

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
February (01/29/12 - 02/25/12)**

**Prepared  
March 13, 2012**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

FEBRUARY (01/29/12 - 02/25/12)										FY 10-11		FISCAL YEAR 2011-2012										FY 10-11	
CURRENT MONTH										**		YTD 7 MONTHS (07/31/11 - 02/25/12)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
2,497		2,825		(328)	(11.6%)	(17)	(0.7%)	2,514		<b>GROSS INCOME</b>												2,514	
1,318		1,331		(13)	(1.0%)	(80)	(5.7%)	1,398		UCLA Store												1,398	
155		186		(31)	(16.7%)	(63)	(28.9%)	218		UCLA Restaurants												218	
147		146		1	0.7%	2	1.4%	145		Services Division												145	
										UCLA Student Union													
<b>4,117</b>		<b>4,488</b>		<b>(371)</b>	<b>(8.3%)</b>	<b>(158)</b>	<b>(3.7%)</b>	<b>4,275</b>		<b>TOTAL</b>												<b>4,275</b>	
846	33.9%	912	32.3%	(66)	1.6	(50)	(1.7)	896	35.6%	<b>GROSS MARGIN</b>												896	35.6%
917	69.6%	938	70.5%	(21)	(0.9)	(65)	(0.6)	982	70.2%	UCLA Store												982	70.2%
155	100.0%	186	100.0%	(31)	0.0	(63)	0.0	218	100.0%	UCLA Restaurants												218	100.0%
81	55.1%	85	58.2%	(4)	(3.1)	(6)	(4.9)	87	60.0%	Services Division												87	60.0%
										UCLA Student Union													
<b>1,999</b>	<b>48.6%</b>	<b>2,121</b>	<b>47.3%</b>	<b>(122)</b>	<b>1.3</b>	<b>(184)</b>	<b>(2.5)</b>	<b>2,183</b>	<b>51.1%</b>	<b>TOTAL</b>												<b>2,183</b>	<b>51.1%</b>
516	20.7%	551	19.5%	35	(1.2)	(17)	(0.9)	499	19.8%	<b>WAGES &amp; BENEFITS</b>												499	19.8%
570	43.2%	573	43.1%	3	(0.1)	(27)	(4.4)	543	38.8%	UCLA Store												543	38.8%
44	28.4%	56	30.1%	12	1.7	3	(6.8)	47	21.6%	UCLA Restaurants												47	21.6%
65	44.2%	65	44.5%	0	0.3	(7)	(4.2)	58	40.0%	Services Division												58	40.0%
										UCLA Student Union													
<b>1,195</b>	<b>29.0%</b>	<b>1,245</b>	<b>27.7%</b>	<b>50</b>	<b>(1.3)</b>	<b>(48)</b>	<b>(2.2)</b>	<b>1,147</b>	<b>26.8%</b>	<b>TOTAL</b>												<b>1,147</b>	<b>26.8%</b>
66	2.6%	68	2.4%	2	(0.2)	0	0.0	66	2.6%	<b>OTHER CONTROLLABLES *</b>												66	2.6%
135	10.2%	116	8.7%	(19)	(1.5)	27	1.4	162	11.6%	UCLA Store												162	11.6%
25	16.1%	45	24.2%	20	8.1	34	11.0	59	27.1%	UCLA Restaurants												59	27.1%
86	58.5%	84	57.5%	(2)	(1.0)	(5)	(2.6)	81	55.9%	Services Division												81	55.9%
										UCLA Student Union													
<b>312</b>	<b>7.6%</b>	<b>313</b>	<b>7.0%</b>	<b>1</b>	<b>(0.6)</b>	<b>56</b>	<b>1.0</b>	<b>368</b>	<b>8.6%</b>	<b>TOTAL</b>												<b>368</b>	<b>8.6%</b>
264	10.6%	293	10.4%	(29)	0.2	(66)	(2.5)	330	13.1%	<b>CONTRIBUTION</b>												330	13.1%
212	16.1%	249	18.7%	(37)	(2.6)	(65)	(3.7)	277	19.8%	UCLA Store												277	19.8%
86	55.5%	85	45.7%	1	9.8	(25)	4.6	111	50.9%	UCLA Restaurants												111	50.9%
(70)	(47.6%)	(64)	(43.8%)	(6)	(3.8)	(18)	(11.7)	(52)	(35.9%)	Services Division												(52)	(35.9%)
										UCLA Student Union													
<b>492</b>	<b>12.0%</b>	<b>563</b>	<b>12.5%</b>	<b>(71)</b>	<b>(0.5)</b>	<b>(174)</b>	<b>(3.6)</b>	<b>666</b>	<b>15.6%</b>	<b>TOTAL</b>												<b>666</b>	<b>15.6%</b>
508	12.3%	500	11.1%	(8)	(1.2)	(43)	(1.4)	465	10.9%	<b>ALLOCATED EXPENSES</b>												465	10.9%
157	3.8%	175	3.9%	18	0.1	(6)	(0.3)	151	3.5%	Admin&Support Services												151	3.5%
56	1.4%	68	1.5%	12	0.1	11	0.2	67	1.6%	Maintenance Division												67	1.6%
218	5.3%	221	4.9%	3	(0.4)	(25)	(0.8)	193	4.5%	Utilities												193	4.5%
										Depreciation													
<b>939</b>	<b>22.8%</b>	<b>964</b>	<b>21.5%</b>	<b>25</b>	<b>(1.3)</b>	<b>(63)</b>	<b>(2.3)</b>	<b>876</b>	<b>20.5%</b>	<b>TOTAL</b>												<b>876</b>	<b>20.5%</b>
(447)	(10.9%)	(401)	(8.9%)	(46)	(2.0)	(237)	(6.0)	(210)	(4.9%)	<b>NET INCOME (LOSS) FROM OPERATIONS</b>												(210)	(4.9%)
12	0.3%	0	0.0%	12	0.3	8	0.2	4	0.1%	<b>OTHER INC/(EXP)</b>												4	0.1%
18	0.4%	17	0.4%	1	0.0	(12)	(0.3)	30	0.7%	Non-Recurrent Inc/(Exp)												30	0.7%
(56)	(1.4%)	(56)	(1.2%)	0	(0.2)	3	0.0	(59)	(1.4%)	Interest Income												(59)	(1.4%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Interest (Expense)												0	0.0%
186	4.5%	186	4.1%	0	0.4	1	0.2	185	4.3%	Income Taxes												185	4.3%
										Student Union Fee Income													
<b>160</b>	<b>3.9%</b>	<b>147</b>	<b>3.3%</b>	<b>13</b>	<b>0.6</b>	<b>0</b>	<b>0.2</b>	<b>160</b>	<b>3.7%</b>	<b>TOTAL</b>												<b>160</b>	<b>3.7%</b>
<b>(287)</b>	<b>(7.0%)</b>	<b>(254)</b>	<b>(5.7%)</b>	<b>(33)</b>	<b>(1.3)</b>	<b>(237)</b>	<b>(5.8)</b>	<b>(50)</b>	<b>(1.2%)</b>	<b>NET INCOME (LOSS)</b>												<b>(50)</b>	<b>(1.2%)</b>

\* Without Benefits

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

FEBRUARY (01/29/12 - 02/25/12)										FY 10-11		FISCAL YEAR 2011-2012										FY 10-11	
CURRENT MONTH										**		YTD 7 MONTHS (07/31/11 - 02/25/12)										**	
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>																							
2,497		2,825		(328)	(11.6%)	(17)	(0.7%)	2,514		UCLA Store		30,442		32,189		(1,747)	(5.4%)	(602)	(1.9%)	31,044			
1,318		1,331		(13)	(1.0%)	(80)	(5.7%)	1,398		UCLA Restaurants		7,684		7,655		29	0.4%	187	2.5%	7,497			
155		186		(31)	(16.7%)	(63)	(28.9%)	218		Services Division		1,983		2,039		(56)	(2.7%)	41	2.1%	1,942			
147		146		1	0.7%	2	1.4%	145		UCLA Student Union		823		826		(3)	(0.4%)	22	2.7%	801			
<b>4,117</b>		<b>4,488</b>		<b>(371)</b>	<b>(8.3%)</b>	<b>(158)</b>	<b>(3.7%)</b>	<b>4,275</b>		<b>TOTAL</b>		<b>40,932</b>		<b>42,709</b>		<b>(1,777)</b>	<b>(4.2%)</b>	<b>(352)</b>	<b>(0.9%)</b>	<b>41,284</b>			
<b>GROSS MARGIN</b>																							
846	33.9%	912	32.3%	(66)	Pts. 1.6	(50)	Pts. (1.7)	896	35.6%	UCLA Store		8,939	29.4%	9,375	29.1%	(436)	0.3	(200)	0.0	9,139	29.4%		
917	69.6%	938	70.5%	(21)	(0.9)	(65)	(0.6)	982	70.2%	UCLA Restaurants		5,371	69.9%	5,419	70.8%	(48)	(0.9)	40	(1.2)	5,331	71.1%		
155	100.0%	186	100.0%	(31)	0.0	(63)	0.0	218	100.0%	Services Division		1,980	99.8%	2,036	99.9%	(56)	(0.1)	41	0.0	1,939	99.8%		
81	55.1%	85	58.2%	(4)	(3.1)	(6)	(4.9)	87	60.0%	UCLA Student Union		401	48.7%	414	50.1%	(13)	(1.4)	7	(0.5)	394	49.2%		
<b>1,999</b>	<b>48.6%</b>	<b>2,121</b>	<b>47.3%</b>	<b>(122)</b>	<b>1.3</b>	<b>(184)</b>	<b>(2.5)</b>	<b>2,183</b>	<b>51.1%</b>	<b>TOTAL</b>		<b>16,691</b>	<b>40.8%</b>	<b>17,244</b>	<b>40.4%</b>	<b>(553)</b>	<b>0.4</b>	<b>(112)</b>	<b>0.1</b>	<b>16,803</b>	<b>40.7%</b>		
<b>TOTAL CONTROLLABLES</b>																							
582	23.3%	619	21.9%	37	(1.4)	(17)	(0.8)	565	22.5%	UCLA Store		5,059	16.6%	5,166	16.0%	107	(0.6)	(107)	(0.6)	4,952	16.0%		
704	53.4%	690	51.8%	(14)	(1.6)	0	(3.0)	704	50.4%	UCLA Restaurants		4,628	60.2%	4,621	60.4%	(7)	0.2	(222)	(1.4)	4,406	58.8%		
69	44.5%	101	54.3%	32	9.8	38	4.6	107	49.1%	Services Division		981	49.5%	1,002	49.1%	21	(0.4)	(31)	(0.6)	950	48.9%		
151	102.7%	149	102.1%	(2)	(0.6)	(11)	(6.1)	140	96.6%	UCLA Student Union		796	96.7%	809	97.9%	13	1.2	(26)	(0.6)	770	96.1%		
<b>1,506</b>	<b>36.6%</b>	<b>1,559</b>	<b>34.7%</b>	<b>53</b>	<b>(1.9)</b>	<b>10</b>	<b>(1.1)</b>	<b>1,516</b>	<b>35.5%</b>	<b>TOTAL</b>		<b>11,464</b>	<b>28.0%</b>	<b>11,598</b>	<b>27.2%</b>	<b>134</b>	<b>(0.8)</b>	<b>(386)</b>	<b>(1.2)</b>	<b>11,078</b>	<b>26.8%</b>		
<b>CONTRIBUTION</b>																							
264	10.6%	293	10.4%	(29)	0.2	(66)	(2.5)	330	13.1%	UCLA Store		3,880	12.7%	4,209	13.1%	(329)	(0.4)	(307)	(0.8)	4,187	13.5%		
212	16.1%	249	18.7%	(37)	(2.6)	(65)	(3.7)	277	19.8%	UCLA Restaurants		743	9.7%	798	10.4%	(55)	(0.7)	(182)	(2.6)	925	12.3%		
86	55.5%	85	45.7%	1	9.8	(25)	4.6	111	50.9%	Services Division		1,000	50.4%	1,033	50.7%	(33)	(0.3)	12	(0.5)	988	50.9%		
(70)	(47.6%)	(64)	(43.8%)	(6)	(3.8)	(18)	(11.7)	(52)	(35.9%)	UCLA Student Union		(395)	(48.0%)	(395)	(47.8%)	0	(0.2)	(19)	(1.1)	(376)	(46.9%)		
<b>492</b>	<b>12.0%</b>	<b>563</b>	<b>12.5%</b>	<b>(71)</b>	<b>(0.5)</b>	<b>(174)</b>	<b>(3.6)</b>	<b>666</b>	<b>15.6%</b>	<b>TOTAL</b>		<b>5,228</b>	<b>12.8%</b>	<b>5,645</b>	<b>13.2%</b>	<b>(417)</b>	<b>(0.4)</b>	<b>(496)</b>	<b>(1.1)</b>	<b>5,724</b>	<b>13.9%</b>		
<b>ALLOCATED EXPENSES</b>																							
466	18.7%	492	17.4%	26	(1.3)	(26)	(1.2)	440	17.5%	UCLA Store		3,652	12.0%	3,759	11.7%	107	(0.3)	(49)	(0.4)	3,603	11.6%		
352	26.7%	342	25.7%	(10)	(1.0)	(40)	(4.4)	312	22.3%	UCLA Restaurants		1,922	25.0%	2,055	26.8%	133	1.8	(71)	(0.3)	1,851	24.7%		
40	25.8%	44	23.7%	4	(2.1)	5	(5.2)	45	20.6%	Services Division		333	16.8%	337	16.5%	4	(0.3)	(11)	(0.2)	322	16.6%		
81	55.1%	86	58.9%	5	3.8	(2)	(0.6)	79	54.5%	UCLA Student Union		555	67.4%	568	68.8%	13	1.4	(5)	1.3	550	68.7%		
<b>939</b>	<b>22.8%</b>	<b>964</b>	<b>21.5%</b>	<b>25</b>	<b>(1.3)</b>	<b>(63)</b>	<b>(2.3)</b>	<b>876</b>	<b>20.5%</b>	<b>TOTAL</b>		<b>6,462</b>	<b>15.8%</b>	<b>6,719</b>	<b>15.7%</b>	<b>257</b>	<b>(0.1)</b>	<b>(136)</b>	<b>(0.5)</b>	<b>6,326</b>	<b>15.3%</b>		
<b>NET INCOME (LOSS) FROM OPERATIONS</b>																							
(204)	(5.0%)	(200)	(4.5%)	(4)	(0.5)	(94)	(2.4)	(110)	(2.6%)	UCLA Store		229	0.6%	450	1.1%	(221)	(0.5)	(355)	(0.8)	584	1.4%		
(139)	(3.4%)	(93)	(2.1%)	(46)	(1.3)	(104)	(2.6)	(35)	(0.8%)	UCLA Restaurants		(1,180)	(2.9%)	(1,257)	(2.9%)	77	0.0	(254)	(0.7)	(926)	(2.2%)		
46	1.1%	41	0.9%	5	0.2	(20)	(0.4)	66	1.5%	Services Division		667	1.6%	696	1.6%	(29)	0.0	1	0.0	666	1.6%		
(150)	(3.6%)	(149)	(3.3%)	(1)	(0.3)	(19)	(0.5)	(131)	(3.1%)	UCLA Student Union		(950)	(2.3%)	(963)	(2.3%)	13	0.0	(24)	(0.1)	(926)	(2.2%)		
<b>(447)</b>	<b>(10.9%)</b>	<b>(401)</b>	<b>(8.9%)</b>	<b>(46)</b>	<b>(2.0)</b>	<b>(237)</b>	<b>(6.0)</b>	<b>(210)</b>	<b>(4.9%)</b>	<b>TOTAL</b>		<b>(1,234)</b>	<b>(3.0%)</b>	<b>(1,074)</b>	<b>(2.5%)</b>	<b>(160)</b>	<b>(0.5)</b>	<b>(632)</b>	<b>(1.5)</b>	<b>(602)</b>	<b>(1.5%)</b>		
<b>OTHER INC/(EXP)</b>																							
12	0.3%	0	0.0%	12	0.3	8	0.2	4	0.1%	Non-Recurrent Inc/(Exp)		25	0.1%	0	0.0%	25	0.1	(22)	0.0	47	0.1%		
18	0.4%	17	0.4%	1	0.0	(12)	(0.3)	30	0.7%	Interest Income		143	0.3%	120	0.3%	23	0.0	(56)	(0.2)	199	0.5%		
(56)	(1.4%)	(56)	(1.2%)	0	(0.2)	3	0.0	(59)	(1.4%)	Interest (Expense)		(395)	(1.0%)	(395)	(0.9%)	0	(0.1)	19	0.0	(414)	(1.0%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes		0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
186	4.5%	186	4.1%	0	0.4	1	0.2	185	4.3%	Student Union Fee Income		1,299	3.2%	1,299	3.0%	0	0.2	5	0.1	1,294	3.1%		
<b>160</b>	<b>3.9%</b>	<b>147</b>	<b>3.3%</b>	<b>13</b>	<b>0.6</b>	<b>0</b>	<b>0.2</b>	<b>160</b>	<b>3.7%</b>	<b>TOTAL</b>		<b>1,072</b>	<b>2.6%</b>	<b>1,024</b>	<b>2.4%</b>	<b>48</b>	<b>0.2</b>	<b>(54)</b>	<b>(0.1)</b>	<b>1,126</b>	<b>2.7%</b>		
<b>(287)</b>	<b>(7.0%)</b>	<b>(254)</b>	<b>(5.7%)</b>	<b>(33)</b>	<b>(1.3)</b>	<b>(237)</b>	<b>(5.8)</b>	<b>(50)</b>	<b>(1.2%)</b>	<b>NET INCOME (LOSS)</b>		<b>(162)</b>	<b>(0.4%)</b>	<b>(50)</b>	<b>(0.1%)</b>	<b>(112)</b>	<b>(0.3)</b>	<b>(686)</b>	<b>(1.7)</b>	<b>524</b>	<b>1.3%</b>		

ASUCLA  
P/L Reconciliation  
Feb-12

<i>Financial Analysis</i>	\$000's
	<b>Feb-12</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(254)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear gross income \$61K below plan due to a lackluster basketball season, and the negative impact of Pauley Pavilion closure was greater than anticipated	(33)
FastTrack gross income \$15K below plan due to reduced sales of nonessential items	(5)
Graduation Center gross income \$7K above plan due to greater response to professional schools marketing to capture participants early	6
Campus Photo Studio gross income \$9K below plan due to expansion of yearbook portrait schedule shifting deadline to early May	(8)
Computer Store gross margin above plan due to timing for apple year over year bonus, partially offset by negative gross margin resulting mostly from lower sales to UCLA departments	11
APS gross income \$26K below plan due to curriculum changes at Anderson and lower requisitions negatively impacting sales	(10)
Luvalle Market gross income \$10K below plan due to aggressive budget and a decrease in sales during Valentine's Day week	(6)
HSS Dental gross income \$41K below plan due to reduced store traffic and timing of dental kit merchandise arrival	(8)
HSS South Campus and Kinross gross income \$35K below plan due to delay in opening	(15)
Total Wages lower than plan	24
Other, positive controllables mainly employee benefits and vendor adv. allowance	15
Total Contribution	(29)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Panda Express gross income above plan due to delay in opening CSSC and increased enrollment	13
Court Science Stu Ctr., Subway and Yoshinoya gross income \$82K below plan due to delay in opening	(58)
Luvalle Food Servery gross income \$5K above plan due to delay in opening CSSC and increased enrollment	6
YRL gross income \$23K above plan due to higher than anticipated sales	17
Cooperage gross income \$20K above plan due to delay in opening CSSC and increased enrollment	10
Concessions gross income \$18K below plan due to second coffee cart not yet opened	(14)
Other, negative controllables mainly bank card expense	(11)
Total Contribution	(37)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing domestic income below plan due to low sales during holidays causing some returns and lower new inventory purchases	(17)
Leased Ops income below plan mainly due to delay in opening of CSSC which will generate utilities charges and ATM rents	(8)
Photography income below plan due to timing of intercollegiate athletics invoices (will be reported next month)	(7)
Other, positive controllables mainly career wages and payment to UCLA	33
Total Contribution	1
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Student Union Ops gross margin below plan due mostly to an offset between new and cancelled events	(1)
Recreation & Games gross income below plan due to lower than anticipated sales	(1)
AU Post Office gross income below plan	(1)
Other, negative controllables	(3)
Total Contribution	(6)
<b>Allocated Expenses and Other</b>	
A&SS higher than plan mostly in special projects and travel/trips/conference, partially offset by positive wages and employee benefits	(8)
Maintenance lower than plan due to positive wages and benefits, and taking over the PM drain cleaning from UCLA Facilities has reduced repairs & maintenance	18
Utilities lower than plan due mostly to reduced consumption from the delay in opening CSSC	12
Other, mostly non-recurring (reclass prior month entry)	16
Total	38
<b>Actual Net Income/(Loss)</b>	<b>(287)</b>

**ASUCLA**  
**P/L Reconciliation**  
**Year-To-Date Through February 2012**

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(50)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear gross income \$257K below plan due to reduced fan enthusiasm in addition to the relocation of Pauley Pavilion events during the remodel	(172)
Campus Photo Studio gross margin below plan due to lower sales and higher raw materials costs	(52)
Computer store gross income \$875K below plan due to lower department and individual sales	(33)
New Text gross income \$173K below plan due to less requisitions and titles requested in comparison to last year; also students shopping elsewhere	(64)
Used Text gross income \$165K above plan due to better availability of used titles	39
Luvalle Books gross income \$101K below plan due to undergraduate and F/EMBA sales moved to Ackerman and fewer law titles requested	(43)
Luvalle Essentials/Market gross income \$58K below plan due to a very difficult retail climate and aggressive sales plan	(36)
Kinross and South Campus Stores' gross income \$169K below plan due to the delay in opening	(73)
Total Wages lower than plan, mainly student	38
Other, mostly positive controllables including employee benefits and bank card expense	67
Total Contribution	(329)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC	65
Greenhouse gross income \$60K above plan due to increased enrollment and delayed opening of CSSC	26
No Campus Student Center gross margin below plan due to aggressive budget for sales this fiscal year	(26)
Court Science Stu Ctr., Subway and Yoshinoya gross income \$517K below plan due to construction issues delaying opening until late February	(372)
Café Synapse gross income \$37K below plan due to delay in starting new sales programs	(28)
YRL gross income \$55K above plan due to higher than anticipated sales	38
KH Coffeehouse gross income \$59K above plan due to increased enrollment and delayed opening of CSSC	37
Cooperage gross income \$118K above plan due to increased enrollment and delayed opening of CSSC	62
Taco Bell gross income \$41K above plan due to increased enrollment and delayed opening of CSSC	29
Catering gross income \$260K above plan due to athletics training table growth and multiple new client events throughout the year	149
Concessions gross income \$91K below plan due to delay in opening second coffee cart in addition to lower sales than planned at Wooden Center athletics events	(59)
Total Wages lower than plan	24
Total Contribution	(55)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing domestic income above plan due to better than anticipated results	6
Licensing foreign income below plan due to non-renewal of Korean license, no over royalty earned in China and Europe, and discontinued programs in Japan and Australia	(8)
Leased Ops income below plan mainly due to delay in opening of CSSC which will generate utilities charges and ATM rents	(43)
Photography income below plan due to some cancelled events and timing (\$7K of prior month events will be booked next month)	(11)
Total Wages lower than plan, mainly career	30
Other, mostly negative controllables mainly payment to UCLA and trademark	(7)
Total Contribution	(33)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Student Union Ops gross income \$21K above plan due to increased social business especially weddings, tenting for reception and strong parents weekend	6
Recreation and Games gross income below plan due to sales much lower than prior year, which budget was based on	(18)
Other, positive controllables mainly student event expense and waiver pool	12
Total Contribution	0
<b>Allocated Expenses and Other</b>	
A&SS lower than plan mostly wages and employee benefits	22
Maintenance lower than plan due to more time spent on capital projects thus less labor and materials spent on repairs and maintenance and a/c maintenance, in addition to bringing pm drain cleaning service in-house	62
Utilities lower than plan due to lower consumption mostly due to the delay in opening CSSC	33
Depreciation lower than plan due to timing of capitals, mainly CSSC delayed until the opening this month	140
Other, mostly positive interest income from higher amounts of invested cash, and positive non-recurring	48
Total	305
<b>Actual Net Income/(Loss)</b>	<b>(162)</b>

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

**ASSETS**

CURRENT ASSETS:

Cash and short term investments	\$9,462	\$10,356	\$10,888
Accounts receivable	3,564	3,249	3,154
Less: Allowance for doubtful accounts	(73)	(74)	(81)
Accounts receivable, net	3,492	3,174	3,074
Student fees receivable	277	92	246
Inventories	6,079	6,978	6,644
Prepaid expenses and other current assets	149	153	233
Total current assets	<b>19,459</b>	<b>20,753</b>	<b>21,085</b>

LONG TERM ASSETS

Property, equipment and improvements	64,116	64,063	63,237
Less: Accumulated depreciation	(35,463)	(35,245)	(34,082)
Total Long Term Assets	<b>28,653</b>	<b>28,818</b>	<b>29,155</b>

**TOTAL ASSETS**

**48,112                      49,572                      50,240**

**LIABILITIES AND RETAINED EARNINGS**

CURRENT LIABILITIES:

Accounts payable	\$3,783	\$4,346	\$5,491
Wages and payroll taxes payable	2,309	2,486	2,630
Sales Tax Payable & Other Liabilities	629	1,123	851
Interest payable	195	139	143
Deferred Income	396	387	176
Funds Held for Others	113	116	101
Current portion of long term debt	673	673	673
Total current liabilities	<b>8,099</b>	<b>9,270</b>	<b>10,065</b>

LONG TERM DEBT:

AU expansion loan	13,452	13,452	13,452
Total long term debt	<b>13,452</b>	<b>13,452</b>	<b>13,452</b>

**TOTAL LIABILITIES**

**21,551                      22,722                      23,518**

RETAINED EARNINGS:

Beginning Balance	26,722	26,722	26,034
Year-to-date net income/(loss)	(162)	125	688

Ending Balance

26,562                      26,849                      26,722

**TOTAL LIABILITIES AND RETAINED EARNINGS**

**48,112                      49,572                      50,240**

**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
STATEMENTS OF CASH FLOWS**  
February 2012  
(\$000's)

**CASH FLOWS FROM OPERATING ACTIVITIES:**

	Current Month	Year to Date	Prior Year to Date
Net income/(loss)	(\$287)	(\$162)	\$524
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation - PP&E	218	\$1,406	1,407
Loss on disposals of fixed assets	0	\$0	0
Depreciation - textbook rental equipment	0	\$0	0
(Increase)/decrease in current assets:			
Accounts receivable	(317)	(\$417)	(216)
Student fees receivable	(186)	(\$34)	(36)
Inventories	899	\$565	1,758
Prepaid expenses and other current assets	5	\$85	73
Increase/(decrease) in current liabilities:			
Accounts payable	(564)	(\$1,707)	(1,076)
Sales Tax Payable & Other Liabilities	(494)	(\$220)	(320)
Wages and payroll taxes payable	(177)	(\$321)	(251)
Interest payable	56	\$50	56
Deferred Income	9	\$219	106
Funds held for Others	(4)	\$11	37
Net cash provided/(used) by operating activities	<b>(\$841)</b>	<b>(\$524)</b>	<b>\$2,062</b>
<b>CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:</b>			
Purchase of textbook rental equipment	0	\$0	3
Purchase of property, equipment and improvements	(53)	(\$903)	(430)
Net cash used in investing activities	<b>(\$53)</b>	<b>(\$903)</b>	<b>(\$427)</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 S/T INVMT</b>	<b>(\$893)</b>	<b>(\$1,426)</b>	<b>\$1,635</b>
<b>CASH AND SHORT TERM INVESTMENTS, Beginning</b>	<b>\$10,356</b>	<b>10,888</b>	<b>\$10,097</b>
<b>CASH AND SHORT TERM INVESTMENTS, Ending</b>	<b>\$9,462</b>	<b>\$9,462</b>	<b>\$11,732</b>



**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
CASH RESERVE COMPUTATION**  
February 2012  
(\$000's)

<b>CASH AND SHORT TERM INVESTMENTS</b>	9,462
Less: Committed Capital Projects	
Court of Sciences Student Center	(159)
AGB Drape Replacement & Sound Paneling	(150)
Solar Panel	(232)
Ackerman Remodel	(2,000)
HTS Renovation	(150)
Pauley Pavillion Remodel	(650)
Store POS	(150)
Subtotal	(3,491)
Adjustment for Cash Overdraft Entry	(743)
Uncommitted Cash	5,228
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	4,986
<b>RESERVE SURPLUS (DEFICIT)</b>	243

ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures - Current Year Projects (\$000's)  
FY 2011-2012 February 2012

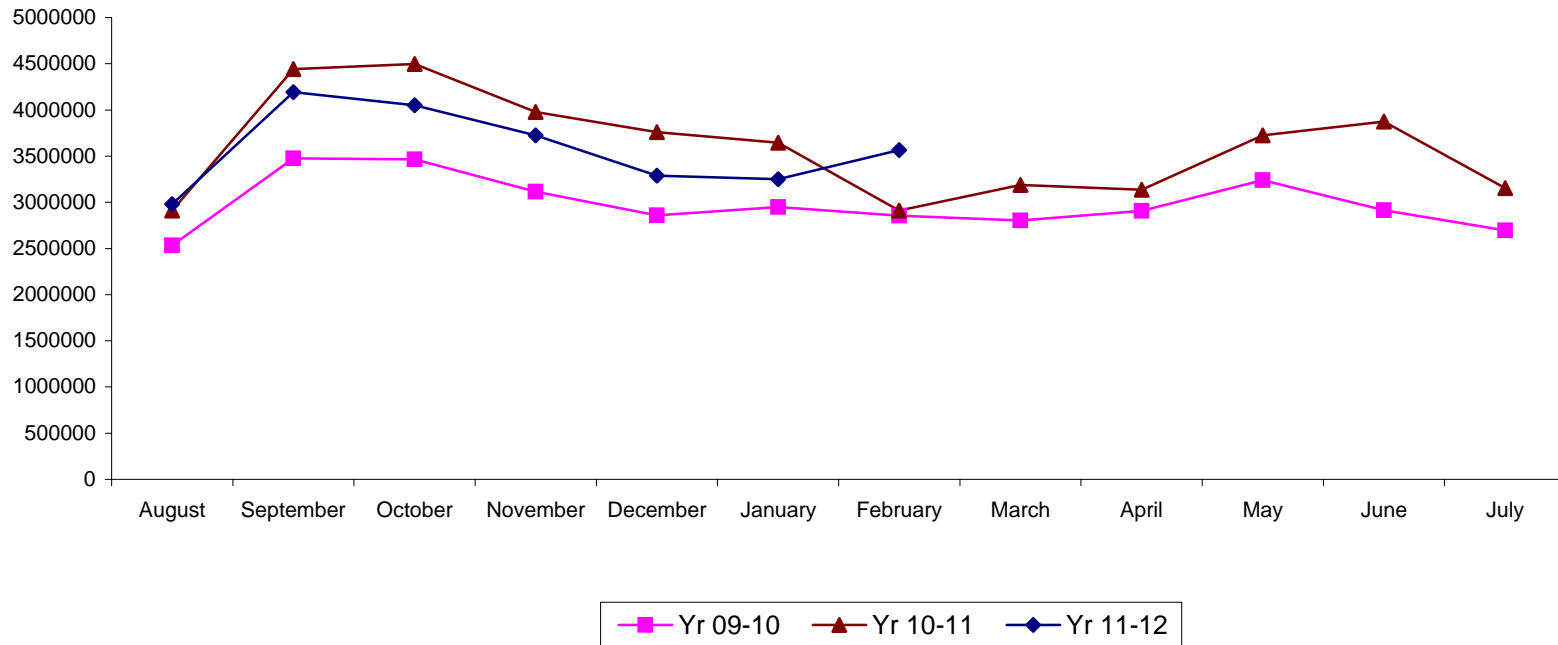
PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
<b>Store/Services</b>								
2011-S001 Store General Replacement	50.0	7.3	30.3	37.6	12.4		0.0	In Progress
2011-S002 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0	2,000.0	0.0	Pending
2011-S003 Informal Photo-Photo Equipment	10.0	0.0	0.0	0.0	0.0		10.0	Pending
2011-S004 HTS Renovation	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2011-S032 AU Space / Store Redesign Study	0.0	300.0	0.0	300.0	0.0		300.0	Completed
2011-S033 Text book Multi Store Fulfillment Modification	0.0	0.0	12.3	12.3	2.7		15.0	In Progress
2011-S034 Kinross Grad Student Center	0.0	0.0	15.7	15.7	14.3		30.0	In Progress
<b>Total Store/Services</b>	<b>2,210.0</b>	<b>307.3</b>	<b>58.3</b>	<b>365.6</b>	<b>29.4</b>	<b>2,160.0</b>	<b>345.0</b>	
<b>Food Service</b>								
2011-F005 FS Miscellaneous and Unanticipated	50.0	21.6	3.1	24.7	25.3		0.0	In Progress
2011-F006 FS Patio Furniture Upgrade	40.0	40.6	3.9	44.5	0.0		4.5	Completed
2011-F007 TFC Dining Room Upgrade	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2011-F008 KCH Dining Room Finish Replacement	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending
2011-F009 Pauley Pavilion Remodel	650.0	0.0	0.0	0.0	0.0	650.0	0.0	Pending
2011-F010 LVC Patio Awning	15.0	3.7	0.0	3.7	11.3		0.0	In Progress
2011-F011 Office Carpet	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-F012 Freezer	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-F013 LV New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F014 Dining Room furniture	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2011-F015 NC New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F016 Space Saving Shelving	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F017 New Candy Storage	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F018 Synapse Menu Renovation Equipment Upgrades	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F031 Training Table	0.0	20.7	0.0	20.7	0.0		20.7	Completed
<b>Total Food Services</b>	<b>970.0</b>	<b>86.6</b>	<b>7.0</b>	<b>93.6</b>	<b>36.6</b>	<b>865.0</b>	<b>25.2</b>	
<b>Technology</b>								
2011-T019 Network Infrastructure Upgrade	20.0	2.5	2.8	5.3	14.7		0.0	In Progress
2011-T020 Printer Replacement	10.0	3.8	0.0	3.8	6.2		0.0	In Progress
2011-T021 Store POS	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2011-T022 Marketing Oversized HP Design Jet Printer	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
<b>Total Technology</b>	<b>210.0</b>	<b>6.3</b>	<b>2.8</b>	<b>9.1</b>	<b>20.9</b>	<b>180.0</b>	<b>0.0</b>	
<b>Others</b>								
2011-O023 Custodial Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-O024 Global Viewpoint Globe	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2011-O025 Sound Barrier Reinforcement 2nd Fl Lng/AGB	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2011-O026 Fac. Misc. Remodels	25.0	0.0	1.4	1.4	23.6		0.0	In Progress
2011-O027 KH Meeting Room Carpet	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending
2011-O028 Finance Misc. Replacements	15.0	21.6	6.3	27.9	0.0		12.9	Completed Awaiting Invoice
2011-O029 MCO Equipment	10.0	14.8	0.0	14.8	0.0		4.8	Completed
2011-O030 EAS AU B-Level	55.0	0.0	0.0	0.0	0.0	55.0	0.0	Pending
<b>Total Others</b>	<b>200.0</b>	<b>36.4</b>	<b>7.7</b>	<b>44.1</b>	<b>23.6</b>	<b>140.0</b>	<b>7.7</b>	
<b>Total Current Year Projects</b>	<b>3,590.0</b>	<b>436.6</b>	<b>75.8</b>	<b>512.4</b>	<b>110.5</b>	<b>3,345.0</b>	<b>377.9</b>	

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

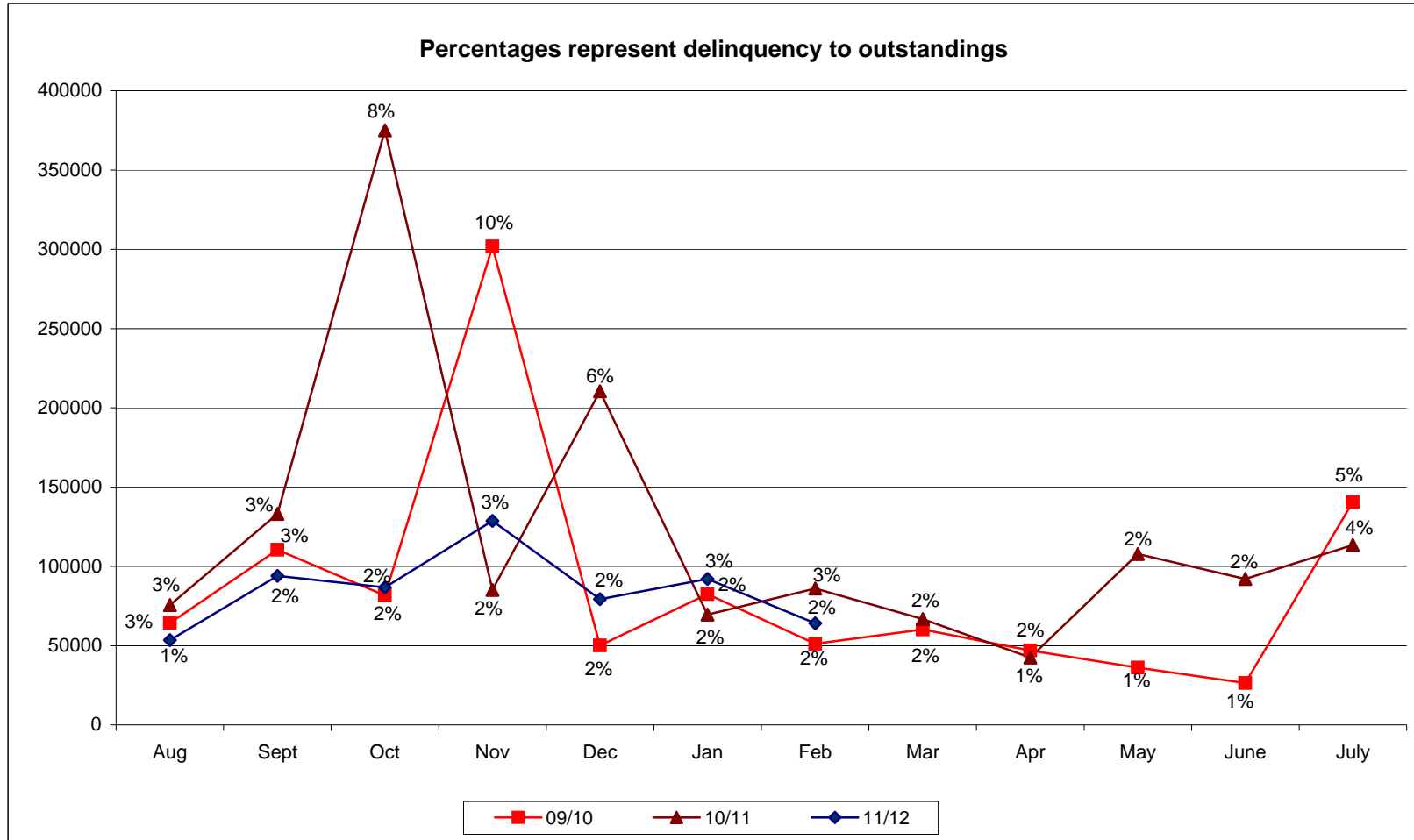
2/25/2012	February	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$620,223	20%	\$210,991	68%	\$10,812	36%	\$11,372	51%	(\$5,437)	-1737%	\$8,223	68%	\$856,184	24%
ASUCLA PUBLICATIONS		\$112,932	4%	\$1,018	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$113,950	3%
ASUCLA USA/GSA		\$198,392	6%	\$5,801	2%	\$228	1%	\$80	0%	\$0	0%	\$0	0%	\$204,501	6%
DUE FROM VENDORS		\$745,798	23%	\$8,088	3%	\$12,040	41%	\$5,338	24%	\$3,559	1137%	\$2,794	23%	\$777,617	22%
DENTAL KITS		\$263,161	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$263,161	7%
OTHER		\$1,251,331	39%	\$82,310	27%	\$6,386	22%	\$5,460	25%	\$2,191	700%	\$1,103	9%	\$1,348,781	38%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,191,837</b>	<b>100%</b>	<b>\$308,208</b>	<b>100%</b>	<b>\$29,466</b>	<b>100%</b>	<b>\$22,250</b>	<b>100%</b>	<b>\$313</b>	<b>100%</b>	<b>\$12,120</b>	<b>100%</b>	<b>\$3,564,194</b>	<b>100%</b>
		89%		9%		1%		1%		0%		0%		100%	
1/28/2012	January	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$612,760	21%	\$124,041	61%	\$28,453	54%	\$6,685	52%	\$9,093	79%	\$7,696	51%	\$788,728	25%
ASUCLA PUBLICATIONS		\$179,965	6%	\$1,686	1%	\$1,349	3%	\$0	0%	\$0	0%	\$0	0%	\$183,000	6%
ASUCLA USA/GSA		\$63,800	2%	\$6,905	3%	\$80	0%	\$0	0%	\$0	0%	\$0	0%	\$70,785	2%
DUE FROM VENDORS		\$212,596	7%	\$14,286	7%	\$9,303	18%	(\$166)	-1%	(\$111)	-1%	\$6,539	43%	\$242,447	7%
DENTAL KITS		\$326,414	11%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$326,414	10%
OTHER		\$1,558,219	53%	\$55,983	28%	\$13,300	25%	\$6,310	49%	\$2,561	22%	\$964	6%	\$1,637,337	50%
<b>TOTAL CURRENT MONTH</b>		<b>\$2,953,754</b>	<b>100%</b>	<b>\$202,901</b>	<b>100%</b>	<b>\$52,485</b>	<b>100%</b>	<b>\$12,829</b>	<b>100%</b>	<b>\$11,543</b>	<b>100%</b>	<b>\$15,199</b>	<b>100%</b>	<b>\$3,248,711</b>	<b>100%</b>
		92%		6%		2%		0%		0%		0%		100%	
12/31/2011	December	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$908,452	30%	\$143,296	71%	\$18,866	44%	\$9,213	44%	\$2,349	41%	\$6,356	66%	\$1,088,532	32%
ASUCLA PUBLICATIONS		\$93,168	3%	\$1,349	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$94,517	3%
ASUCLA USA/GSA		\$61,718	2%	\$2,193	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$63,911	2%
DUE FROM VENDORS		\$354,448	12%	\$11,659	6%	\$4,871	11%	\$3,907	19%	\$2,604	45%	\$1,921	20%	\$379,410	12%
DENTAL KITS		\$444,550	15%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$444,550	14%
OTHER		\$1,143,208	38%	\$43,298	21%	\$19,433	45%	\$7,642	37%	\$801	14%	\$1,314	14%	\$1,215,696	37%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,005,544</b>	<b>100%</b>	<b>\$201,795</b>	<b>100%</b>	<b>\$43,170</b>	<b>100%</b>	<b>\$20,762</b>	<b>100%</b>	<b>\$5,754</b>	<b>100%</b>	<b>\$9,591</b>	<b>100%</b>	<b>\$3,286,616</b>	<b>100%</b>
		92%		6%		1%		1%		0%		0%		100%	

# Total Aged Accounts Receivable Balances

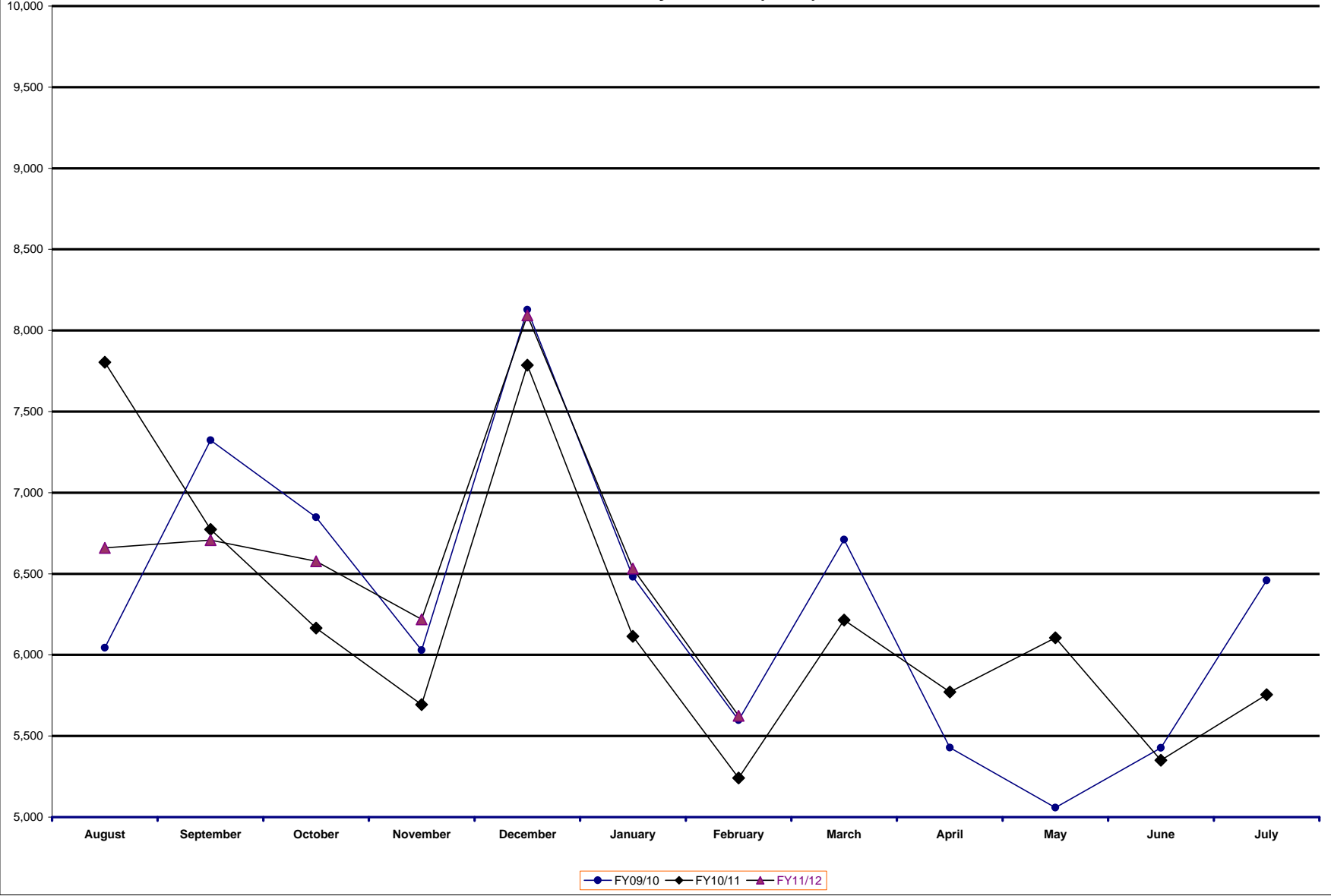
12 Month History  
August 09 through February 12



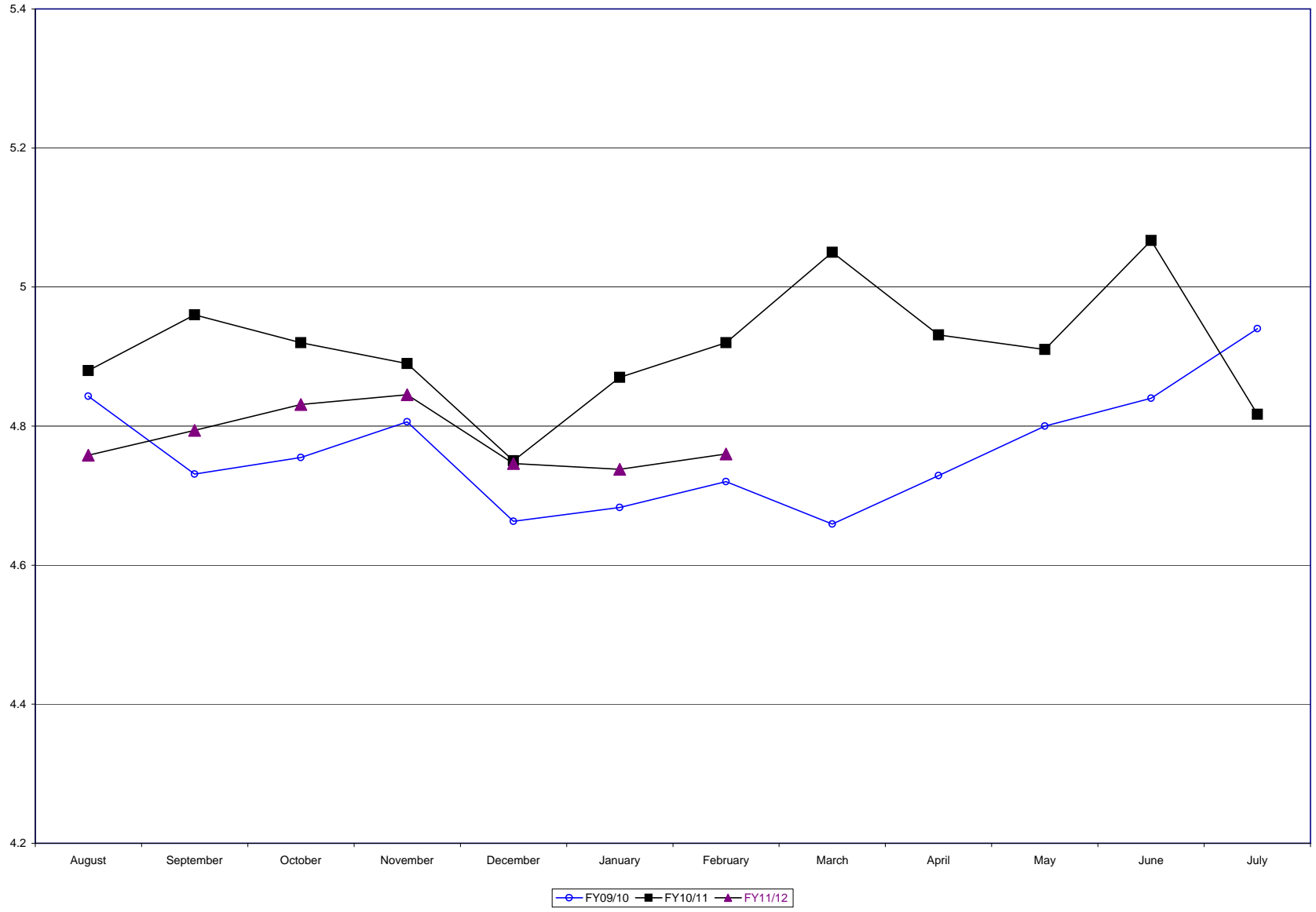
### Aged Accounts Receivable Balances >60 Days Past Due



### 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

FEB. 07(01/29/12-02/25/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11	
CURRENT MONTH			YTD 7 MO(07/31/11-02/25/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
170,049	155,149	14,900	6,843,718	7,002,468	<158,750>	105,748	6,941,056
117,696	122,800	<5,104>	782,388	767,049	15,339	107,416	731,333
648,249	724,930	<76,681>	5,712,935	6,051,871	<338,936>	777,577	5,964,762
1,146,780	1,344,600	<197,820>	10,745,350	11,711,200	<965,850>	1,095,260	10,882,024
175,073	176,863	<1,790>	2,128,999	2,293,312	<164,313>	165,925	2,320,168
172,766	263,250	<90,484>	3,554,820	3,828,400	<273,580>	213,019	3,603,712
2,430,613	2,787,592	<356,979>	29,768,210	31,654,300	<1,886,090>	2,464,946	30,443,054
1,639,235	1,901,051	261,816	21,372,194	22,691,029	1,318,835	1,607,641	21,771,881
1,003	520	<483>	34,330	29,050	<5,280>	470	36,543
1,842	1,950	108	11,546	12,250	704	1,576	10,698
2,715	2,940	225	23,799	24,165	366	3,156	23,892
3,585	3,880	295	29,125	30,330	1,205	3,444	29,544
1,098	1,000	<98>	12,786	12,150	<636>	1,030	13,615
1,415	1,440	25	18,436	15,840	<2,596>	1,435	18,990
11,658	11,730	72	130,022	123,785	<6,237>	11,111	133,284
1,650,893	1,912,781	261,888	21,502,216	22,814,814	1,312,598	1,618,752	21,905,165
67.4	68.2	0.8	71.8	71.7	<0.1>	65.2	71.5
779,720	874,811	<95,091>	8,265,994	8,839,486	<573,492>	846,194	8,537,890
32.6	31.8	0.8	28.2	28.3	<0.1>	34.8	28.5
0.5	0.4	<0.1>	0.4	0.4	<0.1>	0.5	0.4
32.1	31.4	0.7	27.8	27.9	<0.2>	34.3	28.1
19.9	26.5	<6.6>	24.8	24.9	<0.0>	24.3	24.5
30.0	29.1	0.9	31.4	30.5	1.0	33.3	31.2
49.4	49.5	<0.0>	50.4	51.7	<1.4>	51.7	52.0
24.0	21.7	2.3	19.3	18.7	0.6	24.3	19.3
35.1	39.0	<3.8>	27.6	29.2	<1.6>	35.9	27.2
30.9	29.7	1.2	22.1	22.8	<0.8>	27.3	21.6
66,124	37,474	28,650	673,398	535,170	138,228	49,334	601,112
845,844	912,285	<66,441>	8,939,392	9,374,656	<435,264>	895,528	9,139,001
271,864	280,686	8,822	1,934,334	1,940,814	6,480	271,692	1,909,250
0	0	0	1,709	0	<1,709>	0	0
119,856	134,856	15,000	917,628	950,586	32,958	122,809	911,379
391,720	415,542	23,822	2,853,671	2,891,400	37,729	394,502	2,820,629
16.1	14.9	<1.2>	9.6	9.1	<0.5>	16.0	9.3
124,258	135,727	11,469	864,430	923,143	58,713	104,813	794,434
5,923	5,505	<418>	68,097	61,137	<6,960>	5,839	67,189
14,199	14,358	159	98,110	99,770	1,660	14,446	98,351
80	135	55	810	945	135	50	850
21	22	2	150	161	11	24	201
3,211	3,825	614	11,483	8,980	<2,503>	2,650	8,584
0	0	0	2,075	2,098	23	0	2,110
4,452	3,825	<627>	36,893	30,490	<6,403>	5,434	32,838
12,996	10,150	<2,846>	202,510	166,015	<36,495>	9,247	162,640
871	1,075	204	6,460	7,525	1,065	871	5,494
0	0	0	681	0	<681>	0	171
0	0	0	179	0	<179>	0	28
1	0	<1>	<16>	0	16	0	<5>
66	0	<66>	177	272	95	0	272
13,059	14,275	1,216	132,573	139,533	6,960	15,942	135,596
<50,502>	<44,250>	6,252	<58,326>	<55,006>	3,320	<46,504>	<55,932>
3,229	85	<3,144>	238,336	235,595	<2,741>	53	228,177
1,515	1,170	<345>	21,514	16,290	<5,224>	2,042	19,886
175	0	<175>	175	0	<175>	170	170
0	0	0	28	0	<28>	0	0
47,016	51,044	4,028	463,415	524,094	60,679	46,403	493,427
389	0	<389>	7,940	0	<7,940>	4,465	17,348
2,047	0	<2,047>	4,277	0	<4,277>	723	7,201
0	250	250	0	1,750	1,750	0	3,349
0	0	0	4,051	1,900	<2,151>	0	0
546	0	<546>	1,521	1,600	79	366	1,945
0	0	0	900	0	<900>	0	0
252	350	98	1,792	4,300	2,508	1,721	13,669
0	0	<0>	4,054	3,960	<94>	<0>	9,071
0	0	0	4,432	3,200	<1,232>	282	3,387
2,140	2,140	<0>	41,460	41,440	<20>	142	33,324
0	0	0	<53>	0	53	0	0
0	1	1	0	9	9	0	0
4,196	3,710	<486>	45,143	54,906	9,763	1,677	47,486
190,140	203,397	13,257	2,205,269	2,274,107	68,838	170,856	2,131,262
581,860	618,939	37,079	5,058,940	5,165,507	106,567	565,357	4,951,891
263,984	293,346	<29,362>	3,880,452	4,209,149	<328,697>	330,170	4,187,110
28,391	25,555	<2,836>	178,695	179,394	699	21,696	167,778
122,016	135,552	13,536	1,013,092	1,071,812	58,720	114,858	1,002,074
52,804	55,979	3,175	423,405	442,033	18,628	48,442	404,147
28,446	30,473	2,027	232,698	240,865	8,167	25,504	232,007
84,490	80,449	<4,041>	677,597	658,047	<19,550>	75,834	647,152
62,336	69,540	7,204	456,874	483,128	26,255	60,043	449,587
20,305	24,737	4,432	178,086	190,109	12,023	24,216	187,625
68,612	70,434	1,822	491,199	493,038	1,839	69,864	512,407
467,400	492,719	25,319	3,651,646	3,758,426	106,780	440,457	3,602,777
<203,416>	<199,373>	<4,043>	228,806	450,723	<221,917>	<110,287>	584,333



UCLA RESTAURANTS  
INCOME STATEMENT

FEB. 07(01/29/12-02/25/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11	
CURRENT MONTH			YTD 7 MO(07/31/11-02/25/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
156,415	147,453	8,962	909,942	831,290	78,652	157,171	883,991
230,499	241,553	<11,054>	1,224,463	1,275,079	<50,616>	239,312	1,267,691
73,383	152,416	<79,033>	344,577	828,792	<484,215>	48,855	320,381
271,182	238,706	32,476	1,441,629	1,372,643	68,986	226,258	1,257,087
267,047	236,587	30,460	1,591,476	1,372,800	218,676	276,019	1,557,082
156,404	164,626	<8,222>	1,154,880	1,047,774	107,106	288,178	1,244,397
1,154,931	1,181,341	<26,410>	6,666,966	6,728,378	<61,412>	1,235,793	6,530,629
401,357	393,221	<8,136>	2,312,979	2,236,128	<76,851>	416,433	2,166,628
34.8	33.3	<1.5>	34.7	33.2	<1.5>	33.7	33.2
753,574	788,120	<34,546>	4,353,987	4,492,250	<138,263>	819,360	4,364,001
65.3	66.7	<1.5>	65.3	66.8	<1.5>	66.3	66.8
66.3	67.1	<0.8>	66.4	67.6	<1.2>	65.2	66.9
65.1	66.3	<1.2>	63.6	66.1	<2.5>	63.2	65.3
66.6	67.9	<1.3>	66.8	67.6	<0.8>	69.9	68.5
69.8	68.9	0.9	70.1	69.6	0.5	70.0	70.8
64.0	66.3	<2.3>	65.3	66.3	<1.0>	63.8	65.8
58.2	63.8	<5.6>	60.1	63.6	<3.5>	67.7	65.8
163,176	149,935	13,241	1,016,562	926,842	89,720	162,283	966,517
916,750	938,055	<21,305>	5,370,549	5,419,092	<48,543>	981,643	5,330,518
270,491	257,348	<13,143>	1,837,923	1,829,399	<8,524>	242,708	1,698,278
1,497	0	<1,497>	13,650	400	<13,250>	2,647	8,205
188,943	200,506	11,563	1,176,897	1,231,387	54,490	205,981	1,157,771
<32,184>	<29,773>	2,411	<178,771>	<187,983>	<9,212>	<26,273>	<162,726>
428,747	428,081	<666>	2,849,698	2,873,203	23,505	425,063	2,701,529
37.1	36.2	<0.9>	42.7	42.7	<0.0>	34.4	41.4
140,810	145,012	4,202	957,171	989,902	32,731	117,486	852,833
2,033	1,625	<408>	13,769	12,670	<1,099>	1,219	13,210
5,185	4,891	<294>	31,751	34,287	2,536	4,700	32,274
2,000	1,500	<500>	8,508	9,900	1,392	500	5,884
56,210	57,176	966	322,931	334,517	11,586	55,754	319,444
4.9	4.8	<0.0>	4.8	5.0	0.1	4.5	4.9
3,240	3,550	310	23,229	23,487	259	4,493	19,864
0	0	0	7	0	<7>	0	0
<8,193>	<8,625>	<432>	<54,634>	<58,725>	<4,091>	<6,479>	<50,806>
2,343	2,590	247	22,016	17,740	<4,276>	2,977	20,634
7,497	4,017	<3,480>	44,464	29,306	<15,158>	6,016	34,865
2,094	1,245	<849>	11,880	15,280	3,400	2,256	14,942
2,603	2,645	42	55,629	72,450	16,821	1,397	66,866
0	100	100	Menu Development	700	700	0	108
3	79	76	Dorm Coupons Expense	30	422	392	21
6,721	4,589	<2,132>	Repairs & Maintenance	46,964	29,330	<17,634>	7,214
35,889	22,220	<13,669>	Bank Card Expense	176,758	125,292	<51,466>	23,675
1,851	2,251	400	Sales Tax Expense	11,113	12,569	1,456	2,159
842	531	<311>	Overs/Shorts	4,614	2,984	<1,630>	275
3	0	<3>	Credit Card Adjustments	196	0	<196>	141
0	0	0	Rentals	1,314	500	<814>	407
748	350	<398>	Rentals-Truck	2,493	2,450	<43>	1,246
0	800	800	Taxes & Licenses	870	1,500	630	818
0	0	0	Professional Services	0	0	0	2,063
0	0	0	Temp Agency Service	0	250	250	0
13,713	14,898	1,185	Commission Expense	97,004	91,035	<5,969>	53,000
275,591	261,444	<14,147>	TOTAL OTHER CONTROL.	1,778,079	1,747,846	<30,233>	279,275
704,337	689,525	<14,812>	TOTAL CONTROLLABLE EXP	4,627,777	4,621,049	<6,728>	704,339
			GROSS CONTRIBUTION TO				
212,413	248,530	<36,117>	SVCS AND ENTERPRISES	742,772	798,043	<55,271>	277,304
			Less: Allocated Exp				
31,074	26,327	<4,747>	Allocated Exp. -HR	178,902	177,998	<904>	23,377
64,417	63,877	<540>	Allocated Exp. Fin	295,434	292,811	<2,623>	63,868
27,877	26,379	<1,498>	Allocated Exp. -IS	124,290	120,873	<3,417>	26,936
15,018	14,360	<658>	Allocated Exp. Mktg	67,949	66,042	<1,907>	14,182
44,605	37,911	<6,694>	Allocated Exp Othr SA	197,312	177,632	<19,680>	42,168
52,548	58,587	6,039	Maintenance	385,143	407,210	22,067	50,615
17,117	20,852	3,735	Utilities	150,127	160,259	10,132	20,413
98,893	93,208	<5,685>	Depreciation	523,326	652,456	129,130	70,443
351,549	341,501	<10,048>	TOTAL ALLOCATED EXP	1,922,483	2,055,281	132,798	312,002
<139,136>	<92,971>	<46,165>	NET INCOME (LOSS)	<1,179,711>	<1,257,238>	77,527	<34,698>
371,096	373,436	<2,340>	TOTAL CUSTOMER COUNT	2,046,955	2,185,432	<138,477>	366,136
105,850	111,422	<5,572>	3RD PARTY CUST COUNT	595,506	657,841	<62,335>	97,447
265,246	262,014	3,232	ASUCLA CUSTOMER COUNT	1,451,449	1,527,591	<76,142>	268,689
4.64	4.69	<0.05>	TOTAL AVERAGE CHECK	4.70	4.59	0.11	4.40
5.95	5.65	0.29	3RD PARTY AVG CHECK	5.98	5.68	0.31	5.88
4.11	4.28	<0.16>	ASUCLA AVERAGE CHECK	4.18	4.13	0.05	4.29
29,324	29,962	638	EMPLOYEE HOURS	189,281	193,259	3,978	30,331
39.40	39.43	<0.03>	SALES/LABOR HOUR	35.22	34.82	0.41	40.74

SERVICES DIVISION  
INCOME STATEMENT

FEB. 07(01/29/12-02/25/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11	
CURRENT MONTH			YTD 7 MO(07/31/11-02/25/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
7,850	15,289	<7,439>	92,776	103,816	<11,040>	14,162	99,291
7,850	15,289	<7,439>	92,776	103,816	<11,040>	14,162	99,291
288	300	12	2,708	3,096	388	168	2,962
7,562	14,989	<7,427>	90,067	100,720	<10,653>	13,994	96,328
96.3	98.0	<1.7>	97.1	97.0	0.1	98.8	97.0
96.3	98.0	<1.7>	97.1	97.0	0.1	98.8	97.0
68,702	85,000	<16,298>	1,331,641	1,333,350	<1,709>	125,723	1,304,477
78,629	86,165	<7,536>	558,729	601,470	<42,741>	78,083	538,030
147,331	171,165	<23,834>	1,890,370	1,934,820	<44,450>	203,805	1,842,508
154,893	186,154	<31,261>	1,980,437	2,035,540	<55,103>	217,799	1,938,836
30,052	37,464	7,412	219,615	250,802	31,187	29,440	204,427
0	0	0	0	0	0	5,220	5,220
986	970	<16>	5,923	4,842	<1,081>	578	3,496
31,038	38,434	7,396	225,537	255,644	30,107	35,238	213,143
395.4	251.4	<144.0>	243.1	246.3	3.2	248.8	214.7
13,297	17,217	3,920	94,067	111,957	17,890	12,190	83,151
356	950	594	6,028	6,111	83	96	4,527
743	600	<143>	4,990	4,191	<799>	792	5,115
195	105	<90>	514	735	221	84	524
0	0	0	10,168	10,000	<168>	462	8,762
184	0	<184>	7,989	8,000	11	2,330	9,612
0	0	0	0	39	39	0	39
3,447	2,760	<687>	18,724	19,920	1,196	398	25,586
1,021	208	<813>	1,757	1,061	<696>	0	853
2,083	2,777	694	17,506	22,964	5,458	1,836	30,192
0	1,150	1,150	8,086	8,050	<36>	1,238	11,748
0	0	0	0	0	0	0	5,000
430	3,500	3,070	35,226	24,500	<10,726>	4,266	32,041
0	0	0	62,468	64,637	2,169	0	66,219
6,799	8,500	1,701	100,236	101,800	1,564	11,633	97,298
9,681	24,575	14,894	387,464	362,758	<24,706>	36,000	356,650
38,236	62,342	24,106	755,225	746,723	<8,502>	71,326	737,318
69,274	100,776	31,502	980,762	1,002,367	21,605	106,565	950,461
85,619	85,378	241	999,675	1,033,173	<33,498>	111,234	988,374
2,250	2,364	114	14,150	15,926	1,776	1,938	12,678
7,340	8,669	1,329	71,206	72,112	906	9,647	68,671
3,282	3,695	413	31,278	30,793	<485>	4,200	28,901
1,768	2,011	243	16,928	16,816	<112>	2,211	16,552
5,251	5,310	59	49,222	45,350	<3,872>	6,574	45,283
11,057	12,326	1,269	81,041	85,672	4,631	10,650	79,747
3,602	4,388	786	31,590	33,722	2,132	4,295	33,281
5,363	5,277	<86>	37,111	36,939	<172>	5,272	37,327
39,913	44,040	4,127	332,526	337,330	4,804	44,787	322,440
45,706	41,338	4,368	667,148	695,843	<28,695>	66,447	665,935

**UCLA STUDENT UNION  
INCOME STATEMENT**

FEB. 07(01/29/12-02/25/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11	
CURRENT MONTH			YTD 7 MO(07/31/11-02/25/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
20,478	24,400	<3,922>	254,570	218,290	36,280	33,409	229,178
2,407	3,441	<1,034>	13,589	23,224	<9,635>	2,736	21,634
57,293	55,848	1,445	362,700	367,844	<5,144>	52,852	357,918
80,178	83,689	<3,511>	630,859	609,358	21,501	88,997	608,730
57,395	54,898	<2,497>	356,148	361,588	5,440	51,900	350,165
7,920	6,196	<1,724>	65,532	50,860	<14,672>	5,954	57,163
39	100	61	443	400	<43>	0	420
65,355	61,194	<4,161>	422,123	412,848	<9,275>	57,854	407,748
81.5	73.1	<8.4>	66.9	67.8	0.8	65.0	67.0
14,824	22,495	<7,671>	208,736	196,510	12,226	31,143	200,983
18.5	26.9	<8.4>	33.1	32.3	0.8	35.0	33.0
61.3	74.6	<13.3>	74.3	76.7	<2.4>	82.2	75.1
98.4	97.1	1.3	96.7	98.3	<1.5>	100.0	98.1
<0.2>	1.7	<1.9>	1.8	1.7	0.1	1.8	2.2
53,328	49,028	4,300	113,462	128,755	<15,293>	43,197	106,630
3,476	3,874	<398>	15,231	23,587	<8,356>	3,403	23,115
9,870	9,831	39	63,456	64,756	<1,300>	9,668	62,910
66,674	62,733	3,941	192,149	217,098	<24,949>	56,268	192,654
81,498	85,228	<3,730>	400,885	413,608	<12,723>	87,412	393,637
29,756	29,682	<74>	202,178	205,330	3,152	28,881	200,399
20,644	21,723	1,079	140,189	142,113	1,924	18,047	129,668
50,400	51,405	1,005	342,367	347,443	5,076	46,928	330,068
62.9	61.4	<1.4>	54.3	57.0	2.8	52.7	54.2
14,291	13,943	<348>	93,577	94,579	1,002	11,506	84,299
236	758	522	5,000	5,667	667	512	5,412
3,693	3,503	<190>	23,463	24,155	692	3,540	23,972
0	0	0	684	1,250	566	510	1,708
0	0	0	1,979	2,274	295	0	2,475
4,567	4,567	0	6,401	5,495	<906>	4,620	5,549
0	0	0	5,261	4,111	<1,150>	0	4,705
907	89	<818>	20,669	17,823	<2,846>	100	18,717
37,843	35,978	<1,865>	68,019	75,596	7,577	35,902	75,441
200	0	<200>	200	0	<200>	0	0
522	240	<282>	4,206	2,295	<1,911>	222	4,508
0	110	110	105	850	745	120	860
110	110	0	797	447	<350>	34	290
0	0	0	1,267	1,200	<67>	0	103
255	50	<205>	2,415	1,239	<1,176>	5	635
513	470	<43>	6,685	3,302	<3,383>	405	2,974
845	475	<370>	11,082	8,803	<2,279>	190	9,852
2,183	1,083	<1,100>	8,783	7,581	<1,202>	1,083	7,433
1,564	1,417	<147>	9,011	9,316	305	1,313	9,051
<0>	34	34	<24>	220	244	0	0
2,220	2,324	104	9,523	14,152	4,629	2,024	14,209
0	0	0	2,638	2,450	<188>	0	2,512
15,417	15,417	0	107,917	107,919	2	15,417	107,917
15,336	17,000	1,664	63,590	70,500	6,910	15,244	57,359
100,702	97,568	<3,134>	453,249	461,224	7,975	92,747	439,980
151,102	148,973	<2,129>	795,617	808,667	13,050	139,675	770,047
<69,605>	<63,745>	<5,860>	<394,732>	<395,059>	327	<52,263>	<376,411>
3,653	3,161	<492>	21,438	21,531	93	2,581	19,620
6,946	6,808	<138>	30,958	30,764	<194>	6,430	29,752
3,106	2,901	<205>	13,463	13,121	<342>	2,799	12,534
1,673	1,579	<94>	7,359	7,152	<207>	1,474	7,086
4,970	4,170	<800>	21,393	19,288	<2,105>	4,381	19,820
32,849	36,628	3,779	240,762	254,584	13,822	31,641	236,923
10,701	13,035	2,334	93,850	100,182	6,332	12,761	98,873
16,775	17,382	607	125,806	121,674	<4,132>	16,761	125,049
80,673	85,664	4,991	555,029	568,296	13,267	78,828	549,657
<150,278>	<149,409>	<869>	<949,761>	<963,355>	13,594	<131,091>	<926,068>

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

FEB. 07(01/29/12-02/25/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11	
CURRENT MONTH			YTD 7 MO(07/31/11-02/25/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
292,401	298,062	5,661	2,051,717	2,062,299	10,582	287,476	2,018,587
0	300	300	480	2,100	1,620	3,187	29,216
32,416	34,313	1,897	218,154	234,280	16,126	28,059	220,445
324,817	332,675	7,858	2,270,351	2,298,679	28,328	318,721	2,268,248
7.9	7.4	<0.5>	5.6	5.4	<0.2>	7.5	5.5
0	1,000	1,000	11,667	7,000	<4,667>	0	9,558
0	833	833	861	5,831	4,970	0	4,000
120,108	126,131	6,023	827,997	849,182	21,185	100,597	758,288
8,630	7,536	<1,094>	52,757	55,447	2,690	6,874	50,809
9,319	10,226	907	65,521	70,193	4,672	9,659	66,106
942	1,178	236	6,641	7,911	1,270	1,047	7,595
12,370	444	<11,926>	14,972	2,514	<12,458>	0	743
0	40	40	0	280	280	32	283
839	235	<604>	7,118	14,045	6,927	306	6,151
0	52	52	0	52	52	0	0
0	38	38	741	760	19	0	342
115	370	255	855	2,395	1,540	0	3,500
427	620	193	2,982	4,340	1,358	60	3,516
246	250	4	2,317	1,750	<567>	208	1,563
<2,194>	<5,118>	<2,924>	<21,838>	<35,826>	<13,988>	<5,089>	<36,741>
54	50	<4>	896	350	<546>	0	0
4,735	2,450	<2,285>	18,948	16,805	<2,143>	2,387	16,290
1,363	1,200	<163>	12,659	8,400	<4,259>	1,125	7,707
1,850	1,850	0	12,866	13,080	214	1,850	13,793
7,508	5,362	<2,146>	30,298	38,197	7,899	5,630	37,457
12,542	10,244	<2,298>	67,036	71,708	4,672	11,319	61,771
13	9	<4>	299	316	17	0	308
10,702	10,702	0	64,108	64,108	0	13,081	72,019
<15>	80	95	<20>	560	580	1	<6>
18,338	13,042	<5,296>	128,366	91,294	<37,072>	11,341	79,387
2,602	7,008	4,407	20,090	25,714	5,624	2,646	21,788
814	838	24	5,697	5,716	19	597	6,782
9,828	9,828	0	69,165	69,048	<117>	9,828	69,047
1,275	1,200	<75>	3,742	3,600	<142>	1,163	3,076
9,167	9,375	208	64,579	65,625	1,046	9,375	65,625
0	0	0	3,250	3,250	0	0	3,250
0	0	0	0	0	0	0	143
10,003	10,000	<3>	70,708	70,000	<708>	9,160	60,964
10,000	0	<10,000>	10,000	0	<10,000>	10,000	14,000
3,030	6,296	3,266	25,233	34,128	8,895	3,871	27,430
<4>	4,600	4,604	26,725	32,200	5,476	4,322	29,148
7,417	7,417	0	51,917	51,919	2	7,417	51,917
15,498	13,516	<1,982>	108,086	94,612	<13,474>	11,850	82,950
797	500	<297>	17,036	20,200	3,164	3,513	18,867
278,318	259,402	<18,916>	1,784,275	1,766,704	<17,571>	234,169	1,619,428
603,134	592,077	<11,057>	4,054,626	4,065,383	10,757	552,890	3,887,675
13,419	14,969	1,550	98,350	104,041	5,691	12,925	96,782
4,371	5,325	954	38,337	40,925	2,588	5,213	40,390
13,218	17,470	4,253	119,422	122,290	2,868	16,290	121,701
31,008	37,764	6,757	256,109	267,256	11,147	34,428	258,873
634,142	629,841	<4,301>	4,310,735	4,332,639	21,904	587,318	4,146,548
<539,377>	<537,530>	1,847	<3,666,771>	<3,700,361>	<33,590>	<499,100>	<3,531,467>
<24,983>	<24,983>	0	<169,129>	<169,129>	0	<23,955>	<162,830>
<3,772>	<3,772>	0	<24,523>	<24,523>	0	<3,583>	<23,997>
<66,010>	<63,556>	2,454	<450,312>	<438,626>	11,686	<60,681>	<428,254>
<634,142>	<629,841>	4,301	<4,310,735>	<4,332,639>	<21,904>	<587,319>	<4,146,548>
<0>	0	0	<0>	0	0	<1>	<0>

MAINTENANCE DIVISION  
EXPENSE STATEMENT

FEB. 07(01/29/12-02/25/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11	
CURRENT MONTH			YTD 7 MO(07/31/11-02/25/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
90,956	94,404	3,448	649,740	664,709	14,969	84,146	643,006
2,131	0	<2,131>	8,460	0	<8,460>	1,891	8,025
<540>	0	540	<10,192>	0	10,192	0	0
<4,248>	<3,319>	929	<32,458>	<25,046>	7,412	<5,424>	<30,999>
<4,423>	<3,000>	1,423	<35,502>	<21,000>	14,502	<7,735>	<33,818>
83,876	88,085	4,209	580,048	618,663	38,615	72,879	586,214
50,794	56,775	5,981	363,652	386,156	22,504	45,177	343,229
656	165	<491>	1,648	1,480	<168>	489	1,499
910	1,074	164	5,703	7,034	1,331	1,135	6,892
183	30	<153>	951	210	<741>	0	0
3,682	4,308	626	30,634	30,152	<482>	4,220	30,510
4,771	4,348	<423>	35,338	33,099	<2,239>	4,605	33,759
1,185	1,185	<0>	8,855	6,485	<2,370>	1,541	6,911
783	812	29	4,056	5,727	1,671	717	5,139
8,787	15,600	6,813	118,466	109,200	<9,266>	17,356	107,838
2,783	2,925	142	20,469	20,475	6	2,784	19,101
297	100	<197>	336	700	364	0	94
145	210	65	2,011	1,470	<541>	154	942
0	250	250	467	1,750	1,283	0	1,873
1,335	2,650	1,315	16,758	19,050	2,292	2,642	13,741
7,603	7,451	<152>	46,783	50,270	3,487	7,052	48,596
3,198	3,219	22	20,236	22,251	2,016	3,121	21,844
1,110	955	<155>	4,386	6,685	2,299	1,806	5,248
88,221	102,057	13,836	680,747	702,194	21,447	92,798	647,215
172,096	190,142	18,046	1,260,795	1,320,857	60,062	165,677	1,233,429
15,177	17,078	1,901	109,030	119,546	10,516	14,772	113,778
15,177	17,078	1,901	109,030	119,546	10,516	14,772	113,778
187,273	207,220	19,947	1,369,825	1,440,403	70,578	180,449	1,347,207
<158,790>	<177,081>	<18,291>	<1,163,820>	<1,230,595>	<66,776>	<152,949>	<1,145,255>
<6,059>	<6,059>	0	<42,408>	<42,408>	0	<5,883>	<41,175>
<2,296>	<2,296>	0	<16,072>	<16,072>	0	<2,229>	<15,603>
<6,709>	<6,816>	<107>	<49,175>	<47,287>	1,888	<6,463>	<48,392>
<13,419>	<14,969>	<1,550>	<98,350>	<104,041>	<5,691>	<12,925>	<96,782>
<187,273>	<207,221>	<19,948>	<1,369,825>	<1,440,403>	<70,579>	<180,449>	<1,347,207>
0	<1>	<1>	0	0	<0>	<0>	<0>

UTILITIES  
EXPENSE STATEMENT

FEB. 07(01/29/12-02/25/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11	
CURRENT MONTH			YTD 7 MO(07/31/11-02/25/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
5,161	6,789	1,628	80,310	83,299	2,989	4,337	83,527
40,526	47,750	7,224	356,611	365,949	9,338	52,002	381,218
4,777	6,811	2,034	40,251	47,500	7,249	6,147	40,468
8,670	8,806	136	44,171	51,420	7,249	8,897	47,789
2,772	4,467	1,695	15,186	22,859	7,673	2,331	14,998
61,906	74,623	12,717	536,529	571,027	34,498	73,714	568,000
61,906	74,623	12,717	536,529	571,027	34,498	73,714	568,000
<51,725>	<63,012>	<11,287>	<453,653>	<484,272>	<30,619>	<61,685>	<477,946>
<2,628>	<2,628>	0	<18,396>	<18,396>	0	<3,053>	<21,371>
<996>	<996>	0	<6,973>	<6,972>	1	<1,157>	<8,099>
<2,186>	<2,662>	<476>	<19,170>	<20,462>	<1,292>	<2,606>	<20,194>
<4,371>	<5,325>	<954>	<38,337>	<40,925>	<2,588>	<5,213>	<40,390>
<61,906>	<74,623>	<12,717>	<536,529>	<571,027>	<34,498>	<73,714>	<568,000>
0	0	0	0	0	0	0	0