

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

March (02/26/12 - 03/31/12)

Prepared

April 16, 2012

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

MARCH (02/26/12 - 03/31/12)										FY 10-11		FISCAL YEAR 2011-2012										FY 10-11	
CURRENT MONTH										**		YTD 8 MONTHS (07/31/11 - 03/31/12)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
GROSS INCOME																							
3,181		3,631		(450)	(12.4%)	(2,079)	(39.5%)	5,260		GROSS INCOME		33,622		35,821		(2,199)	(6.1%)	(2,682)	(7.4%)	36,304			
1,476		1,423		53	3.7%	148	11.1%	1,328		UCLA Store		9,160		9,078		82	0.9%	335	3.8%	8,825			
193		294		(101)	(34.4%)	(8)	(4.0%)	201		UCLA Restaurants		2,176		2,332		(156)	(6.7%)	33	1.5%	2,143			
152		123		29	23.6%	(2)	(1.3%)	154		Services Division		975		949		26	2.7%	19	2.0%	956			
5,002		5,471		(469)	(8.6%)	(1,941)	(28.0%)	6,943		TOTAL		45,933		48,180		(2,247)	(4.7%)	(2,295)	(4.8%)	48,228			
GROSS MARGIN																							
1,062	33.4%	1,131	31.1%	(69)				1,554	29.5%	UCLA Store		10,002	29.7%	10,506	29.3%	(504)				10,693	29.5%		
1,025	69.4%	1,003	70.5%	22				932	70.2%	UCLA Restaurants		6,396	69.8%	6,422	70.7%	(26)				6,262	71.0%		
192	99.5%	293	99.7%	(101)				201	100.0%	Services Division		2,172	99.8%	2,329	99.9%	(157)				2,139	99.8%		
78	51.3%	67	54.5%	11				88	57.1%	UCLA Student Union		479	49.1%	480	50.6%	(1)				481	50.3%		
2,357	47.1%	2,494	45.6%	(137)		1.5	(418)	7.1	40.0%	TOTAL		19,049	41.5%	19,737	41.0%	(688)	0.5	(526)	0.9	19,575	40.6%		
WAGES & BENEFITS																							
549	17.3%	587	16.2%	38	(1.1)	(11)	(7.1)	538	10.2%	UCLA Store		4,267	12.7%	4,401	12.3%	134	(0.4)	(114)	(1.3)	4,153	11.4%		
646	43.8%	642	45.1%	(4)	1.3	(77)	(1.0)	569	42.8%	UCLA Restaurants		4,452	48.6%	4,506	49.6%	54	1.0	(328)	(1.9)	4,124	46.7%		
44	22.8%	56	19.0%	12	(3.8)	4	1.1	48	23.9%	Services Division		363	16.7%	423	18.1%	60	1.4	(19)	(0.6)	344	16.1%		
69	45.4%	68	55.3%	(1)	9.9	(9)	(6.4)	60	39.0%	UCLA Student Union		505	51.8%	510	53.7%	5	1.9	(31)	(2.2)	474	49.6%		
1,308	26.1%	1,353	24.7%	45	(1.4)	(93)	(8.6)	1,215	17.5%	TOTAL		9,587	20.9%	9,840	20.4%	253	(0.5)	(492)	(2.0)	9,095	18.9%		
OTHER CONTROLLABLES *																							
152	4.8%	164	4.5%	12	(0.3)	26	(1.4)	178	3.4%	UCLA Store		1,493	4.4%	1,515	4.2%	22	(0.2)	22	(0.2)	1,515	4.2%		
143	9.7%	130	9.1%	(13)	(0.6)	(22)	(0.6)	121	9.1%	UCLA Restaurants		964	10.5%	888	9.8%	(76)	(0.7)	9	0.5	973	11.0%		
51	26.4%	111	37.8%	60	11.4	8	3.0	59	29.4%	Services Division		713	32.8%	745	31.9%	32	(0.9)	0	0.5	713	33.3%		
62	40.8%	48	39.0%	(14)	(1.8)	11	6.6	73	47.4%	UCLA Student Union		422	43.3%	415	43.7%	(7)	0.4	6	1.5	428	44.8%		
408	8.2%	453	8.3%	45	0.1	23	(2.0)	431	6.2%	TOTAL		3,592	7.8%	3,563	7.4%	(29)	(0.4)	37	(0.3)	3,629	7.5%		
CONTRIBUTION																							
362	11.4%	381	10.5%	(19)	0.9	(476)	(4.5)	838	15.9%	UCLA Store		4,242	12.6%	4,590	12.8%	(348)	(0.2)	(783)	(1.2)	5,025	13.8%		
237	16.1%	230	16.2%	7	(0.1)	(4)	(2.0)	241	18.1%	UCLA Restaurants		980	10.7%	1,028	11.3%	(48)	(0.6)	(186)	(2.5)	1,166	13.2%		
97	50.3%	127	43.2%	(30)	7.1	3	3.5	94	46.8%	Services Division		1,096	50.4%	1,160	49.7%	(64)	0.7	13	(0.1)	1,083	50.5%		
(53)	(34.9%)	(49)	(39.8%)	(4)	4.9	(9)	(6.3)	(44)	(28.6%)	UCLA Student Union		(448)	(45.9%)	(444)	(46.8%)	(4)	0.9	(27)	(1.9)	(421)	(44.0%)		
643	12.9%	689	12.6%	(46)	0.3	(486)	(3.4)	1,129	16.3%	TOTAL		5,870	12.8%	6,334	13.1%	(464)	(0.3)	(983)	(1.4)	6,853	14.2%		
ALLOCATED EXPENSES																							
492	9.8%	498	9.1%	6	(0.7)	(31)	(3.2)	461	6.6%	Admin&Support Services		3,903	8.5%	3,931	8.2%	28	(0.3)	(169)	(0.8)	3,734	7.7%		
172	3.4%	178	3.3%	6	(0.1)	7	(0.8)	179	2.6%	Maintenance Division		1,325	2.9%	1,393	2.9%	68	0.0	(17)	(0.2)	1,308	2.7%		
91	1.8%	77	1.4%	(14)	(0.4)	(23)	(0.8)	68	1.0%	Utilities		583	1.3%	602	1.2%	19	(0.1)	3	(0.1)	586	1.2%		
218	4.4%	221	4.0%	3	(0.4)	(24)	(1.6)	194	2.8%	Depreciation		1,624	3.5%	1,767	3.7%	143	0.2	(23)	(0.2)	1,601	3.3%		
973	19.5%	974	17.8%	1	(1.7)	(71)	(6.5)	902	13.0%	TOTAL		7,435	16.2%	7,693	16.0%	258	(0.2)	(206)	(1.2)	7,229	15.0%		
NET INCOME (LOSS) FROM OPERATIONS																							
(330)	(6.6%)	(285)	(5.2%)	(45)	(1.4)	(557)	(9.9)	227	3.3%	NET INCOME (LOSS) FROM OPERATIONS		(1,565)	(3.4%)	(1,359)	(2.8%)	(206)	(0.6)	(1,189)	(2.6)	(376)	(0.8%)		
OTHER INC/(EXP)																							
13	0.3%	0	0.0%	13	0.3	1	0.1	12	0.2%	Non-Recurrent Inc/(Exp)		39	0.1%	0	0.0%	39	0.1	(20)	0.0	59	0.1%		
18	0.4%	17	0.3%	1	0.1	0	0.1	18	0.3%	Interest Income		161	0.4%	137	0.3%	24	0.1	(56)	0.0	217	0.4%		
(56)	(1.1%)	(56)	(1.0%)	0	(0.1)	3	(0.3)	(59)	(0.8%)	Interest (Expense)		(451)	(1.0%)	(451)	(0.9%)	0	(0.1)	22	0.0	(473)	(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	3.7%	186	3.4%	0	0.3	1	1.0	185	2.7%	Student Union Fee Income		1,484	3.2%	1,484	3.1%	0	0.1	5	0.1	1,479	3.1%		
161	3.2%	147	2.7%	14	0.5	5	1.0	156	2.2%	TOTAL		1,233	2.7%	1,170	2.4%	63	0.3	(49)	0.0	1,282	2.7%		
(169)	(3.4%)	(138)	(2.5%)	(31)	(0.9)	(552)	(8.9)	383	5.5%	NET INCOME (LOSS)		(332)	(0.7%)	(189)	(0.4%)	(143)	(0.3)	(1,238)	(2.6)	906	1.9%		

* Without Benefits

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

MARCH (02/26/12 - 03/31/12)										FY 10-11	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%				
3,181		3,631		(450)	(12.4%)	(2,079)	(39.5%)	5,260		GROSS INCOME	
1,476		1,423		53	3.7%	148	11.1%	1,328		UCLA Store	
193		294		(101)	(34.4%)	(8)	(4.0%)	201		UCLA Restaurants	
152		123		29	23.6%	(2)	(1.3%)	154		Services Division	
										UCLA Student Union	
5,002		5,471		(469)	(8.6%)	(1,941)	(28.0%)	6,943		TOTAL	
1,062	33.4%	1,131	31.1%	(69)		(492)		1,554	29.5%	GROSS MARGIN	
1,025	69.4%	1,003	70.5%	22		93		932	70.2%	UCLA Store	
192	99.5%	293	99.7%	(101)		(9)		201	100.0%	UCLA Restaurants	
78	51.3%	67	54.5%	11		(10)		88	57.1%	Services Division	
										UCLA Student Union	
2,357	47.1%	2,494	45.6%	(137)		(418)		2,775	40.0%	TOTAL	
701	22.0%	751	20.7%	50	(1.3)	15	(8.4)	716	13.6%	TOTAL CONTROLLABLES	
788	53.4%	773	54.3%	(15)	0.9	(97)	(1.4)	691	52.0%	UCLA Store	
95	49.2%	166	56.5%	71	7.3	11	3.5	106	52.7%	UCLA Restaurants	
131	86.2%	116	94.3%	(15)	8.1	1	(0.5)	132	85.7%	Services Division	
										UCLA Student Union	
1,715	34.3%	1,806	33.0%	91	(1.3)	(70)	(10.6)	1,645	23.7%	TOTAL	
362	11.4%	381	10.5%	(19)	0.9	(476)	(4.5)	838	15.9%	CONTRIBUTION	
237	16.1%	230	16.2%	7	(0.1)	(4)	(2.0)	241	18.1%	UCLA Store	
97	50.3%	127	43.2%	(30)	7.1	3	3.5	94	46.8%	UCLA Restaurants	
(53)	(34.9%)	(49)	(39.8%)	(4)	4.9	(9)	(6.3)	(44)	(28.6%)	Services Division	
										UCLA Student Union	
643	12.9%	689	12.6%	(46)	0.3	(486)	(3.4)	1,129	16.3%	TOTAL	
491	15.4%	514	14.2%	23	(1.2)	34	(5.4)	525	10.0%	ALLOCATED EXPENSES	
352	23.8%	327	23.0%	(25)	(0.8)	(91)	(4.1)	261	19.7%	UCLA Store	
43	22.3%	50	17.0%	7	(5.3)	(6)	(3.9)	37	18.4%	UCLA Restaurants	
87	57.2%	83	67.5%	(4)	10.3	(8)	(5.9)	79	51.3%	Services Division	
										UCLA Student Union	
973	19.5%	974	17.8%	1	(1.7)	(71)	(6.5)	902	13.0%	TOTAL	
(129)	(2.6%)	(133)	(2.4%)	4	(0.2)	(443)	(7.1)	314	4.5%	NET INCOME (LOSS)	
(115)	(2.3%)	(97)	(1.8%)	(18)	(0.5)	(95)	(2.0)	(20)	(0.3%)	FROM OPERATIONS	
54	1.1%	77	1.4%	(23)	(0.3)	(3)	0.3	57	0.8%	UCLA Store	
(140)	(2.8%)	(132)	(2.4%)	(8)	(0.4)	(16)	(1.0)	(124)	(1.8%)	UCLA Restaurants	
										Services Division	
										UCLA Student Union	
(330)	(6.6%)	(285)	(5.2%)	(45)	(1.4)	(557)	(9.9)	227	3.3%	TOTAL	
13	0.3%	0	0.0%	13	0.3	1	0.1	12	0.2%	OTHER INC/(EXP)	
18	0.4%	17	0.3%	1	0.1	0	0.1	18	0.3%	Non-Recurrent Inc/(Exp)	
(56)	(1.1%)	(56)	(1.0%)	0	(0.1)	3	(0.3)	(59)	(0.8%)	Interest Income	
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Interest (Expense)	
186	3.7%	186	3.4%	0	0.3	1	1.0	185	2.7%	Income Taxes	
										Student Union Fee Income	
161	3.2%	147	2.7%	14	0.5	5	1.0	156	2.2%	TOTAL	
(169)	(3.4%)	(138)	(2.5%)	(31)	(0.9)	(552)	(8.9)	383	5.5%	NET INCOME (LOSS)	

FISCAL YEAR 2011-2012										FY 10-11	
YTD 8 MONTHS (07/31/11 - 03/31/12)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%				
33,622		35,821		(2,199)	(6.1%)	(2,682)	(7.4%)	36,304		GROSS INCOME	
9,160		9,078		82	0.9%	335	3.8%	8,825		UCLA Store	
2,176		2,332		(156)	(6.7%)	33	1.5%	2,143		UCLA Restaurants	
975		949		26	2.7%	19	2.0%	956		Services Division	
										UCLA Student Union	
45,933		48,180		(2,247)	(4.7%)	(2,295)	(4.8%)	48,228		TOTAL	
10,002	29.7%	10,506	29.3%	(504)		(691)		10,693	29.5%	GROSS MARGIN	
6,396	69.8%	6,422	70.7%	(26)	(0.9)	134	(1.2)	6,262	71.0%	UCLA Store	
2,172	99.8%	2,329	99.9%	(157)	(0.1)	33	0.0	2,139	99.8%	UCLA Restaurants	
479	49.1%	480	50.6%	(1)	(1.5)	(2)	(1.2)	481	50.3%	Services Division	
										UCLA Student Union	
19,049	41.5%	19,737	41.0%	(688)	0.5	(526)	0.9	19,575	40.6%	TOTAL	
5,760	17.1%	5,916	16.5%	156	(0.6)	(92)	(1.5)	5,668	15.6%	TOTAL CONTROLLABLES	
5,416	59.1%	5,394	59.4%	(22)	0.3	(320)	(1.4)	5,096	57.7%	UCLA Store	
1,076	49.4%	1,169	50.1%	93	0.7	(19)	(0.1)	1,057	49.3%	UCLA Restaurants	
927	95.1%	925	97.5%	(2)	2.4	(25)	(0.7)	902	94.4%	Services Division	
										UCLA Student Union	
13,179	28.7%	13,404	27.8%	225	(0.9)	(456)	(2.3)	12,723	26.4%	TOTAL	
4,242	12.6%	4,590	12.8%	(348)	(0.2)	(783)	(1.2)	5,025	13.8%	CONTRIBUTION	
980	10.7%	1,028	11.3%	(48)	(0.6)	(186)	(2.5)	1,166	13.2%	UCLA Store	
1,096	50.4%	1,160	49.7%	(64)	0.7	13	(0.1)	1,083	50.5%	UCLA Restaurants	
(448)	(45.9%)	(444)	(46.8%)	(4)	0.9	(27)	(1.9)	(421)	(44.0%)	Services Division	
										UCLA Student Union	
5,870	12.8%	6,334	13.1%	(464)	(0.3)	(983)	(1.4)	6,853	14.2%	TOTAL	
4,144	12.3%	4,271	11.9%	127	(0.4)	(15)	(0.9)	4,129	11.4%	ALLOCATED EXPENSES	
2,274	24.8%	2,383	26.3%	109	1.5	(162)	(0.9)	2,112	23.9%	UCLA Store	
375	17.2%	388	16.6%	13	(0.6)	(16)	(0.4)	359	16.8%	UCLA Restaurants	
642	65.8%	651	68.6%	9	2.8	(13)	0.0	629	65.8%	Services Division	
										UCLA Student Union	
7,435	16.2%	7,693	16.0%	258	(0.2)	(206)	(1.2)	7,229	15.0%	TOTAL	
99	0.2%	318	0.7%	(219)	(0.5)	(798)	(1.7)	897	1.9%	NET INCOME (LOSS)	
(1,295)	(2.8%)	(1,355)	(2.8%)	60	0.0	(349)	(0.8)	(946)	(2.0%)	FROM OPERATIONS	
721	1.6%	773	1.6%	(52)	0.0	(2)	0.1	723	1.5%	UCLA Store	
(1,090)	(2.4%)	(1,095)	(2.3%)	5	(0.1)	(40)	(0.2)	(1,050)	(2.2%)	UCLA Restaurants	
										Services Division	
										UCLA Student Union	
(1,565)	(3.4%)	(1,359)	(2.8%)	(206)	(0.6)	(1,189)	(2.6)	(376)	(0.8%)	TOTAL	
39	0.1%	0	0.0%	39	0.1	(20)	0.0	59	0.1%	OTHER INC/(EXP)	
161	0.4%	137	0.3%	24	0.1	(56)	0.0	217	0.4%	Non-Recurrent Inc/(Exp)	
(451)	(1.0%)	(451)	(0.9%)	0	(0.1)	22	0.0	(473)	(1.0%)	Interest Income	
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Interest (Expense)	
1,484	3.2%	1,484	3.1%	0	0.1	5	0.1	1,479	3.1%	Income Taxes	
										Student Union Fee Income	
1,233	2.7%	1,170	2.4%	63	0.3	(49)	0.0	1,282	2.7%	TOTAL	
(332)	(0.7%)	(189)	(0.4%)	(143)	(0.3)	(1,238)	(2.6)	906	1.9%	NET INCOME (LOSS)	

ASUCLA
P/L Reconciliation
Mar-12

<i>Financial Analysis</i>	\$000's
	Mar-12
Budgeted Net Income/(Loss)	(138)
UCLA Store	
Gross Margin:	
Bearwear gross income \$38K below plan as the closure of Pauley Pavilion for remodeling impacted sales more than anticipated, and there was no postseason play for the men's basketball team which had a 19-14 season overall	(22)
FastTrack gross income \$11K below plan due to reduced sales of nonessential items	(5)
Graduation Center gross income \$22K above plan due to effective marketing encouraging students to order regalia early	16
The Market gross income \$20K below plan due to overall slow traffic in the store and greater than anticipated impact from the opening of the South Campus Shop	(7)
Computer Store gross income \$411K below plan due to reduced sales to departments and individual customers despite some positive impact from introduction of the new iPad	(45)
APS gross income \$14K above plan due to early course reader sales, mainly web orders	8
Luvalle Market gross income \$8K below plan due to an aggressive budget in supplies and a shift of sales to other north campus eateries	(6)
HSS Books gross income \$14K below plan due to no repeat of big departmental sales one year prior	(6)
Total Wages lower than plan in career and student	29
Other, positive controllables mainly employee benefits and bank card expense	19
Total Contribution	(19)
UCLA Restaurants	
Gross Margin:	
Panda Express gross income above plan because the loss of sales to the newly opened CSSC was not as large as anticipated	9
The Greenhouse gross income \$13K below plan due to greater than anticipated loss of sales to the newly opened CSSC	(10)
No Campus Student Ctr gross income \$34K below plan due to not fully realizing budgeted sales increase for facility and menu renovation	(21)
Café Synapse gross income \$16K below plan due to not realizing sales rebound in budget	(11)
Yoshinoya gross income above plan in first full month of operation	6
Subway gross income above plan in first full month of operation	6
YRL gross income \$29K above plan due to better sales in first year of operation than anticipated	19
Kerckhoff Coffeehouse gross income \$16K above plan due to budget too low for finals week and some weekends	9
Catering gross income \$60K above plan due to increased Athletic events and new client events	39
Concessions gross income \$32K below plan due to second coffee cart not opened yet, lower attendance and sales at men's volleyball and gymnastic events, and fewer softball games than budgeted	(22)
Total Wages higher than plan, mainly career	(12)
Other, negative controllables mainly bank card expense and repairs and maintenance	(5)
Total Contribution	7
Services	
Gross Margin:	
Licensing domestic income below plan due to a significant slow down in nation-wide sales after the holidays. Retailer projections are reduced from a 13-15% increase to 5-7% increase in the 2012 calendar year. Some of the shortfall will reverse by year-end.	(95)
Photography income below plan due to timing of intercollegiate athletics invoices (will be reported next month)	(7)
Total Wages lower than plan, mainly career	8
Other, positive controllables mainly domestic agency fee and payment to UCLA	64
Total Contribution	(30)
UCLA Student Union	
Gross Margin:	
Student Union Ops gross income \$17K above plan due to commercial film shooting	8
AU Post Office gross income \$17K above plan due mainly to late year sales trends not captured in the budget	3
Other, negative controllables mostly student event expense	(15)
Total Contribution	(4)
Allocated Expenses and Other	
A&SS lower than plan mostly in total wages	6
Maintenance lower than plan due to positive career wages and benefits, and taking over the PM drain cleaning from UCLA Facilities has reduced repairs & maintenance	6
Utilities higher than plan due to adjustment in electricity for prior month error in the meter reading, increased water rates, and higher steam consumption due to colder weather, partially offset by low gas consumption (UCLA is looking into repairing the meter)	(14)
Other, mostly non-recurring	17
Total	15
Actual Net Income/(Loss)	(169)

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

<i>Financial Analysis</i>	\$000's
Budgeted Net Income/(Loss)	(189)
UCLA Store	
Gross Margin:	
Bearwear gross income \$300K below plan due to reduced fan enthusiasm in addition to the relocation of Pauley Pavilion events during the remodel	(203)
Campus Photo Studio gross margin below plan due to lower sales and higher raw materials costs	(50)
Computer store gross income \$1.3M below plan due mostly to lower department and individual sales	(79)
New Text gross income \$203K below plan due to less requisitions and titles requested in comparison to last year; also students shopping elsewhere	(67)
Used Text gross income \$185K above plan due to better availability of used titles	40
Lavelle Books gross income \$112K below plan due to undergraduate and F/EMBA sales moved to Ackerman and fewer law titles requested	(47)
Luvalle Essentials/Market gross income \$66K below plan due to a very difficult retail climate and aggressive sales plan	(42)
Kinross and South Campus Stores' gross income \$182K below plan due to the delay in opening	(78)
Total Wages lower than plan, mainly student	67
Other, mostly positive controllables including employee benefits and bank card expense	111
Total Contribution	(348)
UCLA Restaurants	
Gross Margin:	
Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC	74
Greenhouse gross income \$46K above plan due to increased enrollment and delayed opening of CSSC	16
No Campus Student Center gross margin below plan due to aggressive budget for sales this fiscal year	(48)
Court Science Stu Ctr., Subway and Yoshinoya gross income \$487K below plan due to construction issues delaying opening until late February	(356)
Café Synapse gross income \$53K below plan due to delay in starting new sales programs	(40)
YRL gross income \$84K above plan due to higher than anticipated sales	57
KH Coffeehouse gross income \$74K above plan due to increased enrollment and delayed opening of CSSC	46
Cooperage gross income \$129K above plan due to increased enrollment and delayed opening of CSSC	65
Taco Bell gross income \$37K above plan due to increased enrollment and delayed opening of CSSC	25
Catering gross income \$320K above plan due to athletics training table growth and multiple new client events throughout the year	188
Concessions gross income \$123K below plan due to delay in opening second coffee cart in addition to lower sales than planned at Wooden Center athletics events	(82)
Total Wages lower than plan	11
Other, mostly negative controllables mainly in bank card expense \$58K, laundry \$19, and repairs and maintenance \$24K, with some positive offsets in areas such as employee benefits \$42K, advertising \$18K and paper \$12K	(4)
Total Contribution	(48)
Services	
Gross Margin:	
Licensing domestic income below plan due to a slow down in nation-wide sales after the holiday, (some positive reversal expected from UCLA Store licensed sales)	(94)
Leased Ops income below plan mainly due to delay in opening of CSSC until the end of February when utilities charges and ATM rents started	(45)
Photography income below plan due to some cancelled events and timing (some prior month events will be booked next month)	(18)
Total Wages lower than plan, mainly career	39
Other, negative controllables mainly payment to UCLA and employee benefits	54
Total Contribution	(64)
UCLA Student Union	
Gross Margin:	
Student Union Ops gross income \$34K above plan due to increased social business especially weddings, tenting for reception and strong parents weekend	15
Recreation and Games gross income below plan due to sales much lower than prior year, which budget was based on	(19)
Total Contribution	(4)
Allocated Expenses and Other	
A&SS lower than plan mostly wages and employee benefits	28
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	68
Utilities lower than plan due to lower consumption mostly due to the delay in opening CSSC	19
Depreciation lower than plan due to timing of capitals, mainly CSSC delayed until the opening in February	143
Other, mostly positive interest income from higher amounts of invested cash, and positive non-recurring	63
Total	321
Actual Net Income/(Loss)	(332)

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

ASSETS

CURRENT ASSETS:

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

LONG TERM ASSETS

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

TOTAL ASSETS

LIABILITIES AND RETAINED EARNINGS

CURRENT LIABILITIES:

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

LONG TERM DEBT:

AU expansion loan
 Total long term debt

TOTAL LIABILITIES

RETAINED EARNINGS:

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

Ending Balance

TOTAL LIABILITIES AND RETAINED EARNINGS

	Current Month March 2012	Prior Month February 2012	Prior Year-End July 2011
	\$9,241	\$9,462	\$10,888
	3,361	3,564	3,154
	(72)	(73)	(81)
	3,289	3,492	3,074
	463	277	246
	8,293	6,079	6,644
	180	149	233
	21,465	19,459	21,085
	64,083	64,116	63,237
	(35,611)	(35,463)	(34,082)
	28,473	28,653	29,155
	49,938	48,112	50,240
	\$5,670	\$3,783	\$5,491
	2,352	2,309	2,630
	690	629	851
	252	195	143
	295	396	176
	164	113	101
	673	673	673
	10,096	8,099	10,065
	13,452	13,452	13,452
	13,452	13,452	13,452
	23,548	21,551	23,518
	26,722	26,722	26,034
	(332)	(162)	688
	26,390	26,562	26,722
	49,938	48,112	50,240

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

March 2012

(\$000's)

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) (\$169)

Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:

 Depreciation - PP&E 218

 Depreciation - textbook rental equipment 0

 Loss (Gain) on disposals of fixed assets 0

 (Increase)/decrease in current assets:

 Accounts receivable 203

 Student fees receivable (186)

 Inventories (2,213)

 Prepaid expenses and other current assets (31)

 Increase/(decrease) in current liabilities:

 Accounts payable 1,886

 Sales Tax Payable & Other Liabilities 59

 Wages and payroll taxes payable 43

 Interest payable 56

 Deferred Income (101)

 Funds held for Others 52

Net cash provided/(used) by operating activities **(\$183)**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of textbook rental equipment (0)

Purchase of property, equipment and improvements (37)

Net cash used in investing activities **(\$38)**

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

Principal payments on AU expansion loan 0

Net cash provided/(used) by financing activities **\$0**

NET INCREASE/(DECREASE) IN CASH AND S/T INVMT

CASH AND SHORT TERM INVESTMENTS, Beginning

CASH AND SHORT TERM INVESTMENTS, Ending

	Current Month	Year to Date	Prior Year to Date
	(\$169)	(\$332)	\$907
	218	\$1,624	1,601
	0	\$0	0
	0	\$0	0
	203	(\$214)	(498)
	(186)	(\$220)	(221)
	(2,213)	(\$1,648)	756
	(31)	\$54	69
	1,886	\$180	31
	59	(\$160)	(23)
	43	(\$277)	(197)
	56	\$106	115
	(101)	\$118	82
	52	\$63	97
	(\$183)	(\$706)	\$2,719
	(0)	(\$0)	3
	(37)	(\$940)	(465)
	(\$38)	(\$941)	(\$462)
	0	\$0	0
	\$0	\$0	\$0
	(\$221)	(\$1,647)	\$2,257
	\$9,462	10,888	\$10,097
	\$9,241	\$9,241	\$12,354

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

March 2012

(\$000's)

CASH AND SHORT TERM INVESTMENTS	9,241
Less: Committed Capital Projects	
Court of Sciences Student Center	(131)
AGB Drape Replacement & Sound Paneling	(150)
Ackerman Remodel	(2,000)
HTS Renovation	(150)
Pauley Pavillion Remodel	(650)
Store POS	(150)
Subtotal	<u>(3,231)</u>
Adjustment for Cash Overdraft Entry	<u>(1,073)</u>
Uncommitted Cash	4,937
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	<u>5,425</u>
RESERVE SURPLUS (DEFICIT)	<u><u>(488)</u></u>

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

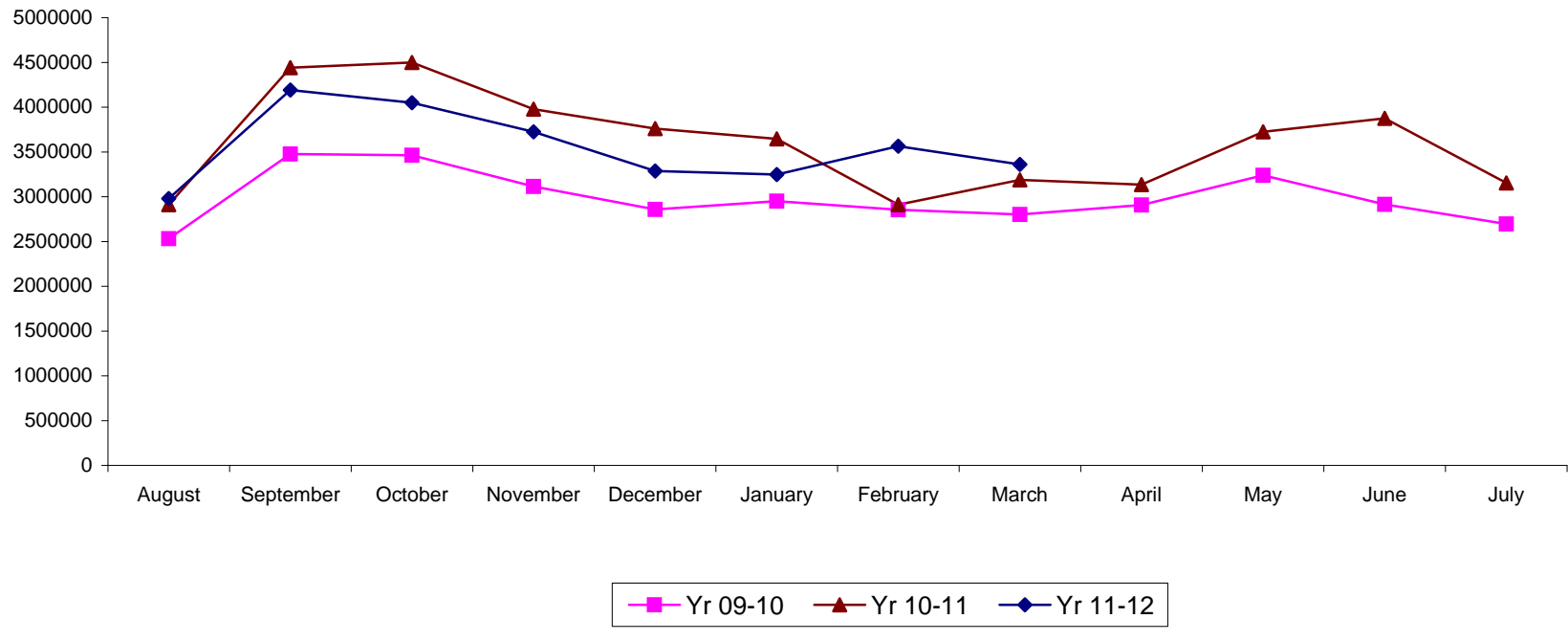
PROJECT NAME	BUDGET	PROJECTED						Status
		Pavments	PO's	Total	Remaining Balance	Pending	Over (Under)	
Store/Services								
2011-S001 Store General Replacement	50.0	7.3	30.3	37.6	12.4		0.0	In Progress
2011-S002 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0	2,000.0	0.0	Pending
2011-S003 Informal Photo-Photo Equipment	10.0	0.0	9.8	9.8	0.0		(0.2)	Completed Awaiting Invoice
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	26.3	0.9	27.2	2.8		30.0	In Progress
Total Store/Services	2,210.0	333.6	53.3	386.9	17.9	2,150.0	344.8	
Food Service								
2011-F005 FS Miscellaneous and Unanticipated	50.0	21.6	9.6	31.2	18.8		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 LVC Freezer	10.0	0.0	9.8	9.8	0.0		(0.2)	Completed Awaiting Invoice
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 FS Training Table	0.0	20.7	1.2	21.9	0.0		21.9	Completed
Total Food Services	970.0	86.6	24.5	111.1	30.1	855.0	26.2	
Technology								
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	2.7	6.5	3.5		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	17.4	17.4	0.0		(12.6)	Completed Awaiting Invoice
Total Technology	210.0	6.3	22.9	29.2	18.2	150.0	(12.6)	
Others								
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	22.6	5.3	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
2011-S036 AU A-Level Student Lockers	0.0	0.0	0.0	0.0	6.5		6.5	Pending
Total Others	200.0	37.4	6.7	44.1	30.1	140.0	14.2	
Total Current Year Projects	3,590.0	463.9	107.4	571.3	96.3	3,295.0	372.6	

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

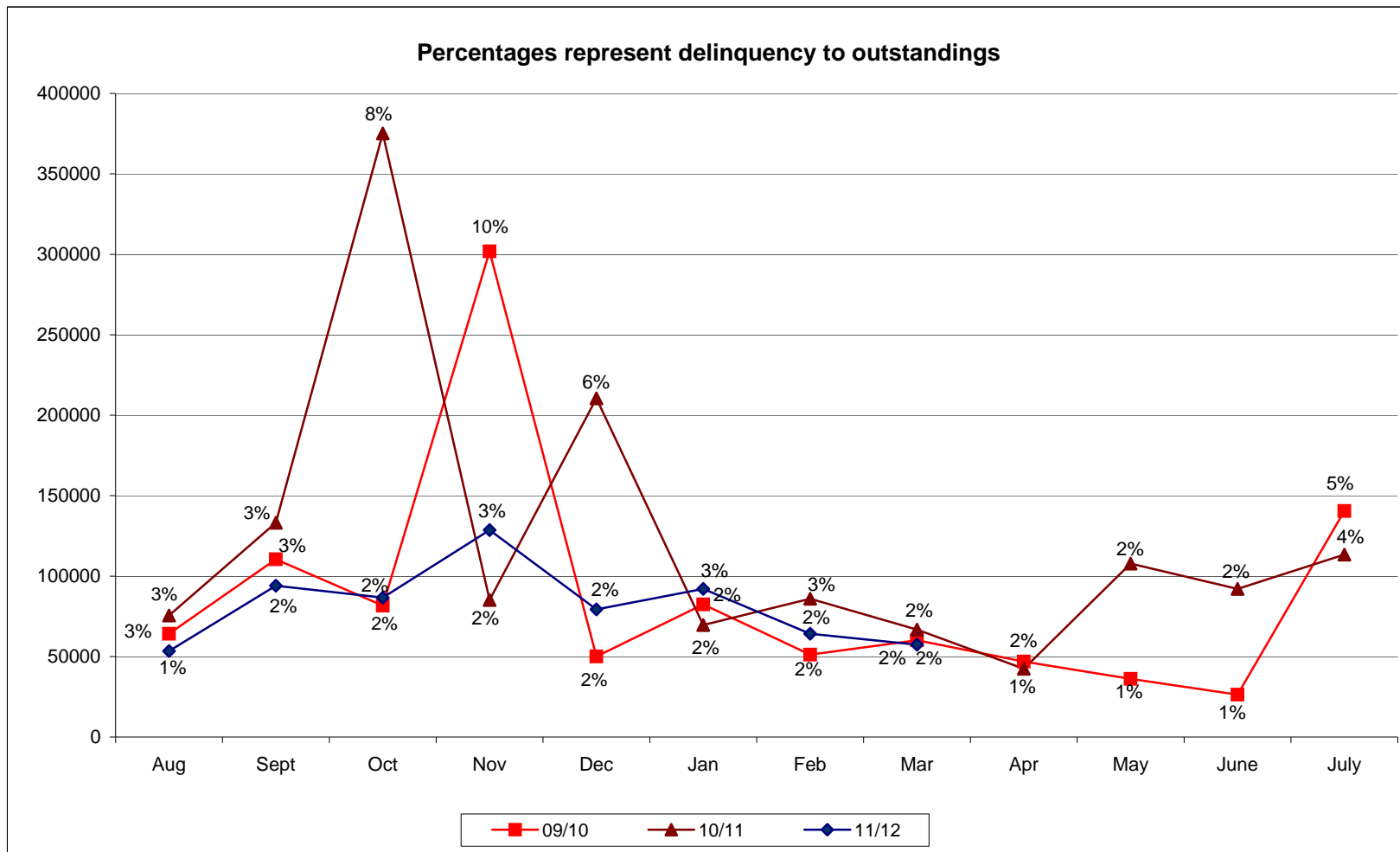
3/31/2012	March	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$888,614	28%	\$168,511	81%	\$21,306	59%	\$5,570	43%	\$6,062	51%	(\$6,586)	235%	\$1,083,477	33%
ASUCLA PUBLICATIONS		\$181,164	6%	\$1,254	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$182,418	5%
ASUCLA USA/GSA		\$244,752	8%	\$433	0%	\$222	1%	\$0	0%	\$0	0%	\$0	0%	\$245,407	7%
DUE FROM VENDORS		\$452,505	15%	(\$1,955)	-1%	\$7,354	21%	\$3,710	29%	\$2,473	21%	\$3,335	-119%	\$467,422	14%
DENTAL KITS		\$202,734	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$202,734	6%
OTHER		\$1,124,930	36%	\$40,451	19%	\$6,658	19%	\$3,615	28%	\$3,257	28%	\$439	-16%	\$1,179,350	35%
TOTAL CURRENT MONTH		\$3,094,699	100%	\$208,694	100%	\$35,540	100%	\$12,895	100%	\$11,792	100%	(\$2,812)	100%	\$3,360,808	100%
		93%		6%		1%		0.5%		0.5%		0%		100%	
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%
TOTAL CURRENT MONTH		\$3,191,837	100%	\$308,208	100%	\$29,466	100%	\$22,250	100%	\$313	100%	\$12,120	100%	\$3,564,194	100%
		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%
TOTAL CURRENT MONTH		\$2,953,754	100%	\$202,901	100%	\$52,485	100%	\$12,829	100%	\$11,543	100%	\$15,199	100%	\$3,248,711	100%
		92%		6%		2%		0%		0%		0%		100%	

Total Aged Accounts Receivable Balances

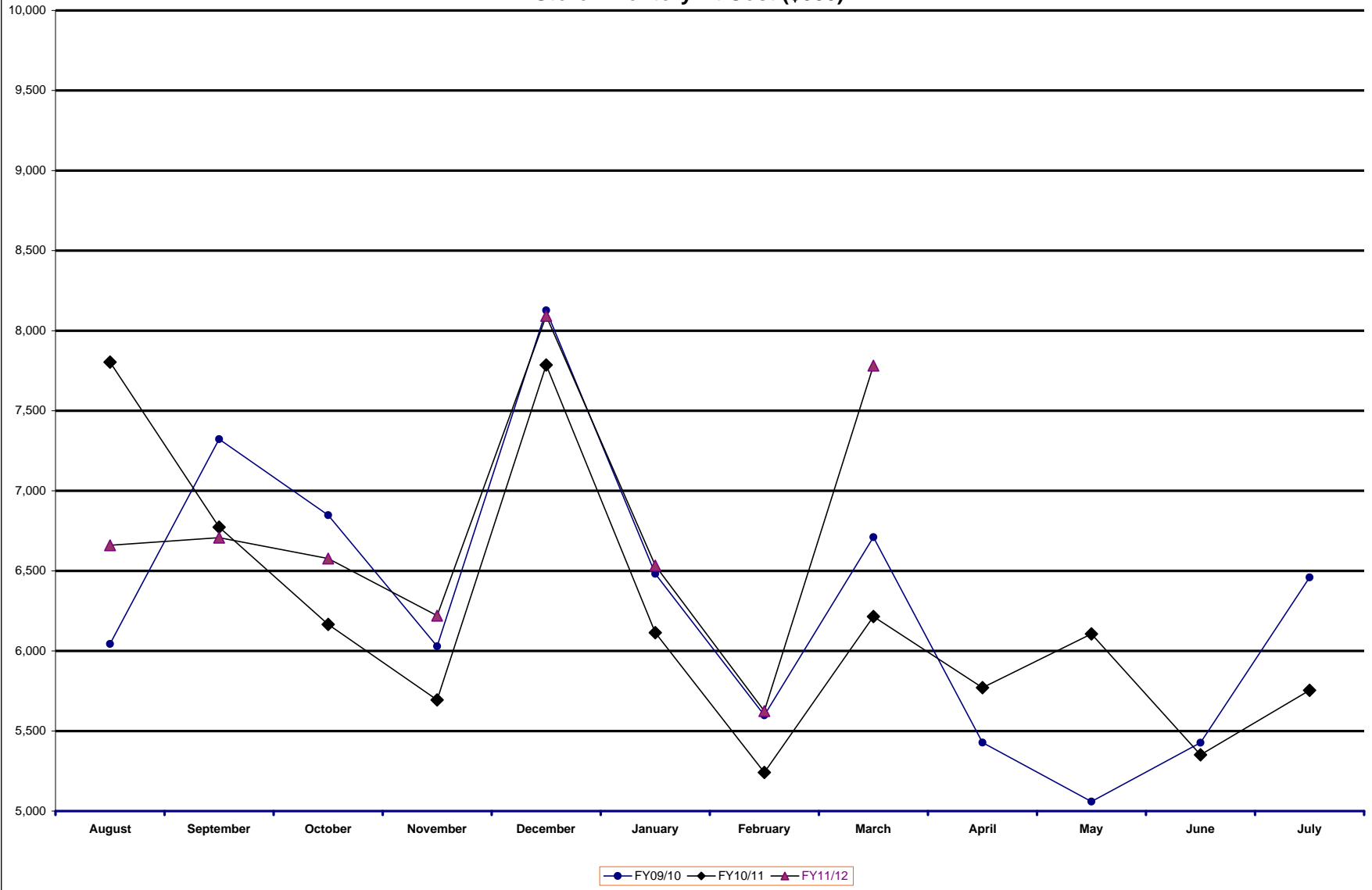
12 Month History
August 09 through March 12



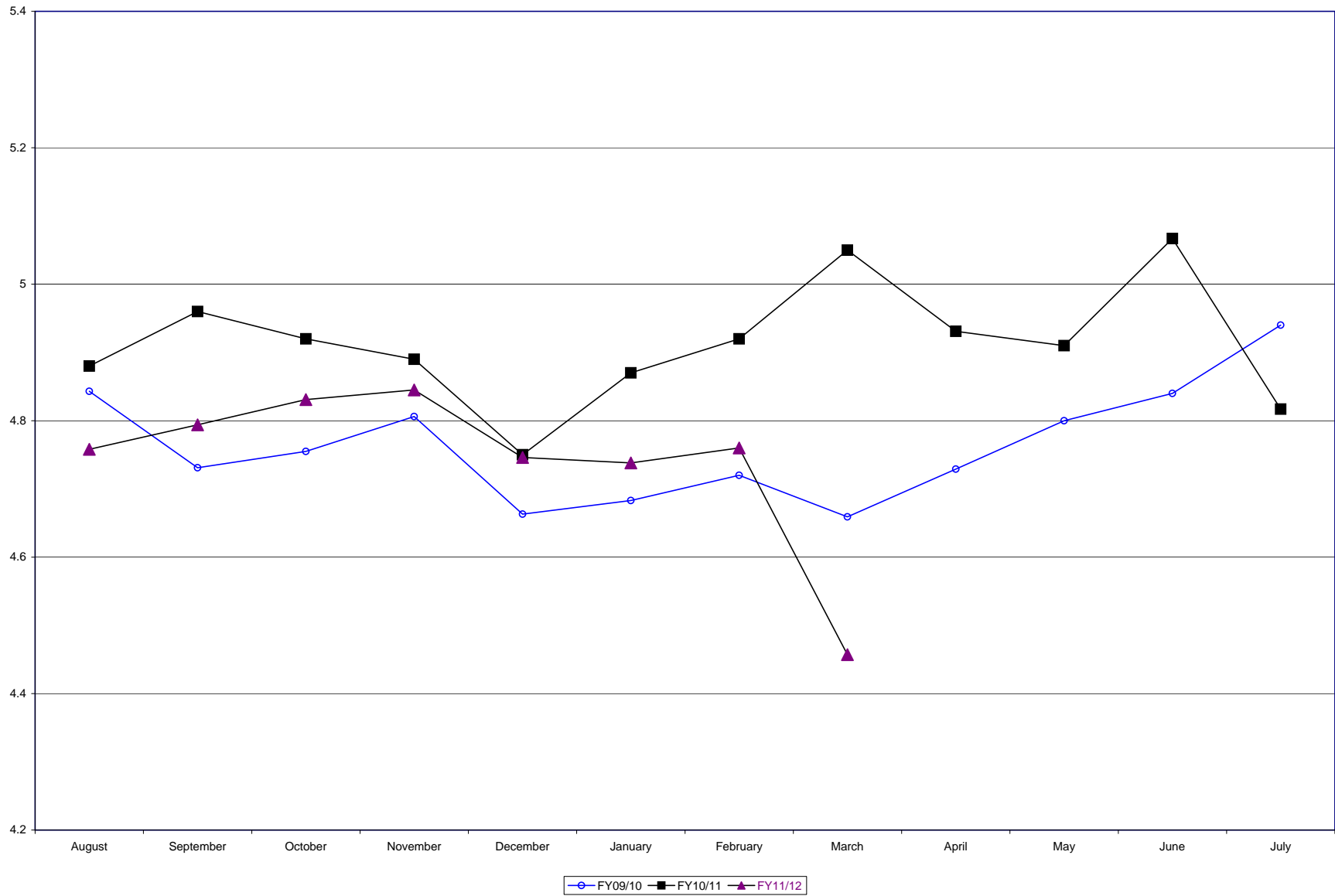
Aged Accounts Receivable Balances >60 Days Past Due



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

MAR. 08(02/26/12-03/31/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11	
CURRENT MONTH			YTD 8 MO(07/31/11-03/31/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
396,385	386,826	9,559	7,240,103	7,389,294	<149,191>	1,912,111	8,853,167
135,080	125,750	9,330	917,468	892,799	24,669	132,676	864,009
756,005	780,460	<24,455>	5,824,058	6,157,331	<333,273>	732,015	6,064,668
1,325,290	1,752,300	<427,010>	12,070,641	13,463,500	<1,392,859>	1,769,733	12,651,757
245,321	259,842	<14,521>	2,374,320	2,553,154	<178,834>	371,797	2,691,965
47,160	40,000	7,160	692,042	715,000	<22,958>	50,504	682,613
227,059	225,200	1,859	3,781,879	4,053,600	<271,721>	216,457	3,820,169
3,132,300	3,570,378	<438,078>	32,900,510	35,224,678	<2,324,168>	5,185,293	35,628,348
2,104,816	2,485,575	380,759	23,477,010	25,176,604	1,699,594	3,683,877	25,455,758
1,873	1,750	<123>	36,204	30,800	<5,404>	8,311	44,854
1,794	2,030	236	13,340	14,280	940	2,005	12,703
2,744	2,930	186	24,148	24,745	597	2,652	24,211
3,906	4,670	764	33,030	35,000	1,970	4,860	34,404
1,369	1,380	11	14,155	13,530	<625>	2,079	15,694
180	140	<40>	2,576	2,490	<86>	185	2,518
1,746	1,420	<326>	20,182	17,260	<2,922>	1,504	20,494
13,613	14,320	707	143,635	138,105	<5,530>	21,596	154,880
2,118,429	2,499,895	381,466	23,620,645	25,314,709	1,694,064	3,705,473	25,610,638
67.2	69.6	2.4	71.4	71.5	0.1	71.0	71.5
1,013,871	1,070,483	<56,612>	9,279,865	9,909,969	<630,104>	1,479,820	10,017,710
32.8	30.4	2.4	28.6	28.5	0.1	29.0	28.6
0.4	0.4	<0.0>	0.4	0.4	<0.1>	0.4	0.4
32.4	30.0	2.4	28.2	28.1	0.1	28.5	28.1
28.4	26.0	2.4	25.0	24.9	0.1	26.0	24.8
31.1	30.3	0.8	31.4	30.5	0.9	31.7	31.3
52.4	51.7	0.7	50.5	51.6	<1.1>	52.7	52.0
21.6	19.3	2.3	19.5	18.8	0.8	20.2	19.4
31.6	32.5	<0.9>	28.0	29.5	<1.6>	29.1	27.4
53.0	53.0	<2.5>	51.7	53.3	<1.7>	48.7	52.6
33.5	37.4	<3.9>	22.8	23.6	<0.9>	30.4	22.1
48,579	60,954	<12,375>	721,977	596,124	125,853	74,227	675,339
1,062,450	1,131,437	<68,987>	10,001,842	10,506,093	<504,251>	1,554,047	10,693,048
270,907	280,686	9,779	2,205,241	2,221,500	16,259	277,068	2,186,318
0	0	0	1,709	0	<1,709>	0	0
149,446	168,593	19,147	1,067,074	1,119,179	52,105	153,351	1,064,730
420,353	449,279	28,926	3,274,024	3,340,679	66,655	430,419	3,251,048
13.4	12.6	<0.8>	10.0	9.5	<0.5>	8.3	9.1
128,735	137,469	8,734	993,164	1,060,612	67,448	107,922	902,357
10,179	9,210	<969>	78,275	70,347	<7,928>	9,408	76,597
14,732	14,458	<274>	112,842	114,228	1,386	14,932	113,283
131	135	4	941	1,080	139	249	1,099
22	22	0	171	183	12	27	228
5,834	6,750	916	17,317	15,730	<1,587>	5,786	14,370
0	500	500	2,075	2,598	523	500	2,610
5,685	6,125	440	42,578	36,615	<5,963>	4,205	37,042
14,984	18,850	3,866	217,494	184,865	<32,629>	20,814	183,455
1,013	1,075	62	7,473	8,600	1,127	871	6,365
0	0	0	681	0	<681>	0	171
0	0	0	179	0	<179>	0	28
0	0	0	<16>	0	16	0	<5>
0	0	0	177	272	95	0	272
9,681	11,225	1,544	142,254	150,758	8,504	8,373	143,969
<2,725>	<800>	1,925	<61,051>	<55,806>	5,245	<5,590>	<56,522>
3,924	85	<3,839>	242,259	235,680	<6,579>	721	228,899
1,608	1,195	<413>	23,122	17,485	<5,637>	1,771	21,656
0	0	0	175	0	<175>	0	170
0	0	0	28	0	<28>	0	0
49,741	59,042	9,301	513,156	583,136	69,980	74,587	568,014
2,314	0	<2,314>	10,254	0	<10,254>	<264>	17,084
<780>	0	780	3,497	0	<3,497>	430	7,631
0	250	250	0	2,000	2,000	0	3,349
120	420	300	4,171	2,320	<1,851>	120	120
0	0	0	1,521	1,600	79	379	2,324
0	0	0	900	0	<900>	0	0
201	150	<51>	1,993	4,450	2,457	1,716	15,384
500	1,185	685	4,554	5,145	591	619	9,690
32,757	32,000	<757>	37,188	35,200	<1,988>	28,813	32,200
140	140	0	41,600	41,580	<20>	0	33,324
0	0	0	<53>	0	53	0	0
0	0	0	0	9	9	0	0
1,679	2,010	331	46,822	56,916	10,094	4,219	51,705
280,472	301,496	21,024	2,485,741	2,575,603	89,862	285,607	2,416,870
700,826	750,775	49,949	5,759,766	5,916,282	156,516	716,026	5,667,918
361,625	380,662	<19,037>	4,242,076	4,589,811	<347,735>	838,021	5,025,131
25,289	23,889	<1,400>	203,984	203,283	<701>	24,276	192,054
130,841	144,470	13,629	1,143,933	1,216,282	72,349	150,602	1,152,676
52,966	59,266	6,300	476,371	501,299	24,928	60,153	464,300
30,325	31,490	1,165	263,023	272,355	9,332	33,965	265,972
82,817	84,795	1,978	760,414	742,842	<17,572>	91,763	738,915
67,810	70,567	2,757	524,684	553,695	29,012	70,257	519,844
33,095	27,969	<5,126>	211,181	218,078	6,897	24,554	212,179
68,625	70,434	1,809	559,825	563,472	3,647	69,872	582,279
491,768	512,880	21,112	4,143,414	4,271,306	127,892	525,442	4,128,219
<130,144>	<132,218>	2,074	98,662	318,505	<219,843>	312,579	896,912

SERVICES DIVISION
INCOME STATEMENT

MAR. 08(02/26/12-03/31/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11	
CURRENT MONTH			YTD 8 MO(07/31/11-03/31/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
11,458	17,720	<6,262>	104,234	121,536	<17,302>	22,271	121,561
11,458	17,720	<6,262>	104,234	121,536	<17,302>	22,271	121,561
1,142	400	<742>	3,851	3,496	<355>	328	3,291
10,316	17,320	<7,004>	100,383	118,040	<17,657>	21,942	118,271
90.0	97.7	<7.7>	96.3	97.1	<0.8>	98.5	97.3
90.0	97.7	<7.7>	96.3	97.1	<0.8>	98.5	97.3
97,670	190,000	<92,330>	1,429,311	1,523,350	<94,039>	98,311	1,402,789
83,537	85,937	<2,400>	642,266	687,407	<45,141>	80,287	618,317
181,207	275,937	<94,730>	2,071,576	2,210,757	<139,181>	178,599	2,021,106
191,523	293,257	<101,734>	2,171,960	2,328,797	<156,837>	200,541	2,139,377
29,289	37,464	8,175	248,903	288,266	39,363	29,548	233,976
0	0	0	0	0	0	5,220	10,440
516	970	454	6,438	5,812	<626>	539	4,035
29,804	38,434	8,630	255,342	294,078	38,736	35,307	248,451
260.1	216.9	<43.2>	245.0	242.0	<3.0>	158.5	204.4
13,734	17,217	3,483	107,802	129,174	21,372	12,219	95,370
1,632	1,200	<432>	7,660	7,311	<349>	695	5,222
779	600	<179>	5,769	4,791	<978>	826	5,941
220	105	<115>	733	840	107	216	740
7,500	7,500	0	17,668	17,500	<168>	6,798	15,561
0	0	0	7,989	8,000	11	0	9,612
0	0	0	0	39	39	0	39
1,141	2,760	1,619	19,865	22,680	2,815	410	25,996
0	208	208	1,757	1,269	<488>	213	1,065
2,333	3,777	1,444	19,839	26,741	6,902	3,278	33,470
0	1,150	1,150	8,086	9,200	1,114	2,586	14,334
0	0	0	0	0	0	0	5,000
165	3,500	3,335	35,391	28,000	<7,391>	2,416	34,457
0	0	0	62,468	64,637	2,169	0	66,219
9,664	19,000	9,336	109,901	120,800	10,899	9,831	107,129
28,000	70,825	42,825	415,464	433,583	18,119	31,500	388,150
65,168	127,842	62,674	820,393	874,565	54,172	70,988	808,306
94,972	166,276	71,304	1,075,734	1,168,643	92,909	106,295	1,056,757
96,551	126,981	<30,430>	1,096,225	1,160,154	<63,929>	94,246	1,082,620
1,793	2,044	251	15,943	17,970	2,027	1,991	14,669
7,675	11,323	3,648	78,881	83,435	4,554	5,581	74,252
3,208	4,793	1,585	34,486	35,586	1,100	2,297	31,198
1,837	2,547	710	18,765	19,363	598	1,297	17,849
5,016	6,857	1,841	54,238	52,207	<2,031>	3,505	48,788
12,028	12,490	462	93,069	98,162	5,093	12,462	92,209
5,870	4,961	<909>	37,460	38,683	1,223	4,355	37,636
5,363	5,277	<86>	42,475	42,216	<259>	5,272	42,599
42,790	50,292	7,502	375,317	387,622	12,305	36,760	359,200
53,760	76,689	<22,929>	720,909	772,532	<51,623>	57,486	723,420

UCLA STUDENT UNION
INCOME STATEMENT

MAR. 08(02/26/12-03/31/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11	
CURRENT MONTH			YTD 8 MO(07/31/11-03/31/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
59,409	44,400	15,009	313,979	262,690	51,289	35,612	264,791
2,343	3,755	<1,412>	15,932	26,979	<11,047>	3,156	24,790
61,205	46,286	14,919	423,905	414,130	9,775	60,000	417,918
122,957	94,441	28,516	753,816	703,799	50,017	98,768	707,499
59,564	45,500	<14,064>	415,711	407,088	<8,623>	58,507	408,672
14,507	10,438	<4,069>	80,039	61,298	<18,741>	8,029	65,192
80	75	<5>	524	475	<49>	79	498
74,151	56,013	<18,138>	496,274	468,861	<27,413>	66,615	474,363
60.3	59.3	<1.0>	65.8	66.6	0.8	67.5	67.1
48,806	38,428	10,378	257,542	234,938	22,604	32,153	233,136
39.7	40.7	<1.0>	34.2	33.4	0.8	32.6	33.0
75.6	76.5	<0.9>	74.5	76.7	<2.2>	77.5	75.4
96.6	98.0	<1.4>	96.7	98.2	<1.5>	97.5	98.0
2.7	1.7	1.0	1.9	1.7	0.2	2.5	2.2
14,124	16,338	<2,214>	127,586	145,093	<17,507>	42,062	148,691
4,393	3,675	718	19,624	27,262	<7,638>	3,386	26,501
10,668	8,148	2,520	74,124	72,904	1,220	10,134	73,044
29,185	28,161	1,024	221,334	245,259	<23,925>	55,582	248,236
77,991	66,589	11,402	478,876	480,197	<1,321>	87,735	481,372
29,756	29,682	<74>	231,935	235,012	3,077	28,881	229,280
25,331	23,843	<1,488>	165,520	165,956	436	19,416	149,084
55,087	53,525	<1,562>	397,454	400,968	3,514	48,297	378,364
44.8	56.7	11.9	52.7	57.0	4.2	48.9	53.5
14,333	14,116	<217>	107,909	108,695	786	11,244	95,544
1,038	636	<402>	6,038	6,303	265	732	6,143
3,580	3,453	<127>	27,043	27,608	565	3,697	27,669
1,239	0	<1,239>	1,924	1,250	<674>	0	1,708
2,596	1,888	<708>	4,576	4,162	<414>	2,079	4,554
0	0	0	6,401	5,495	<906>	0	5,549
54	100	46	5,315	4,211	<1,104>	102	4,807
403	89	<314>	21,072	17,912	<3,160>	274	18,991
15,243	6,216	<9,027>	83,261	81,812	<1,449>	20,853	96,293
0	0	0	200	0	<200>	0	0
769	340	<429>	4,975	2,635	<2,340>	12,338	16,846
0	70	70	105	920	815	35	895
83	30	<53>	880	477	<403>	104	394
0	0	0	1,267	1,200	<67>	0	103
33	60	27	2,448	1,299	<1,149>	203	838
514	476	<38>	7,199	3,778	<3,421>	428	3,403
479	928	449	11,561	9,731	<1,830>	2,354	12,206
1,100	1,083	<17>	9,883	8,664	<1,219>	1,083	8,517
1,342	1,182	<160>	10,354	10,498	144	1,367	10,417
<4>	28	32	<28>	248	276	0	0
2,877	2,205	<672>	12,400	16,357	3,957	2,097	16,306
0	0	0	2,638	2,450	<188>	0	2,512
15,417	15,417	0	123,333	123,336	3	15,417	123,333
15,066	14,000	<1,066>	78,656	84,500	5,844	9,483	66,842
76,161	62,317	<13,844>	529,411	523,541	<5,870>	83,891	523,870
131,248	115,842	<15,406>	926,865	924,509	<2,356>	132,187	902,235
<53,257>	<49,253>	<4,004>	<447,989>	<444,312>	<3,677>	<44,452>	<420,863>
3,314	2,846	<468>	24,752	24,377	<375>	2,724	22,344
6,061	4,728	<1,333>	37,019	35,492	<1,527>	4,288	34,040
2,533	2,001	<532>	15,996	15,122	<874>	1,765	14,299
1,450	1,063	<387>	8,809	8,215	<594>	997	8,083
3,961	2,863	<1,098>	25,354	22,151	<3,203>	2,693	22,513
35,734	37,115	1,381	276,496	291,699	15,203	37,024	273,947
17,440	14,740	<2,700>	111,290	114,922	3,632	12,939	111,812
16,463	17,382	919	142,270	139,056	<3,214>	16,762	141,811
86,956	82,738	<4,218>	641,986	651,034	9,048	79,192	628,849
<140,213>	<131,991>	<8,222>	<1,089,974>	<1,095,346>	5,372	<123,644>	<1,049,712>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

MAR. 08(02/26/12-03/31/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11	
CURRENT MONTH			YTD 8 MO(07/31/11-03/31/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
293,114	298,062	4,948	2,344,831	2,360,361	15,530	291,208	2,309,795
737	300	<437>	1,217	2,400	1,183	1,478	30,693
29,656	32,401	2,745	247,810	266,681	18,871	31,035	251,480
323,507	330,763	7,256	2,593,858	2,629,442	35,584	323,720	2,591,968
6.5	6.1	<0.4>	5.7	5.5	<0.2>	4.7	5.4
0	1,000	1,000	11,667	8,000	<3,667>	0	9,558
0	833	833	861	6,664	5,803	0	4,000
124,457	126,053	1,596	952,454	975,235	22,781	101,479	859,767
8,115	7,512	<603>	60,871	62,959	2,088	6,174	56,983
10,012	10,239	227	75,533	80,432	4,899	10,169	76,275
969	1,119	150	7,610	9,030	1,421	1,044	8,639
5,878	338	<5,540>	20,850	2,852	<17,998>	21	765
0	40	40	0	320	320	0	283
138	330	192	7,256	14,375	7,119	4,992	11,143
0	52	52	0	104	104	0	0
0	38	38	741	798	57	0	342
209	510	301	1,064	2,905	1,841	0	3,500
1,076	620	<456>	4,058	4,960	902	288	3,804
307	250	<57>	2,624	2,000	<624>	261	1,824
<3,400>	<5,119>	<1,719>	<25,238>	<40,945>	<15,707>	<7,369>	<44,110>
0	50	50	896	400	<496>	254	254
2,561	2,450	<111>	21,509	19,255	<2,254>	2,390	18,680
1,200	1,200	0	13,859	9,600	<4,259>	2,984	10,691
1,850	1,850	0	14,716	14,930	214	1,850	15,643
5,352	5,520	168	35,650	43,717	8,067	7,120	44,578
6,619	10,244	3,625	73,655	81,952	8,297	7,788	69,560
0	19	19	299	335	36	0	308
10,474	10,474	0	74,582	74,582	0	12,859	84,878
<2>	80	82	<21>	640	661	10	4
18,338	13,042	<5,296>	146,704	104,336	<42,368>	11,341	90,728
2,602	3,858	1,257	22,691	29,572	6,881	2,646	24,434
814	838	24	6,511	6,554	43	814	7,596
9,828	9,828	0	78,993	78,876	<117>	9,828	78,875
938	200	<738>	4,680	3,800	<880>	<190>	2,886
9,167	9,375	208	73,746	75,000	1,254	9,375	75,000
2,750	2,750	0	6,000	6,000	0	0	3,250
0	0	0	0	0	0	0	143
10,878	10,000	<878>	81,586	80,000	<1,586>	9,593	70,557
0	0	0	10,000	0	<10,000>	0	14,000
2,130	5,990	3,860	27,363	40,118	12,755	3,782	31,212
3,328	4,600	1,272	30,053	36,800	6,748	4,313	33,461
7,417	7,417	0	59,333	59,336	3	7,417	59,333
15,498	13,516	<1,982>	123,584	108,128	<15,456>	11,850	94,800
1,202	500	<702>	18,238	20,700	2,462	1,635	20,501
260,703	257,616	<3,087>	2,044,978	2,024,320	<20,658>	224,717	1,844,145
584,210	588,379	4,169	4,638,836	4,653,762	14,926	548,438	4,436,113
14,597	15,168	571	112,947	119,209	6,262	15,124	111,906
7,124	6,021	<1,103>	45,461	46,946	1,485	5,286	45,676
13,218	17,470	4,252	132,640	139,760	7,120	16,342	138,042
34,939	38,659	3,720	291,048	305,915	14,867	36,752	295,624
619,149	627,038	7,889	4,929,884	4,959,677	29,793	585,189	4,731,737
<526,990>	<536,293>	<9,303>	<4,193,761>	<4,236,654>	<42,893>	<498,087>	<4,029,554>
<23,885>	<23,885>	0	<193,014>	<193,014>	0	<22,860>	<185,690>
<3,704>	<3,704>	0	<28,227>	<28,227>	0	<3,583>	<27,580>
<64,570>	<63,156>	1,414	<514,882>	<501,782>	13,100	<60,659>	<488,913>
<619,149>	<627,038>	<7,889>	<4,929,884>	<4,959,677>	<29,793>	<585,189>	<4,731,737>
<0>	0	0	<0>	0	0	0	<0>

MAINTENANCE DIVISION
EXPENSE STATEMENT

MAR. 08(02/26/12-03/31/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11	
CURRENT MONTH			YTD 8 MO(07/31/11-03/31/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
90,887	96,038	5,151	740,628	760,747	20,119	95,337	738,343
2,325	0	<2,325>	10,785	0	<10,785>	2,961	10,986
0	0	0	<10,192>	0	10,192	0	0
<4,267>	<3,368>	899	<36,725>	<28,414>	8,311	<4,401>	<35,400>
0	<3,000>	<3,000>	<35,502>	<24,000>	11,502	<3,240>	<37,058>
88,946	89,670	724	668,993	708,333	39,340	90,657	676,871
52,872	57,183	4,311	416,524	443,339	26,815	47,246	390,474
32	165	133	1,680	1,645	<35>	451	1,949
806	971	165	6,509	8,005	1,496	780	7,672
910	30	<880>	1,861	240	<1,621>	0	0
5,285	4,544	<741>	35,919	34,696	<1,223>	4,445	34,955
5,480	4,963	<517>	40,818	38,062	<2,756>	4,905	38,664
1,189	800	<389>	10,044	7,285	<2,759>	759	7,669
911	812	<99>	4,966	6,539	1,573	1,557	6,696
12,857	15,600	2,743	131,323	124,800	<6,523>	27,244	135,082
2,789	2,925	136	23,257	23,400	143	2,789	21,890
611	100	<511>	947	800	<147>	0	94
317	210	<107>	2,328	1,680	<648>	382	1,324
0	250	250	467	2,000	1,533	0	1,873
1,367	2,650	1,283	18,124	21,700	3,576	1,342	15,083
9,284	7,849	<1,435>	56,066	58,119	2,053	7,484	56,080
3,242	3,219	<23>	23,477	25,470	1,993	3,195	25,038
914	955	41	5,300	7,640	2,340	1,732	6,980
98,864	103,226	4,362	779,611	805,420	25,809	104,309	751,524
187,809	192,896	5,087	1,448,604	1,513,753	65,149	194,966	1,428,395
15,177	17,078	1,901	124,207	136,624	12,417	14,802	128,580
15,177	17,078	1,901	124,207	136,624	12,417	14,802	128,580
202,986	209,974	6,988	1,572,811	1,650,377	77,566	209,769	1,556,975
<172,735>	<179,537>	<6,802>	<1,336,555>	<1,410,132>	<73,578>	<178,970>	<1,324,225>
<6,059>	<6,059>	0	<48,467>	<48,467>	0	<5,883>	<47,058>
<2,296>	<2,296>	0	<18,368>	<18,368>	0	<2,229>	<17,832>
<7,299>	<6,914>	385	<56,474>	<54,201>	2,273	<7,562>	<55,954>
<14,597>	<15,168>	<571>	<112,947>	<119,209>	<6,262>	<15,124>	<111,906>
<202,986>	<209,974>	<6,988>	<1,572,811>	<1,650,377>	<77,567>	<209,768>	<1,556,975>
0	0	<0>	1	0	<1>	1	0

UTILITIES
EXPENSE STATEMENT

MAR. 08(02/26/12-03/31/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11	
CURRENT MONTH			YTD 8 MO(07/31/11-03/31/12)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
8,366	8,736	370	88,676	92,035	3,359	5,649	89,176
68,139	56,180	<11,959>	424,750	422,129	<2,621>	50,003	431,221
10,560	7,070	<3,490>	50,811	54,570	3,759	7,277	47,745
10,878	8,770	<2,108>	55,049	60,190	5,141	8,500	56,289
672	3,149	2,477	15,858	26,008	10,150	3,257	18,255
98,615	83,905	<14,710>	635,144	654,932	19,788	74,686	642,686
98,615	83,905	<14,710>	635,144	654,932	19,788	74,686	642,686
<84,305>	<71,249>	13,056	<537,958>	<555,521>	<17,563>	<62,547>	<540,493>
<2,628>	<2,628>	0	<21,024>	<21,024>	0	<3,053>	<24,424>
<996>	<996>	0	<7,969>	<7,968>	1	<1,157>	<9,256>
<3,562>	<3,011>	551	<22,732>	<23,473>	<741>	<2,643>	<22,837>
<7,124>	<6,021>	1,103	<45,461>	<46,946>	<1,485>	<5,286>	<45,676>
<98,615>	<83,905>	14,710	<635,144>	<654,932>	<19,788>	<74,686>	<642,686>
0	0	0	0	0	0	0	0