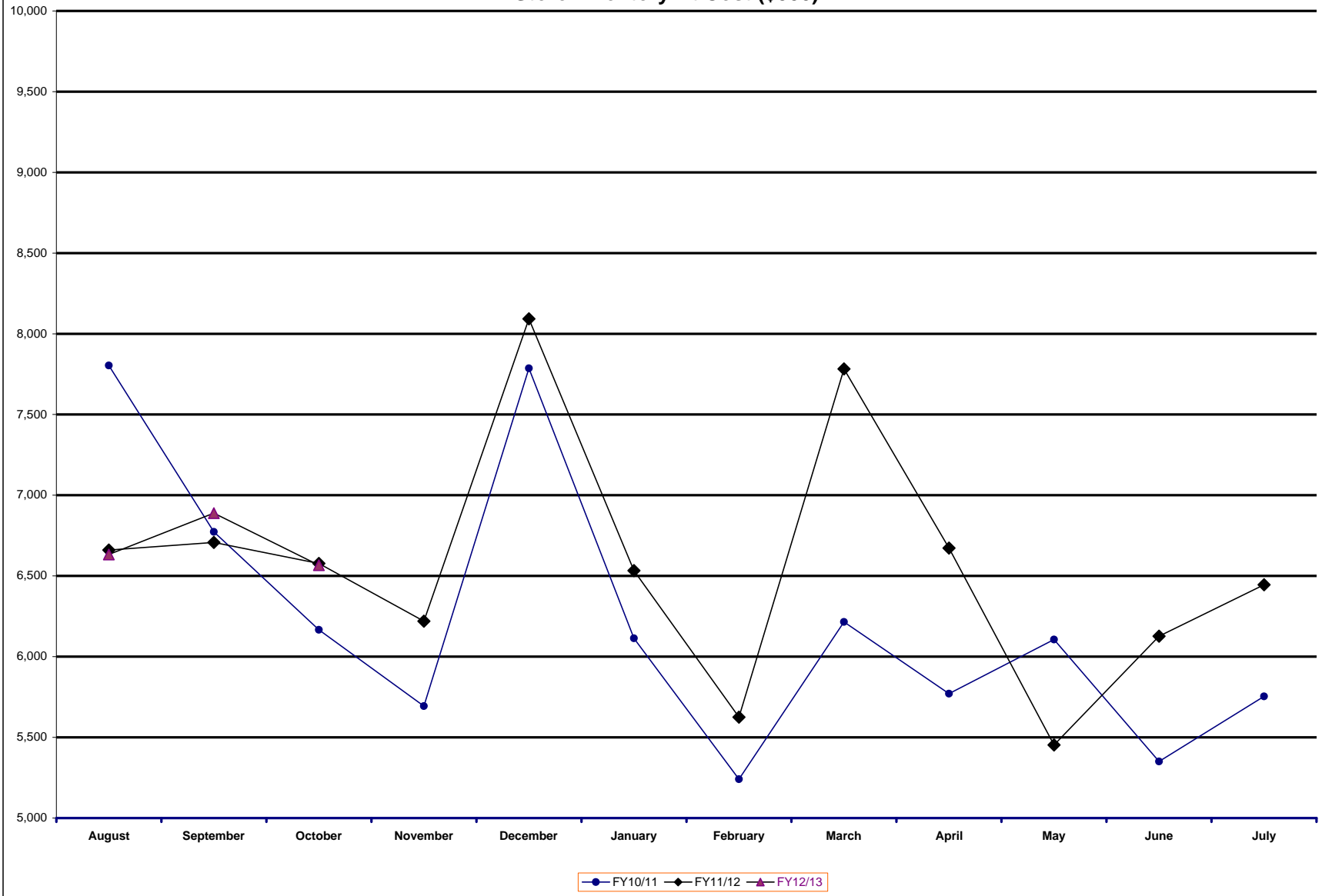
12 Month History  
August 10 through October 12



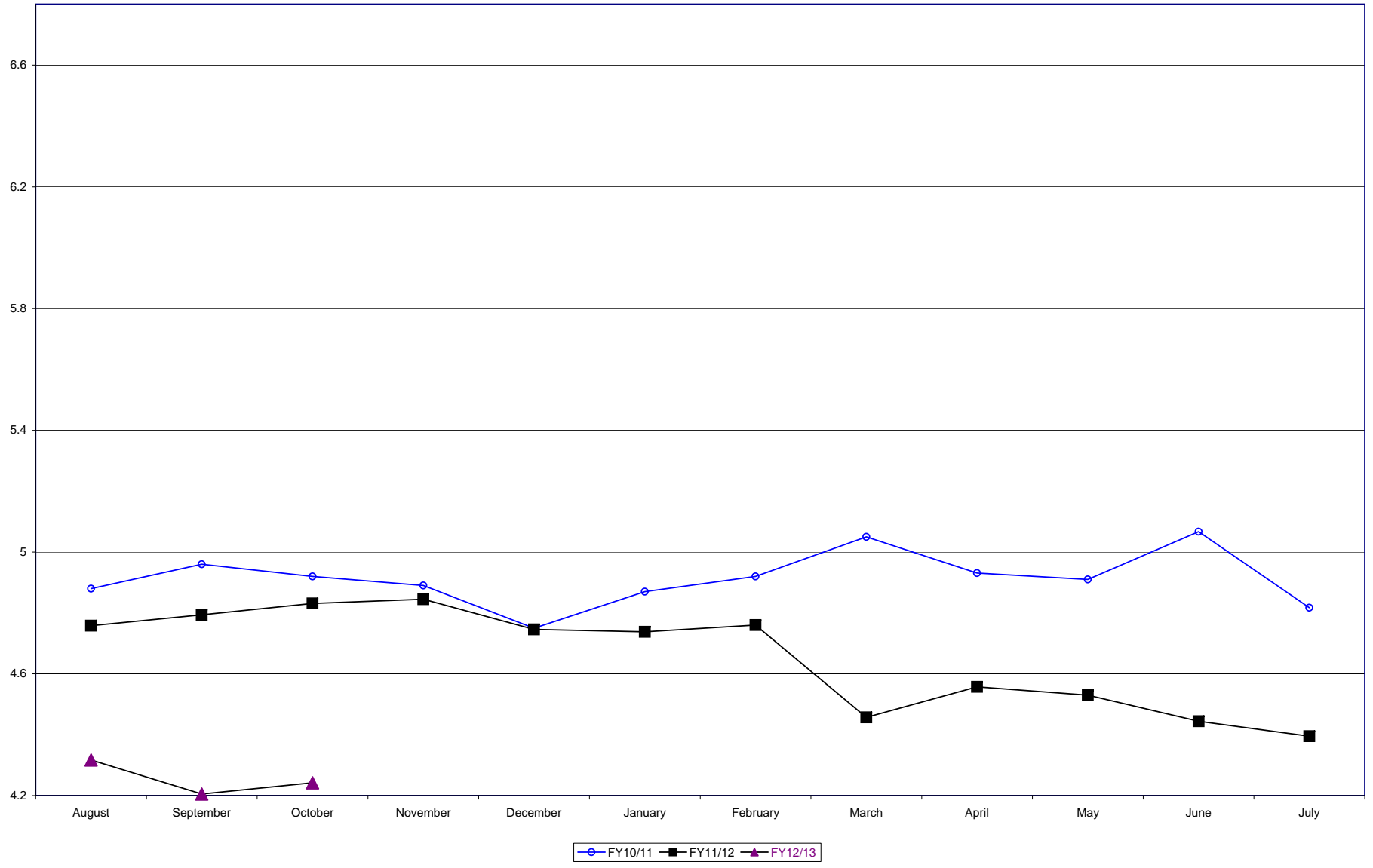
### Aged Accounts Receivable Balances >60 Days Past Due



**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

OCT. 03(09/30/12-10/27/12)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 3 MO(07/29/12-10/27/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,071,232	1,083,547	<12,315>	3,845,072	3,979,069	<133,997>	355,036	4,101,121
97,207	109,802	<12,595>	301,282	321,757	<20,475>	107,528	331,697
951,401	1,127,402	<176,001>	2,670,380	2,920,602	<250,222>	1,090,403	2,760,284
1,446,592	1,854,500	<407,908>	4,881,620	5,863,600	<981,980>	1,547,686	5,824,665
242,196	228,660	13,536	1,087,243	1,013,398	73,845	193,080	1,092,989
90,178	75,000	15,178	341,280	286,000	55,280	61,108	242,246
229,577	274,211	<44,634>	2,831,844	2,639,534	192,310	199,030	2,542,070
4,128,383	4,753,122	<624,739>	15,958,720	17,023,960	<1,065,240>	3,553,870	16,895,073
2,837,366	3,278,346	440,980	11,578,904	12,309,168	730,264	2,385,555	12,310,885
5,599	4,320	<1,279>	18,959	17,330	<1,629>	2,214	20,073
1,429	1,690	261	4,469	4,930	461	1,523	4,849
4,201	4,860	659	11,041	12,070	1,029	4,772	11,699
4,417	5,260	843	13,039	14,920	1,881	4,581	15,084
1,670	1,250	<420>	6,380	5,240	<1,140>	1,349	6,588
338	260	<78>	1,256	1,000	<256>	224	881
1,529	1,630	101	10,283	9,570	<713>	1,309	9,403
19,182	19,270	88	65,428	65,060	<368>	15,972	68,576
2,856,548	3,297,616	441,068	11,644,332	12,374,228	729,896	2,401,527	12,379,461
68.7	69.0	0.2	72.6	72.3	<0.3>	67.1	72.9
1,271,834	1,455,506	<183,672>	4,314,389	4,649,732	<335,343>	1,152,344	4,515,611
31.3	31.0	0.2	27.4	27.7	<0.3>	32.9	27.1
0.5	0.4	<0.1>	0.4	0.4	<0.0>	0.5	0.4
30.8	30.6	0.2	27.0	27.3	<0.3>	32.4	26.7
26.5	26.4	0.0	24.5	24.8	<0.4>	27.4	24.8
34.4	31.8	2.6	34.0	33.3	0.7	32.6	33.3
45.3	47.6	<2.4>	49.3	50.6	<1.3>	47.1	49.8
22.4	21.1	1.4	18.6	18.1	0.6	22.0	18.1
32.7	34.7	<2.0>	25.7	27.9	<2.2>	36.1	26.3
51.6	51.3	0.3	51.9	52.2	<0.3>	50.1	53.5
32.4	32.3	0.1	20.8	22.2	<1.4>	33.5	21.2
49,860	95,480	<45,620>	209,420	265,389	<55,969>	147,150	310,264
1,321,695	1,550,986	<229,291>	4,523,808	4,915,121	<391,313>	1,299,493	4,825,875
256,201	283,257	27,056	797,189	849,771	52,582	276,512	825,567
0	0	0	6,221	0	<6,221>	1,038	1,038
149,702	148,159	<1,543>	439,979	458,718	18,739	139,259	442,821
405,903	431,416	25,513	1,243,389	1,308,489	65,100	416,809	1,269,426
9.8	9.1	<0.8>	7.8	7.7	<0.1>	11.7	7.5
126,243	147,156	20,913	394,738	442,148	47,410	122,739	363,986
7,063	6,917	<146>	28,236	32,716	4,480	9,744	36,039
13,739	14,520	781	39,990	42,710	2,720	14,632	42,533
80	125	45	343	375	32	80	304
17	18	1	71	54	<17>	17	70
797	1,075	278	4,157	5,500	1,343	1,780	6,050
0	0	0	0	380	380	0	0
5,540	4,200	<1,340>	17,324	19,750	2,426	7,791	21,097
33,695	26,610	<7,085>	95,616	103,705	8,089	23,728	94,847
990	1,000	10	2,797	2,950	153	1,074	3,041
0	0	0	0	0	0	150	150
<7>	0	7	<8>	0	8	0	<18>
0	0	0	0	100	100	0	111
17,264	17,925	661	71,948	75,615	3,667	16,259	69,420
<1,220>	<1,328>	<108>	<1,514>	<4,628>	<3,114>	<1,223>	<1,321>
40	75	35	165,771	170,225	4,454	47	166,663
3,767	3,290	<477>	12,160	9,765	<2,395>	4,420	11,670
0	0	0	<19>	0	19	0	28
68,682	88,360	19,678	221,740	265,045	43,305	65,701	258,022
831	0	<831>	3,374	0	<3,374>	5,270	9,886
1,696	0	<1,696>	5,939	0	<5,939>	17	846
106	0	<106>	106	0	<106>	0	0
0	1,900	1,900	0	1,900	1,900	1,900	4,051
236	900	664	1,109	900	<209>	858	858
0	0	0	0	0	0	0	600
4,434	250	<4,184>	10,047	975	<9,072>	282	1,148
<500>	0	500	<500>	0	500	544	391
2,728	0	<2,728>	2,968	0	<2,968>	2,430	2,430
5,450	5,450	0	21,807	21,805	<2>	11,600	23,700
0	2,500	2,500	0	2,500	2,500	<53>	<53>
0	1	1	0	4	4	0	0
9,723	7,100	<2,623>	32,061	10,700	<21,361>	10,296	24,853
301,395	328,044	26,649	1,130,259	1,205,194	74,935	300,081	1,141,401
707,298	759,460	52,162	2,373,648	2,513,683	140,035	716,889	2,410,827
614,396	791,526	<177,130>	2,150,160	2,401,438	<251,278>	582,604	2,415,048
25,396	27,152	1,756	79,790	84,745	4,955	24,167	74,955
136,361	145,304	8,943	476,373	490,087	13,714	129,889	471,035
57,977	61,850	3,873	196,120	206,417	10,297	57,964	190,485
30,796	33,448	2,652	107,774	118,176	10,402	30,154	107,885
80,960	92,212	11,252	293,028	318,965	25,937	88,936	313,598
69,514	70,826	1,312	191,430	206,916	15,486	63,206	199,812
30,673	30,723	50	101,072	88,536	<12,536>	31,167	86,887
69,465	69,375	<90>	207,990	208,125	135	70,439	211,259
501,142	530,890	29,748	1,653,577	1,721,967	68,390	495,922	1,655,916
113,254	260,636	<147,382>	496,583	679,471	<182,888>	86,682	759,133



**UCLA RESTAURANTS  
INCOME STATEMENT**

OCT. 03(09/30/12-10/27/12)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 3 MO(07/29/12-10/27/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
169,910	157,531	12,379	357,255	339,950	17,305	177,910	407,345
221,983	240,724	<18,741>	429,179	479,143	<49,964>	248,187	500,378
146,366	158,853	<12,487>	371,644	385,488	<13,844>	52,105	150,505
280,141	289,653	<9,512>	583,370	647,169	<63,799>	278,703	600,884
284,336	287,371	<3,035>	615,279	632,912	<17,633>	310,026	701,447
195,384	182,107	13,277	537,456	560,685	<23,229>	181,290	570,819
1,298,120	1,316,239	<18,119>	2,894,183	3,045,347	<151,164>	1,248,223	2,931,378
437,944	442,745	4,801	1,013,159	1,038,104	24,945	416,320	1,009,578
33.7	33.6	<0.1>	35.0	34.1	<0.9>	33.4	34.4
860,176	873,494	<13,318>	1,881,024	2,007,243	<126,219>	831,902	1,921,800
66.3	66.4	<0.1>	65.0	65.9	<0.9>	66.7	65.6
68.8	69.2	<0.4>	67.0	68.5	<1.5>	67.5	66.6
64.8	64.4	0.4	62.8	63.3	<0.5>	64.6	63.1
65.4	66.7	<1.4>	65.0	67.0	<2.1>	66.4	66.8
70.5	70.8	<0.4>	69.6	70.2	<0.5>	70.9	70.5
65.2	65.3	<0.0>	64.4	65.4	<1.0>	65.9	65.7
62.0	61.1	0.9	61.3	61.8	<0.5>	63.5	61.7
217,350	192,538	24,812	515,509	459,627	55,882	173,902	458,987
1,077,526	1,066,032	11,494	2,396,533	2,466,870	<70,337>	1,005,804	2,380,787
272,633	269,961	<2,672>	802,635	819,716	17,081	258,138	764,417
1,870	1,315	<555>	3,247	5,463	2,216	962	9,283
212,140	205,395	<6,745>	536,624	519,162	<17,462>	199,242	531,710
<38,628>	<35,395>	3,233	<91,669>	<88,271>	3,398	<31,795>	<75,910>
448,014	441,276	<6,738>	1,250,837	1,256,070	5,233	426,546	1,229,501
34.5	33.5	<1.0>	43.2	41.3	<2.0>	34.2	41.9
143,120	154,409	11,289	426,111	466,155	40,044	137,952	399,583
2,649	1,555	<1,094>	5,581	4,710	<871>	3,592	6,396
4,132	4,598	466	12,050	13,594	1,544	4,208	12,957
2,407	2,500	93	4,833	6,000	1,167	1,907	4,404
56,518	61,886	5,368	130,814	145,757	14,943	52,972	139,666
4.4	4.7	0.4	4.5	4.8	0.3	4.2	4.8
5,457	4,022	<1,435>	13,253	11,038	<2,215>	4,281	10,329
<7,360>	<8,950>	<1,590>	<22,926>	<26,850>	<3,924>	<7,775>	<23,024>
2,547	2,532	<15>	6,914	8,623	1,709	4,496	15,036
5,866	5,522	<344>	17,661	17,773	112	5,607	20,808
4,177	2,095	<2,082>	7,165	4,905	<2,260>	2,844	6,368
18,496	20,390	1,894	43,310	49,710	6,400	21,218	48,515
30	100	70	322	300	<22>	0	0
4	34	30	25	76	51	14	26
12,341	5,461	<6,880>	23,565	14,349	<9,216>	6,570	18,482
41,645	33,815	<7,830>	76,039	76,231	192	35,620	66,420
2,051	2,404	353	4,271	5,311	1,040	2,406	4,944
1,453	1,085	<368>	1,624	2,193	569	<343>	1,364
0	0	0	0	0	0	5	194
2,835	0	<2,835>	4,462	2,850	<1,612>	3	1,246
0	375	375	662	1,125	463	788	1,182
0	0	0	9,750	5,250	<4,500>	0	240
2,304	0	<2,304>	2,304	0	<2,304>	0	0
14,834	17,223	2,389	38,629	47,871	9,242	16,390	45,909
315,506	311,056	<4,450>	806,420	856,971	50,551	292,754	781,046
763,521	752,332	<11,189>	2,057,257	2,113,041	55,784	719,301	2,010,547
314,005	313,700	305	339,276	353,829	<14,553>	286,504	370,240
28,031	27,772	<259>	80,154	81,217	1,063	24,732	72,615
49,460	46,711	<2,749>	109,557	109,388	<169>	49,911	106,131
21,028	19,246	<1,782>	45,424	44,709	<715>	22,273	43,860
11,170	10,408	<762>	24,645	25,196	551	11,587	24,366
29,365	28,694	<671>	65,644	68,054	2,410	34,174	70,570
58,600	67,596	8,996	161,375	197,486	36,111	53,283	168,440
25,858	29,324	3,466	85,204	84,503	<701>	26,274	73,246
100,848	106,614	5,766	302,448	319,842	17,394	70,621	211,731
324,360	336,365	12,005	874,451	930,395	55,945	292,855	770,959
<10,355>	<22,665>	12,310	<535,174>	<576,566>	41,392	<6,351>	<400,719>
426,126	423,109	3,017	907,025	933,249	<26,224>	392,840	1,591,508
140,696	140,029	667	316,551	316,023	528	108,209	255,616
285,430	283,080	2,350	590,474	617,226	<26,752>	284,631	1,335,892
4.85	4.90	<0.05>	4.97	4.96	0.01	4.63	4.76
6.17	6.06	0.11	6.17	6.13	0.03	6.00	6.07
4.20	4.33	<0.13>	4.32	4.35	<0.03>	4.11	4.22
30,701	30,349	<352>	81,722	82,706	984	29,902	83,998
42.28	43.37	<1.09>	35.41	36.82	<1.41>	41.74	34.90

SERVICES DIVISION  
INCOME STATEMENT

OCT. 03(09/30/12-10/27/12)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 3 MO(07/29/12-10/27/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
16,805	19,463	<2,658>	37,847	45,141	<7,294>	18,538	42,997
16,805	19,463	<2,658>	37,847	45,141	<7,294>	18,538	42,997
259	118	<141>	1,534	1,183	<351>	115	1,148
16,545	19,345	<2,800>	36,314	43,958	<7,644>	18,423	41,850
98.5	99.4	<0.9>	96.0	97.4	<1.4>	99.4	97.3
98.5	99.4	<0.9>	96.0	97.4	<1.4>	99.4	97.3
379,351	420,175	<40,824>	700,265	670,175	30,090	362,219	619,246
87,100	85,172	1,928	253,172	254,475	<1,303>	80,161	238,935
466,452	505,347	<38,895>	953,437	924,650	28,787	442,380	858,181
482,997	524,692	<41,695>	989,750	968,608	21,142	460,803	900,031
30,798	31,369	571	93,236	93,261	25	30,872	91,938
747	1,938	1,191	1,305	5,404	4,099	1,238	3,159
31,544	33,307	1,763	94,541	98,665	4,124	32,110	95,096
187.7	171.1	<16.6>	249.8	218.6	<31.2>	173.2	221.2
14,336	15,470	1,134	43,270	46,169	2,899	13,212	39,262
82	701	619	2,878	2,275	<603>	296	1,633
678	709	31	1,936	2,165	229	617	2,115
268	105	<163>	383	315	<68>	6	258
9,000	9,000	0	9,000	9,000	0	9,000	10,000
2,000	2,000	0	3,999	4,000	1	1,964	3,963
3,170	4,500	1,330	10,066	13,500	3,434	4,604	9,539
0	102	102	248	475	227	99	461
2,083	2,433	350	6,249	7,299	1,050	2,433	7,299
0	1,150	1,150	1,700	3,450	1,750	600	3,836
676	4,150	3,474	8,237	12,450	4,213	750	6,967
46,216	47,950	1,734	46,216	47,950	1,734	31,111	33,222
19,900	22,000	2,100	51,791	47,000	<4,791>	21,870	45,444
0	0	0	40	0	<40>	0	0
81,115	88,820	7,705	206,623	182,960	<23,663>	89,940	191,895
179,524	199,090	19,566	392,635	379,008	<13,627>	176,501	355,893
211,068	232,397	21,329	487,177	477,673	<9,504>	208,611	450,989
271,929	292,295	<20,366>	502,573	490,935	11,638	252,193	449,041
1,974	2,096	122	6,069	6,397	328	1,862	5,626
15,257	15,727	470	30,346	29,330	<1,016>	15,645	28,057
6,706	6,694	<12>	13,024	12,393	<631>	7,219	12,124
3,562	3,620	58	7,061	6,927	<134>	3,755	6,662
9,364	9,981	617	18,852	18,785	<67>	11,076	19,340
12,331	12,564	233	33,957	36,701	2,744	11,212	35,443
5,441	5,448	7	17,929	15,701	<2,228>	5,529	15,413
5,885	5,695	<190>	17,614	17,085	<529>	5,277	15,831
60,520	61,825	1,305	144,852	143,319	<1,533>	61,575	138,496
211,409	230,470	<19,061>	357,722	347,616	10,106	190,618	310,546



ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

OCT. 03(09/30/12-10/27/12)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 3 MO(07/29/12-10/27/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
288,538	291,036	2,498	861,776	872,647	10,871	292,722	882,465
1,257	300	<957>	1,257	900	<357>	0	0
29,908	36,295	6,387	88,488	101,218	12,730	36,431	103,651
319,703	327,631	7,928	951,521	974,765	23,244	329,153	986,116
5.1	4.7	<0.4>	4.6	4.4	<0.1>	5.8	4.5
531	1,000	469	743	3,000	2,257	675	675
0	833	833	0	2,499	2,499	861	861
123,875	132,802	8,927	374,187	397,966	23,779	118,224	351,058
6,270	7,020	750	21,514	24,057	2,543	4,628	21,669
9,228	9,544	316	26,465	29,169	2,704	8,989	27,734
909	1,075	166	2,951	3,309	358	564	2,754
5,376	3,644	<1,732>	11,567	11,034	<533>	865	1,566
0	40	40	0	120	120	0	0
358	401	43	3,598	1,046	<2,552>	175	800
0	855	855	627	2,565	1,938	380	741
135	114	<21>	722	709	<13>	80	107
127	500	373	790	1,500	710	610	2,480
246	337	91	798	1,011	213	246	1,273
<494>	<1,500>	<1,006>	<2,649>	<4,500>	<1,851>	<3,879>	<11,717>
39	50	11	1,036	150	<886>	0	0
271	2,482	2,211	7,644	7,446	<198>	2,377	7,112
<172>	100	272	4,967	10,700	5,733	1,200	7,432
1,906	1,644	<262>	5,718	5,618	<100>	1,596	5,454
4,238	6,096	1,858	14,525	17,008	2,483	2,824	9,720
10,626	10,244	<382>	28,415	30,732	2,317	15,755	29,094
0	24	24	230	76	<154>	24	183
10,457	10,457	0	33,691	33,691	0	10,152	32,709
5	80	75	10	240	230	<5>	<5>
20,440	21,000	560	61,320	63,000	1,680	18,338	55,014
2,874	3,187	314	8,621	9,560	939	2,589	7,766
773	773	0	2,318	2,319	1	814	2,442
10,123	10,164	41	30,369	30,750	381	9,868	29,854
75	0	<75>	2,205	203	<2,002>	0	203
9,167	9,442	275	27,500	28,750	1,250	9,167	27,913
10,447	10,300	<147>	27,271	30,900	3,629	10,482	30,108
200	200	0	726	600	<126>	0	0
3,103	3,909	806	9,995	12,222	2,227	3,795	11,866
3,151	3,100	<51>	9,003	9,300	297	4,561	13,383
7,640	7,640	0	22,920	22,920	0	7,417	22,250
15,498	15,929	431	46,494	47,787	1,293	15,498	46,094
1,563	500	<1,063>	16,611	16,700	89	2,037	12,240
258,983	273,986	15,003	802,900	854,157	51,257	250,905	750,833
578,686	601,617	22,931	1,754,421	1,828,922	74,501	580,058	1,736,949
14,964	15,246	282	41,209	44,547	3,338	13,606	43,012
6,603	6,616	13	21,757	19,067	<2,690>	6,709	18,704
15,124	17,273	2,149	44,701	51,819	7,118	17,653	52,459
36,691	39,135	2,444	107,667	115,433	7,766	37,968	114,175
615,378	640,752	25,374	1,862,088	1,944,355	82,267	618,026	1,851,124
<520,579>	<547,050>	<26,471>	<1,590,222>	<1,672,104>	<81,882>	<526,899>	<1,581,430>
<26,132>	<26,132>	0	<74,578>	<74,578>	0	<22,809>	<68,427>
<3,665>	<3,665>	0	<9,520>	<9,520>	0	<2,702>	<8,108>
<65,002>	<63,905>	1,097	<187,768>	<188,153>	<385>	<65,616>	<193,159>
<615,378>	<640,752>	<25,374>	<1,862,088>	<1,944,355>	<82,267>	<618,026>	<1,851,124>
<0>	0	0	0	0	<0>	0	0

MAINTENANCE DIVISION  
EXPENSE STATEMENT

OCT. 03(09/30/12-10/27/12)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 3 MO(07/29/12-10/27/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
89,420	100,135	10,715	271,782	290,610	18,828	81,515	262,868
2,779	0	<2,779>	8,356	0	<8,356>	1,054	5,909
<50>	0	50	<300>	0	300	0	0
<3,512>	<4,078>	<566>	<11,982>	<12,587>	<605>	<4,764>	<14,399>
0	<3,000>	<3,000>	<27,798>	<9,000>	18,798	0	<12,735>
88,637	93,057	4,420	240,059	269,023	28,964	77,805	241,643
52,351	60,217	7,866	157,960	177,853	19,893	51,041	153,558
188	165	<23>	357	470	113	179	424
683	737	54	1,852	2,652	800	536	2,066
0	180	180	0	540	540	126	474
4,334	4,544	210	13,715	13,752	37	4,508	13,625
5,238	4,151	<1,087>	15,152	13,236	<1,916>	5,269	16,587
1,392	988	<404>	3,728	3,320	<408>	1,509	4,800
930	867	<63>	2,331	2,505	174	948	2,438
19,729	16,225	<3,504>	37,769	46,675	8,906	18,177	68,235
2,767	2,925	158	8,299	8,775	476	2,792	9,359
76	0	<76>	76	200	124	0	0
149	275	126	553	825	272	231	1,286
0	225	225	15	675	660	0	231
2,224	2,450	226	10,353	7,350	<3,003>	573	8,606
8,864	8,415	<449>	22,205	21,445	<760>	7,006	18,859
3,242	3,219	<23>	10,288	9,657	<631>	2,797	8,390
1,069	480	<589>	1,786	1,840	54	947	1,999
103,235	106,063	2,828	286,440	311,770	25,330	96,636	310,936
191,872	199,120	7,248	526,498	580,793	54,295	174,441	552,579
16,006	19,665	3,659	48,017	58,995	10,979	15,331	45,993
16,006	19,665	3,659	48,017	58,995	10,979	15,331	45,993
207,877	218,785	10,908	574,515	639,788	65,273	189,772	598,572
<177,078>	<188,299>	<11,221>	<487,642>	<550,120>	<62,478>	<161,009>	<508,991>
<6,058>	<6,058>	0	<18,174>	<18,174>	0	<6,058>	<18,174>
<2,295>	<2,295>	0	<6,885>	<6,885>	0	<2,296>	<6,888>
<7,482>	<6,887>	595	<20,604>	<20,062>	542	<6,803>	<21,507>
<14,964>	<15,246>	<282>	<41,209>	<44,547>	<3,338>	<13,606>	<43,012>
<207,877>	<218,785>	<10,908>	<574,514>	<639,788>	<65,274>	<189,772>	<598,572>
0	0	<0>	1	0	<1>	0	0

UTILITIES  
EXPENSE STATEMENT

OCT. 03(09/30/12-10/27/12)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
26,440	17,216	<9,224>	Chiller Water
49,234	59,348	10,114	Elec-Non Air Cond.
8,140	8,221	81	Water-Non Air Cond.
3,592	7,239	3,647	Steam-Non Air Cond.
4,278	3,228	<1,050>	Gas
91,684	95,252	3,568	TOTAL OTHER CONTROL.
91,684	95,252	3,568	TOTAL CONTROLLABLE EXP
<78,136>	<81,686>	<3,550>	Allocated-Svs and Ent
<2,642>	<2,642>	0	Allocated-USAC
<1,001>	<1,001>	0	Allocated-GSA
<3,302>	<3,307>	<5>	Allocated-Comm Board
<6,603>	<6,616>	<13>	Allocated-A & SS
<91,684>	<95,252>	<3,568>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 12-13			FISCAL YEAR 11-12	
YTD 3 MO(07/29/12-10/27/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
82,308	56,211	<26,097>	19,338	53,655
171,666	171,252	<414>	56,079	165,893
23,077	21,934	<1,143>	9,024	20,865
10,706	17,341	6,635	6,099	13,771
13,275	8,182	<5,093>	2,540	6,071
301,032	274,920	<26,112>	93,080	260,255
301,032	274,920	<26,112>	93,080	260,255
<257,467>	<235,395>	22,072	<79,394>	<221,333>
<7,926>	<7,926>	0	<2,627>	<7,881>
<3,003>	<3,003>	0	<995>	<2,985>
<10,879>	<9,529>	1,350	<3,355>	<9,352>
<21,757>	<19,067>	2,690	<6,709>	<18,704>
<301,032>	<274,920>	26,112	<93,080>	<260,255>
0	0	0	0	0