

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

April (03/31/13 - 04/27/13)

Prepared

May 14, 2013

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

TABLE OF CONTENTS

Income and Loss Summary Statement –
Divisions at Contribution Level

Income and Loss Summary Statement –
Divisions Fully Allocated

P/L Reconciliation

Balance Sheet

Statement of Cash Flows

Cash Reserve Computation

Capital Expenditures

Accounts Receivable Aging Report

Aged Accounts Balances Graph

Past Due Accounts Balances Graph

Store Inventory at Cost

Store Inventory Turns

UCLA Store Operations Operating Summary Statement

UCLA Restaurants Operating Summary Statement

Services Division Operating Summary Statement

Student Support/Union Operating Summary Statement

Administrative & Support Services Operating Summary Statement

Maintenance Operating Summary Statement

Utilities Operating Summary Statement

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

APRIL (03/31/13 - 04/27/13)										FY 11-12		FISCAL YEAR 2012-2013										FY 11-12									
CURRENT MONTH										**		YTD 9 MONTHS (07/29/12 - 04/27/13)										**									
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT											
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%										
				\$	%	\$	%									\$	%	\$	%												
4,632		5,185		(553)	(10.7%)	(459)	(9.0%)	5,091		GROSS INCOME																					
1,500		1,476		24	1.6%	79	5.6%	1,421		UCLA Store												38,363		40,579		(2,216)	(5.5%)	(351)	(0.9%)	38,714	
344		406		(62)	(15.3%)	25	7.8%	319		UCLA Restaurants												11,773		11,415		358	3.1%	1,192	11.3%	10,581	
136		121		15	12.4%	(1)	(0.7%)	137		Services Division												2,747		2,873		(126)	(4.4%)	253	10.1%	2,494	
										UCLA Student Union												1,155		1,073		82	7.6%	43	3.9%	1,112	
6,612		7,188		(576)	(8.0%)	(356)	(5.1%)	6,968		TOTAL												54,038		55,940		(1,902)	(3.4%)	1,137	2.1%	52,901	
1,449	31.3%	1,646	31.7%	(197)				1,658	32.6%	GROSS MARGIN																					
1,055	70.3%	1,039	70.4%	16	(0.1)	50	(0.4)	1,005	70.7%	UCLA Store												11,686	30.5%	12,382	30.5%	(696)	0.0	26	0.4	11,660	30.1%
344	100.0%	405	99.8%	(61)	0.2	26	0.3	318	99.7%	UCLA Restaurants												8,301	70.5%	8,062	70.6%	239	(0.1)	900	0.6	7,401	69.9%
62	45.6%	56	46.3%	6	(0.7)	(7)	(4.8)	69	50.4%	Services Division												2,741	99.8%	2,869	99.9%	(128)	(0.1)	251	0.0	2,490	99.8%
										UCLA Student Union												578	50.0%	528	49.2%	50	0.8	30	0.7	548	49.3%
2,910	44.0%	3,146	43.8%	(236)	0.2	(140)	0.2	3,050	43.8%	TOTAL												23,306	43.1%	23,841	42.6%	(535)	0.5	1,207	1.3	22,099	41.8%
519	11.2%	596	11.5%	77	0.3	24	(0.5)	543	10.7%	WAGES & BENEFITS																					
600	40.0%	607	41.1%	7	1.1	(9)	1.6	591	41.6%	UCLA Store												4,738	12.4%	5,247	12.9%	509	0.5	72	0.0	4,810	12.4%
46	13.4%	53	13.1%	7	(0.3)	(1)	0.7	45	14.1%	UCLA Restaurants												5,325	45.2%	5,406	47.4%	81	2.2	(282)	2.5	5,043	47.7%
66	48.5%	68	56.2%	2	7.7	4	2.6	70	51.1%	Services Division												418	15.2%	455	15.8%	37	0.6	(10)	1.2	408	16.4%
										UCLA Student Union												578	50.0%	602	56.1%	24	6.1	(2)	1.8	576	51.8%
1,231	18.6%	1,324	18.4%	93	(0.2)	18	(0.7)	1,249	17.9%	TOTAL												11,059	20.5%	11,710	20.9%	651	0.4	(222)	0.0	10,837	20.5%
151	3.3%	154	3.0%	3	(0.3)	(12)	(0.6)	139	2.7%	OTHER CONTROLLABLES																					
165	11.0%	140	9.5%	(25)	(1.5)	(27)	(1.3)	138	9.7%	UCLA Store												1,807	4.7%	1,690	4.2%	(117)	(0.5)	(175)	(0.5)	1,632	4.2%
74	21.5%	103	25.4%	29	3.9	(11)	(1.8)	63	19.7%	UCLA Restaurants												1,342	11.4%	1,247	10.9%	(95)	(0.5)	(240)	(1.0)	1,102	10.4%
53	39.0%	55	45.5%	2	6.5	14	9.9	67	48.9%	Services Division												890	32.4%	965	33.6%	75	1.2	(115)	(1.3)	775	31.1%
										UCLA Student Union												496	42.9%	445	41.5%	(51)	(1.4)	(7)	1.1	489	44.0%
443	6.7%	452	6.3%	9	(0.4)	(36)	(0.9)	407	5.8%	TOTAL												4,535	8.4%	4,347	7.8%	(188)	(0.6)	(537)	(0.8)	3,998	7.6%
778	16.8%	896	17.3%	(118)	(0.5)	(198)	(2.4)	976	19.2%	CONTRIBUTION																					
290	19.3%	292	19.8%	(2)	(0.5)	14	(0.1)	276	19.4%	UCLA Store												5,141	13.4%	5,445	13.4%	(304)	0.0	(77)	(0.1)	5,218	13.5%
224	65.1%	249	61.3%	(25)	3.8	13	(1.0)	211	66.1%	UCLA Restaurants												1,634	13.9%	1,410	12.4%	224	1.5	378	2.0	1,256	11.9%
(57)	(41.9%)	(68)	(56.2%)	11	14.3	11	7.7	(68)	(49.6%)	Services Division												1,433	52.2%	1,449	50.4%	(16)	1.8	126	(0.2)	1,307	52.4%
										UCLA Student Union												(495)	(42.9%)	(519)	(48.4%)	24	5.5	21	3.5	(516)	(46.4%)
1,235	18.7%	1,369	19.0%	(134)	(0.3)	(160)	(1.3)	1,395	20.0%	TOTAL												7,713	14.3%	7,785	13.9%	(72)	0.4	448	0.6	7,265	13.7%
490	7.4%	525	7.3%	35	(0.1)	3	(0.3)	493	7.1%	ALLOCATED EXPENSES																					
165	2.5%	185	2.6%	20	0.1	1	(0.1)	166	2.4%	Admin&Support Services												4,488	8.3%	4,694	8.4%	206	0.1	(92)	0.0	4,396	8.3%
89	1.3%	80	1.1%	(9)	(0.2)	(8)	(0.1)	81	1.2%	Maintenance Division												1,543	2.9%	1,620	2.9%	77	0.0	(52)	(0.1)	1,491	2.8%
217	3.3%	237	3.3%	20	0.0	3	(0.1)	220	3.2%	Utilities												787	1.5%	714	1.3%	(73)	(0.2)	(123)	(0.2)	664	1.3%
										Depreciation												2,004	3.7%	2,131	3.8%	127	0.1	(160)	(0.2)	1,844	3.5%
961	14.5%	1,027	14.3%	66	(0.2)	(1)	(0.7)	960	13.8%	TOTAL												8,822	16.3%	9,159	16.4%	337	0.1	(427)	(0.4)	8,395	15.9%
274	4.1%	342	4.8%	(68)	(0.7)	(161)	(2.1)	435	6.2%	NET INCOME (LOSS) FROM OPERATIONS																					
0	0.0%	0	0.0%	0	0.0	(5)	(0.1)	5	0.1%	OTHER INC/(EXP)																					
14	0.2%	13	0.2%	1	0.0	(4)	(0.1)	18	0.3%	Non-Recurrent Inc/(Exp)												41	0.1%	0	0.0%	41	0.1	(3)	0.0	44	0.1%
(54)	(0.8%)	(54)	(0.8%)	0	0.0	2	0.0	(56)	(0.8%)	Interest Income												168	0.3%	141	0.3%	27	0.0	(11)	0.0	179	0.3%
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Interest (Expense)												(482)	(0.9%)	(482)	(0.9%)	0	0.0	26	0.1	(508)	(1.0%)
202	3.1%	202	2.8%	0	0.3	16	0.4	186	2.7%	Income Taxes												0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
										Student Union Fee Income												1,822	3.4%	1,822	3.3%	0	0.1	152	0.2	1,670	3.2%
162	2.5%	161	2.2%	1	0.3	9	0.3	153	2.2%	TOTAL												1,549	2.9%	1,481	2.6%	68	0.3	164	0.3	1,385	2.6%
436	6.6%	503	7.0%	(67)	(0.4)	(152)	(1.8)	588	8.4%	NET INCOME (LOSS)												440	0.8%	107	0.2%	333	0.6	185	0.3	255	0.5%

* Without Benefits

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

APRIL (03/31/13 - 04/27/13)										FY 11-12		FISCAL YEAR 2012-2013										FY 11-12	
CURRENT MONTH										**		YTD 9 MONTHS (07/29/12 - 04/27/13)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
4,632		5,185		(553)	(10.7%)	(459)	(9.0%)	5,091		GROSS INCOME		38,363		40,579		(2,216)	(5.5%)	(351)	(0.9%)	38,714			
1,500		1,476		24	1.6%	79	5.6%	1,421		UCLA Store		11,773		11,415		358	3.1%	1,192	11.3%	10,581			
344		406		(62)	(15.3%)	25	7.8%	319		UCLA Restaurants		2,747		2,873		(126)	(4.4%)	253	10.1%	2,494			
136		121		15	12.4%	(1)	(0.7%)	137		Services Division		1,155		1,073		82	7.6%	43	3.9%	1,112			
6,612		7,188		(576)	(8.0%)	(356)	(5.1%)	6,968		TOTAL		54,038		55,940		(1,902)	(3.4%)	1,137	2.1%	52,901			
1,449	31.3%	1,646	31.7%	(197)	(0.4)	(209)	(1.3)	1,658	32.6%	GROSS MARGIN		11,686	30.5%	12,382	30.5%	(696)	0.0	26	0.4	11,660	30.1%		
1,055	70.3%	1,039	70.4%	16	(0.1)	50	(0.4)	1,005	70.7%	UCLA Store		8,301	70.5%	8,062	70.6%	239	(0.1)	900	0.6	7,401	69.9%		
344	100.0%	405	99.8%	(61)	0.2	26	0.3	318	99.7%	UCLA Restaurants		2,741	99.8%	2,869	99.9%	(128)	(0.1)	251	0.0	2,490	99.8%		
62	45.6%	56	46.3%	6	(0.7)	(7)	(4.8)	69	50.4%	Services Division		578	50.0%	528	49.2%	50	0.8	30	0.7	548	49.3%		
2,910	44.0%	3,146	43.8%	(236)	0.2	(140)	0.2	3,050	43.8%	TOTAL		23,306	43.1%	23,841	42.6%	(535)	0.5	1,207	1.3	22,099	41.8%		
671	14.5%	750	14.5%	79	0.0	11	(1.1)	682	13.4%	TOTAL CONTROLLABLES		6,545	17.1%	6,937	17.1%	392	0.0	(103)	(0.5)	6,442	16.6%		
765	51.0%	747	50.6%	(18)	(0.4)	(36)	0.3	729	51.3%	UCLA Store		6,667	56.6%	6,653	58.3%	(14)	1.7	(522)	1.5	6,145	58.1%		
120	34.9%	156	38.4%	36	3.5	(12)	(1.0)	108	33.9%	UCLA Restaurants		1,308	47.6%	1,420	49.4%	112	1.8	(125)	(0.2)	1,183	47.4%		
119	87.5%	124	102.5%	5	15.0	18	12.5	137	100.0%	Services Division		1,074	93.0%	1,047	97.6%	(27)	4.6	(10)	2.7	1,064	95.7%		
1,675	25.3%	1,777	24.7%	102	(0.6)	(19)	(1.5)	1,656	23.8%	TOTAL		15,594	28.9%	16,057	28.7%	463	(0.2)	(760)	(0.9)	14,834	28.0%		
778	16.8%	896	17.3%	(118)	(0.5)	(198)	(2.4)	976	19.2%	CONTRIBUTION		5,141	13.4%	5,445	13.4%	(304)	0.0	(77)	(0.1)	5,218	13.5%		
290	19.3%	292	19.8%	(2)	(0.5)	14	(0.1)	276	19.4%	UCLA Store		1,634	13.9%	1,410	12.4%	224	1.5	378	2.0	1,256	11.9%		
224	65.1%	249	61.3%	(25)	3.8	13	(1.0)	211	66.1%	UCLA Restaurants		1,433	52.2%	1,449	50.4%	(16)	1.8	126	(0.2)	1,307	52.4%		
(57)	(41.9%)	(68)	(56.2%)	11	14.3	11	7.7	(68)	(49.6%)	Services Division		(495)	(42.9%)	(519)	(48.4%)	24	5.5	21	3.5	(516)	(46.4%)		
1,235	18.7%	1,369	19.0%	(134)	(0.3)	(160)	(1.3)	1,395	20.0%	TOTAL		7,713	14.3%	7,785	13.9%	(72)	0.4	448	0.6	7,265	13.7%		
517	11.2%	559	10.8%	42	(0.4)	13	(0.8)	530	10.4%	ALLOCATED EXPENSES		4,712	12.3%	4,938	12.2%	226	(0.1)	(38)	(0.2)	4,674	12.1%		
314	20.9%	332	22.5%	18	1.6	(9)	0.6	305	21.5%	UCLA Store		2,907	24.7%	3,022	26.5%	115	1.8	(328)	(0.3)	2,579	24.4%		
49	14.2%	54	13.3%	5	(0.9)	(3)	0.2	46	14.4%	UCLA Restaurants		449	16.3%	456	15.9%	7	(0.4)	(28)	0.6	421	16.9%		
81	59.6%	82	67.8%	1	8.2	(2)	(1.9)	79	57.7%	Services Division		754	65.3%	743	69.2%	(11)	3.9	(33)	(0.5)	721	64.8%		
961	14.5%	1,027	14.3%	66	(0.2)	(1)	(0.7)	960	13.8%	TOTAL		8,822	16.3%	9,159	16.4%	337	0.1	(427)	(0.4)	8,395	15.9%		
261	3.9%	336	4.7%	(75)	(0.8)	(185)	(2.5)	446	6.4%	NET INCOME (LOSS)		429	0.8%	508	0.9%	(79)	(0.1)	(116)	(0.2)	545	1.0%		
(24)	(0.4%)	(40)	(0.6%)	16	0.2	5	0.0	(29)	(0.4%)	FROM OPERATIONS		(1,273)	(2.4%)	(1,612)	(2.9%)	339	0.5	51	0.1	(1,324)	(2.5%)		
175	2.6%	196	2.7%	(21)	(0.1)	10	0.2	165	2.4%	UCLA Store		984	1.8%	993	1.8%	(9)	0.0	98	0.1	886	1.7%		
(138)	(2.1%)	(150)	(2.1%)	12	0.0	9	0.0	(147)	(2.1%)	UCLA Restaurants		(1,249)	(2.3%)	(1,263)	(2.3%)	14	0.0	(12)	0.0	(1,237)	(2.3%)		
274	4.1%	342	4.8%	(68)	(0.7)	(161)	(2.1)	435	6.2%	TOTAL		(1,109)	(2.1%)	(1,374)	(2.5%)	265	0.4	21	0.0	(1,130)	(2.1%)		
0	0.0%	0	0.0%	0	0.0	(5)	(0.1)	5	0.1%	OTHER INC/(EXP)		41	0.1%	0	0.0%	41	0.1	(3)	0.0	44	0.1%		
14	0.2%	13	0.2%	1	0.0	(4)	(0.1)	18	0.3%	Non-Recurrent Inc/(Exp)		168	0.3%	141	0.3%	27	0.0	(11)	0.0	179	0.3%		
(54)	(0.8%)	(54)	(0.8%)	0	0.0	2	0.0	(56)	(0.8%)	Interest Income		(482)	(0.9%)	(482)	(0.9%)	0	0.0	26	0.1	(508)	(1.0%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Interest (Expense)		0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
202	3.1%	202	2.8%	0	0.3	16	0.4	186	2.7%	Income Taxes		1,822	3.4%	1,822	3.3%	0	0.1	152	0.2	1,670	3.2%		
162	2.5%	161	2.2%	1	0.3	9	0.3	153	2.2%	TOTAL		1,549	2.9%	1,481	2.6%	68	0.3	164	0.3	1,385	2.6%		
436	6.6%	503	7.0%	(67)	(0.4)	(152)	(1.8)	588	8.4%	NET INCOME (LOSS)		440	0.8%	107	0.2%	333	0.6	185	0.3	255	0.5%		

**P/L Reconciliation
Apr-13**

<i>Financial Analysis</i>	\$000's
	4/31/2013
Budgeted Net Income/(Loss)	503
UCLA Store	
Gross Margin:	
Bearwear gross income \$25K below plan due mostly to unexpected drop in store traffic during week 2	(10)
The Market gross income \$34K below plan due to transfer of Bare Escentuals to Fasttrack and a decline in sales of cleaning, household and toiletry products due to the opening of City Target in Westwood	(10)
Computer Store gross income \$321K below plan due to continued downward sales trend in computers and no new products introduced	(41)
New Text gross income \$218K above plan due to better sell through on more loose leaf and bundled titles	21
Used Text gross income \$255K below plan due to lack of available used books and lower number of titles	(100)
Luvall Books gross income \$33K below plan due to early sales in March which was higher than plan	(13)
Luvall Essentials/Market gross income \$17K below plan because more course materials are being converted to online options, especially for the Anderson School, which causes a decline in store foot traffic and school supply sales	(10)
HSS Essentials/Market gross margin below plan due mainly to loss of sales to the Court of Sciences South Campus Store and City Target in Westwood, and cost of sales much higher than budgeted (this is being researched by management)	(15)
Total Wages lower than plan primarily career	43
Other, mostly positive controllables including employee benefits and bank card expense (partially offset by professional services)	17
Total Contribution	(118)
UCLA Restaurants	
Gross Margin:	
Rubio's gross income above plan due mainly to increase in average check and small increase in customer base	6
Greenhouse gross income \$12K above plan due to less cannibalization than anticipated, positive response to new items introduced and higher average check than last year and budget	6
Northern Lights gross income \$15K below plan due to slow customer response to new sandwich line and continuing loss of customers to surrounding competition	(10)
North Campus Student Ctr. gross income \$14K below plan due to continuing trend of overall decline in customer count for this area	(11)
Café Synapse gross margin below plan due to continuing decline in sales trend and higher than anticipated cannibalization from CSSC	(9)
Luvall Food Servery gross income \$26K below plan mainly due to aggressive budget for new sales program which has not started	(19)
Taco Bell gross income \$10K below plan due to traffic patterns on A Level shifting with the Portola stair construction	(7)
Catering gross income \$29K above plan due to a few unanticipated served dinner and bar events, and an increase in action stations for Athletics to five times a week versus twice a week last year	25
Concessions gross income \$45K above plan due to several unbudgeted Athletic events including the NCAA gymnastic championship tournament, softball and volleyball	33
Total Wages higher than plan primarily student	(16)
Total Contribution	(2)
Services	
Gross Margin:	
Licensing domestic income below plan due to lower than expected results, not related to timing	(15)
Licensing foreign income below plan due to economic challenges in Europe, delay in new program launches in Singapore and the Middle East, and the decision to reduce the EU licensee's minimum guarantee	(57)
Leased Ops income above plan due mainly to unbudgeted rent and utilities for Kaplan	10
Total Wages lower than plan	4
Other, positive controllables mainly in Licensing	33
Total Contribution	(25)
UCLA Student Union	
Gross Margin:	
Student Union Ops gross income \$6K above plan due to an increase in new business--2 career fairs and a meditation conference	4
Post Office gross income \$8K above plan due to an increase in postage and mailing service pricing in conjunction with tax season	1
Other, positive controllables mainly waiver pool	6
Total Contribution	11
Allocated Expenses and Other	
A&SS lower than plan mainly total wages and employee benefits	35
Maintenance lower than plan mostly due to lower career wages and employee benefits	20
Utilities higher than plan mostly due to higher electricity consumption and water rates than planned	(9)
Depreciation lower than plan due to timing of capital projects and reduced expenditures	20
Other	1
Total	67
Actual Net Income/(Loss)	436

**ASUCLA
P/L Reconciliation
Year-To-Date Through April 2013**

<i>Financial Analysis</i>	\$000's
Budgeted Net Income/(Loss)	107
UCLA Store	
Gross Margin:	
Bearwear gross income \$211K above plan mainly due to fan enthusiasm after victory over USC at the Rose Bowl in November	45
Fast Track gross margin below plan due to change in product assortment and continued markdowns of discontinued items, delays in deliveries from new vendors negatively impacted sales in cosmetics, lower than expected sales in the One Day (Monster) Sale in October, and marking out of stock testers for Smashbox cosmetics	(42)
Campus Photo Studio gross income \$21K below plan primarily due to timing (some sales will be recovered in future months)	(19)
Bearwear MTW gross income \$214K above plan due to victory over USC, and successful Score Big Promotions and Search Marketing	84
The Market gross income \$132K below plan due to lack of summer camps in September due to early start of LAUSD, lower sales in the One Day (Monster) Sale in October, lower sales of cleaning, household and toiletry products due to the opening of City Target in Westwood, and the transfer of Bare Escentuals to FastTrack	(27)
Essentials/Photo gross income \$58K below plan due to declining sales in paper products and calendars due to technology (Smart Phones), and a decline in sales of office supplies due to the opening of City Target in Westwood	(27)
Computer Store gross income \$2.1M below plan due to continued lower department and individual sales	(320)
New Text gross margin below plan due to web and rental sales lower than plan, in addition to outside competition and student sharing	(34)
Used Text gross margin below plan due to additional markdowns for old titles, lower web sales and continued lack of availability of stock	(216)
Course Reader Solutions gross income \$99K above plan due to additional off campus sales not budgeted, and higher adoptions than prior year	56
Luvalle Essentials/Market gross income \$84K below plan due to carryover deficit from a weak first quarter; traffic is slower than planned	(46)
HSS Essentials/Market gross income \$99K below plan due to lost sales to City Target and CSSC, and poor results from the One Day Sales in October and February	(57)
HSS Dental gross margin below plan due to higher cost of goods as the Fall kits contained a greater amount of lower margin items	(31)
Kinross gross income \$74K lower than plan due to much less foot traffic than planned (under review for re-marketing strategies)	(32)
Total Wages lower than plan	307
Other, mainly positive controllables including employee benefits and bank card expense (partially offset by professional services and payment to UCLA)	55
Total Contribution	(304)
UCLA Restaurants	
Gross Margin:	
Rubio's gross income above plan due to slight increase in customers, significant increase in average check and less sales lost to CSSC than planned	42
Panda gross income above plan due to increase in customer base and increase in individual average consumption	16
La Cucina gross income above plan due to budgeted CSSC cannibalization that has not occurred	23
Greenhouse gross income \$79K above plan due to less cannibalization from CSSC and positive response to new items introduced this year	40
Northern Lights gross income \$64K below plan due mainly to delay in launch of new Panini sandwich program	(52)
North Campus Student Ctr. gross income \$109K below plan due to decline in customer count, although new operating plan is just getting underway	(71)
Café Synapse gross income \$110K below plan due to continued drop in sales and higher loss of sales to CSSC; menu changes only introduced recently	(87)
Luvalle Food Servery gross income \$89K below plan due to aggressive budget for new sales program which has not started yet	(70)
Catering gross income \$305K above plan due to football training table during winter break, higher Athletic Department sales including a Hall of Fame event, and Welcome Week Graduate events increased over expectations, additionally generating higher income in rentals, setups, stations and servers	250
Concessions gross income \$194K above plan due to several unanticipated high volume Athletic events, better attendance at men's basketball games, and other unbudgeted non-Athletic events that generated sales and consignment commission	148
Total Wages higher than plan mainly student	(57)
Other, mainly positive controllables including employee benefits and paper (partially offset by negative repairs & maintenance, bank card and commission expense)	42
Total Contribution	224
Services	
Gross Margin:	
Licensing domestic income below plan due to lower than expected results (\$15K), not related to timing, and a timing issue for royalty income associated with the spike in sales in the Store last December that are now being reported	(35)
Licensing foreign income below plan due to economic challenges in Europe, delay in new program launches in Singapore, Brazil and the Middle East, the decision to reduce the EU licensee's minimum guarantee, and not realizing any over-royalty above the guarantee in Europe and China	(112)
Leased Ops income above plan due to unbudgeted rent for Kaplan, prior period rents for Student Tours, and rate corrections to prior period invoices for Blood Donor Center and Events	24
Photography income below plan due mainly to decreased bookings primarily for intercollegiate athletics	(5)
Total Wages lower than plan	22
Other, positive controllables mainly in Licensing	90
Total Contribution	(16)
UCLA Student Union	
Gross Margin:	
Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency gained by using rentals for multiple events that were closely grouped together	47
Post Office gross income \$43K above plan due higher sales trend than planned	6
Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market	(3)
Total Wages lower than plan	15
Other, negative controllables mainly student event expense due to increased sales, and repairs & maintenance	(41)
Total Contribution	24
Allocated Expenses and Other	
A&SS lower than plan mainly total wages and employee benefits	206
Maintenance lower than plan due to positive career wages and employee benefits, and more time spent on capital projects which increases capitalized wages	77
Utilities higher than plan, mainly electricity due to underestimating CSSC and overestimating solar panel savings, and chiller water higher than plan due to warmer weather in early months (partially offset by lower reported steam and gas)	(73)
Depreciation lower than plan due to timing of capitals and reduced expenditures	127
Other, mainly positive non-recurring and interest income due mainly to higher amounts of invested cash	68
Total	405
Actual Net Income/(Loss)	440

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

ASSETS

CURRENT ASSETS:

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

LONG TERM ASSETS

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

TOTAL ASSETS

LIABILITIES AND RETAINED EARNINGS

CURRENT LIABILITIES:

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

LONG TERM DEBT:

AU expansion loan
 Total long term debt

TOTAL LIABILITIES

RETAINED EARNINGS:

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

Ending Balance

TOTAL LIABILITIES AND RETAINED EARNINGS

	Current Month April 2013	Prior Month March 2013	Prior Year July 2012
	\$11,004	\$10,027	\$10,251
	3,682	3,396	3,471
	(121)	(119)	(114)
	3,562	3,277	3,357
	628	425	256
	6,388	7,563	7,324
	116	119	265
	21,697	21,411	21,453
	64,866	64,841	64,048
	(38,205)	(37,988)	(36,215)
	26,661	26,853	27,834
	48,358	48,264	49,286
	\$3,407	\$4,293	\$5,681
	2,611	2,568	2,427
	1,207	762	824
	293	239	136
	258	287	184
	230	200	124
	705	705	705
	8,710	9,053	10,080
	12,747	12,747	12,747
	12,747	12,747	12,747
	21,457	21,800	22,827
	26,459	26,459	26,722
	440	3	(263)
	26,901	26,464	26,459
	48,358	48,264	49,286

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
STATEMENTS OF CASH FLOWS**
April 2013
(\$000's)

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss)	\$436	\$440	\$255
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation - PP&E	217	2,004	1,745
Depreciation - textbook rental equipment	0	0	0
Loss (Gain) on disposals of fixed assets	0	0	97
(Increase)/decrease in current assets:			
Accounts receivable	(284)	(203)	(419)
Student fees receivable	(202)	(368)	(406)
Inventories	1,174	936	(468)
Prepaid expenses and other current assets	3	150	71
Increase/(decrease) in current liabilities:			
Accounts payable	(885)	(2,278)	(1,453)
Sales Tax payable & other liabilities	446	382	315
Wages and payroll taxes payable	43	182	(208)
Interest payable	54	159	162
Deferred Income	(29)	74	91
Funds held for others	31	108	101
Other Current Liabilities (Current Portion of LT Debt)	0	0	0

Net cash provided/(used) by operating activities

\$1,002 **\$1,584** **(\$115)**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(25)	(831)	(1,041)

Net cash used in investing activities

(\$25) **(\$831)** **(\$1,041)**

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

Principal payments on AU expansion loan	0	0	0
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Net cash provided/(used) by financing activities

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

NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS

\$977 **\$753** **(\$1,155)**

CASH AND CASH EQUIVALENTS, Beginning

\$10,027 **10,251** **10,888**

CASH AND CASH EQUIVALENTS, Ending

\$11,004 **\$11,004** **\$9,733**

	Current Month	Year to Date	Prior Year to Date
	\$436	\$440	\$255
	217	2,004	1,745
	0	0	0
	0	0	97
			0
	(284)	(203)	(419)
	(202)	(368)	(406)
	1,174	936	(468)
	3	150	71
			0
	(885)	(2,278)	(1,453)
	446	382	315
	43	182	(208)
	54	159	162
	(29)	74	91
	31	108	101
	0	0	0
	\$1,002	\$1,584	(\$115)
	0	\$0	0
	(25)	(831)	(1,041)
	(\$25)	(\$831)	(\$1,041)
	0	0	0
	\$0	\$0	\$0
	\$977	\$753	(\$1,155)
	\$10,027	10,251	10,888
	\$11,004	\$11,004	\$9,733

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

April 2013

(\$000's)

CASH AND CASH EQUIVALENTS	11,004
Less: Committed Capital Projects	
HTS Renovation	(137)
Casual Dining	(750)
Pauley Pavillion Remodel	(317)
AGB Drape Replacement & Sound Paneling	(150)
Ackerman B&A Level Remodel	(2,000)
NCSC Remodel	(250)
Ostin Music Café	(200)
Store POS	(150)
Terrace Food Court Patio Upgrade	(350)
Subtotal	<u>(4,304)</u>
Adjustment for Cash Overdraft Entry	<u>(176)</u>
Uncommitted Cash	6,524
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	<u>6,168</u>
RESERVE SURPLUS (DEFICIT)	<u><u>357</u></u>

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

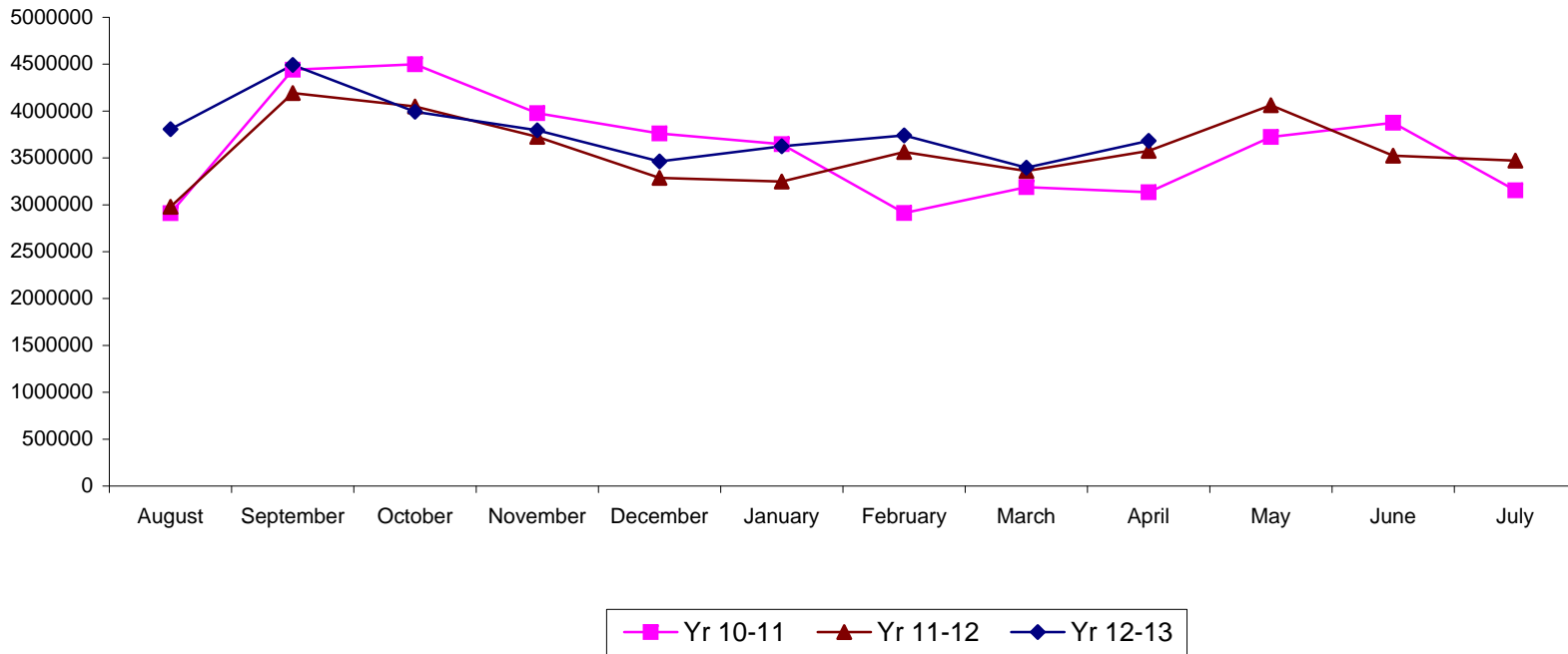
PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
Store/Services								
2012-S001 Store General Replacement	50.0	10.5	2.3	12.8	37.2		0.0	In Progress
2012-S002 Store Photocopiers	40.0	26.2	0.0	26.2	13.8		0.0	In Progress
2012-S003 Pauley Souvenir Sales	40.0	11.3	2.6	13.9	26.1		0.0	In Progress
2012-S004 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0	2,000.0	0.0	Pending
2012-S005 Informal Photo-Photo Equipment	10.0	0.0	10.9	10.9	0.0		0.9	Completed Awaiting Invoice
2012-S032 Bearwear Remodel	0.0	26.8	0.0	26.8	13.2		40.0	In Progress
2012-S034 HSS Design	0.0	5.5	12.3	17.8	2.2		20.0	In Progress
Total Store/Services	2,140.0	80.3	28.1	108.4	92.5	2,000.0	60.9	
Food Service								
2012-F006 FS Miscellaneous and Unanticipated	50.0	40.9	0.0	40.9	9.1		0.0	In Progress
2012-F007 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2012-F008 Patio Umbrellas	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-F009 LV FS Concept Updates	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2012-F010 Catering Electric Cart	15.0	0.0	0.0	0.0	0.0		(15.0)	Cancel
2012-F011 NCSC Remodel	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending
2012-F012 Northern Lights Menu Update	25.0	0.0	12.1	12.1	12.9		0.0	In Progress
2012-F013 Ostin Music Café	200.0	0.0	0.0	0.0	0.0	200.0	0.0	Pending
2012-F014 TH Misc Kitchen Equipment	10.0	8.3	0.0	8.3	1.7		0.0	In Progress
2012-O036 NCSC Equipment Upgrade	0.0	0.0	48.4	48.4	0.6		49.0	In Progress
2012-O037 NCSC Marketing & Signage	0.0	0.0	12.8	12.8	5.2		18.0	In Progress
2012-O038 NCSC Facility Improvement	0.0	0.0	4.9	4.9	17.1		22.0	In Progress
Total Food Services	655.0	49.2	78.2	127.4	46.6	555.0	74.0	
Technology								
2012-T015 Network Infrastructure Upgrade	20.0	2.7	9.6	12.3	7.7		0.0	In Progress
2012-T016 Printer Replacement	10.0	6.4	3.6	10.0	0.0		0.0	Completed Awaiting Invoice
2012-T017 PC Replacement, Infrastructure	80.0	81.7	0.0	81.7	0.0		1.7	Completed
2012-T018 Store POS	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2012-T019 Network Security Scan Software	18.0	0.0	0.0	0.0	0.0	18.0	0.0	Pending
2012-T020 Marketing Color Laser Printer	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2012-T021 ASUCLA Display Boards in AU KH	4.0	0.0	0.0	0.0	0.0	4.0	0.0	Pending
Total Technology	292.0	90.8	13.2	104.0	7.7	172.0	(8.3)	
Others								
2012-O022 Custodial Replacements	10.0	6.2	0.0	6.2	3.8		0.0	In Progress
2012-O023 SUO General Replacement	25.0	16.6	8.8	25.4	0.0		0.4	Completed Awaiting Invoice
2012-O024 Information Technology Upgrades	5.0	5.8	0.0	5.8	0.0		0.8	Completed
2012-O025 Board Room AU 2408 Remodel	55.0	0.0	0.0	0.0	0.0	55.0	0.0	Pending
2012-O026 Terrace Food Court Patio Upgrade	350.0	0.0	0.0	0.0	0.0	350.0	0.0	Pending
2012-O027 Fac. Misc. Remodels	25.0	6.7	6.8	13.5	11.5		0.0	In Progress
2012-O028 Finance Photocopier	15.0	3.5	0.0	3.5	11.5		0.0	In Progress
2012-O029 Finance Misc. Replacements	15.0	7.3	1.1	8.4	6.6		0.0	In Progress
2012-O030 Licensing Visual Identity	40.0	30.0	10.0	40.0	0.0		0.0	Completed Awaiting Invoice
2012-O031 Licensing Office Remodel	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-O033 A2L Training Table/Meeting Room	0.0	48.1	5.7	53.8	16.2		70.0	In Progress
2012-O035 Charging Stations (TGIF)	0.0	0.0	26.4	26.4	0.0		26.4	Completed Awaiting Invoice
Total Others	550.0	124.2	58.8	183.0	49.6	415.0	97.6	
Total Current Year Projects	3,637.0	344.5	178.3	522.8	196.4	3,142.0	224.2	

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

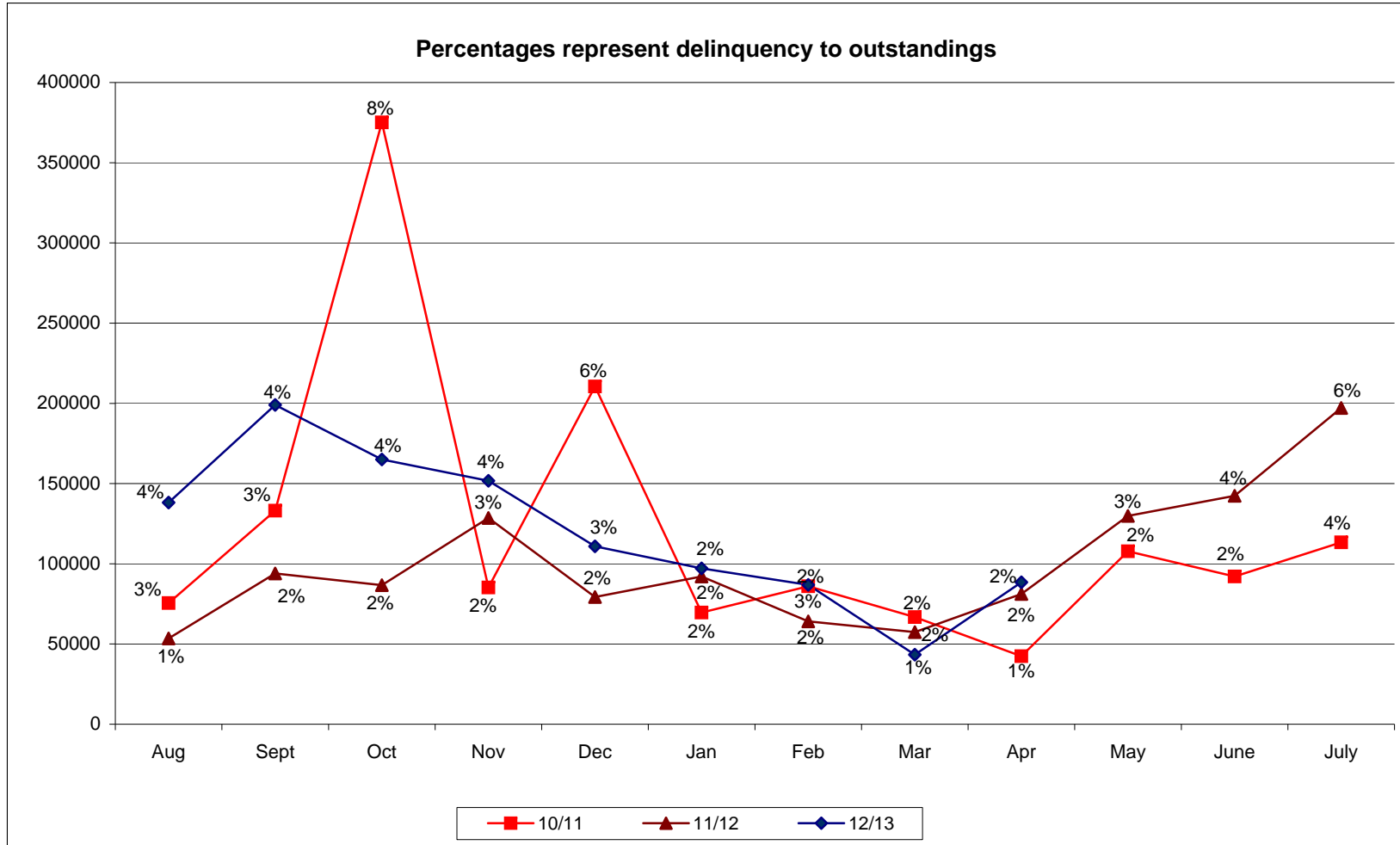
4/27/2013	April	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$732,943	22%	\$86,155	55%	\$17,841	43%	\$22,599	79%	\$4,888	57%	\$3,193	31%	\$867,619	24%
ASUCLA PUBLICATIONS		\$183,542	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$183,542	5%
ASUCLA USA/GSA		\$234,108	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$234,108	6%
DUE FROM VENDORS		\$477,353	14%	\$19,243	12%	(\$88)	0%	\$5,135	18%	\$3,424	39%	\$3	0%	\$505,070	14%
DENTAL KITS		\$80,291	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$80,291	2%
OTHER		\$1,727,202	50%	\$52,700	33%	\$23,355	57%	\$832	3%	\$362	4%	\$6,953	69%	\$1,811,404	49%
TOTAL CURRENT MONTH		\$3,435,439	100%	\$158,098	100%	\$41,108	100%	\$28,566	100%	\$8,674	100%	\$10,149	100%	\$3,682,034	100%
		94%		4%		1%		1%		0%		0%		100%	
3/30/2013	March	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$712,494	21%	\$60,971	57%	\$31,299	152%	\$9,197	96%	\$2,195	20%	\$3,008	137%	\$819,164	25%
ASUCLA PUBLICATIONS		\$118,398	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$118,398	3%
ASUCLA USA/GSA		\$233,356	7%	\$0	0%	\$137	1%	\$0	0%	\$0	0%	\$0	0%	\$233,493	7%
DUE FROM VENDORS		\$518,572	16%	\$1,063	1%	\$1,408	7%	\$4,678	49%	\$3,118	28%	\$1,795	82%	\$530,634	16%
DENTAL KITS		\$150,706	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$150,706	4%
OTHER		\$1,512,725	47%	\$44,614	42%	(\$12,273)	-60%	(\$4,296)	-45%	\$5,703	52%	(\$2,610)	-119%	\$1,543,863	45%
TOTAL CURRENT MONTH		\$3,246,251	100%	\$106,648	100%	\$20,571	100%	\$9,579	100%	\$11,016	100%	\$2,193	100%	\$3,396,258	100%
		96%		3%		1%		0%		0%		0%		100%	
2/23/2013	February	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$565,610	17%	\$137,552	60%	\$31,730	68%	\$2,692	8%	\$2,042	85%	\$3,036	77%	\$742,662	20%
ASUCLA PUBLICATIONS		\$120,477	4%	\$0	0%	\$0	0%	(\$340)	-1%	\$0	0%	\$0	0%	\$120,137	3%
ASUCLA USA/GSA		\$68,610	2%	\$816	0%	\$0	0%	\$212	1%	\$0	0%	\$370	9%	\$70,008	2%
DUE FROM VENDORS		\$962,213	28%	\$437	0%	\$6,316	14%	\$4,891	14%	\$3,261	136%	\$767	20%	\$977,885	26%
DENTAL KITS		\$182,705	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$182,705	5%
OTHER		\$1,521,193	44%	\$94,113	40%	\$8,349	18%	\$26,685	78%	(\$2,908)	-121%	(\$240)	-6%	\$1,647,192	44%
TOTAL CURRENT MONTH		\$3,420,808	100%	\$232,918	100%	\$46,395	100%	\$34,140	100%	\$2,395	100%	\$3,933	100%	\$3,740,589	100%
		92%		6%		1%		1%		0%		0%		100%	

Total Aged Accounts Receivable Balances

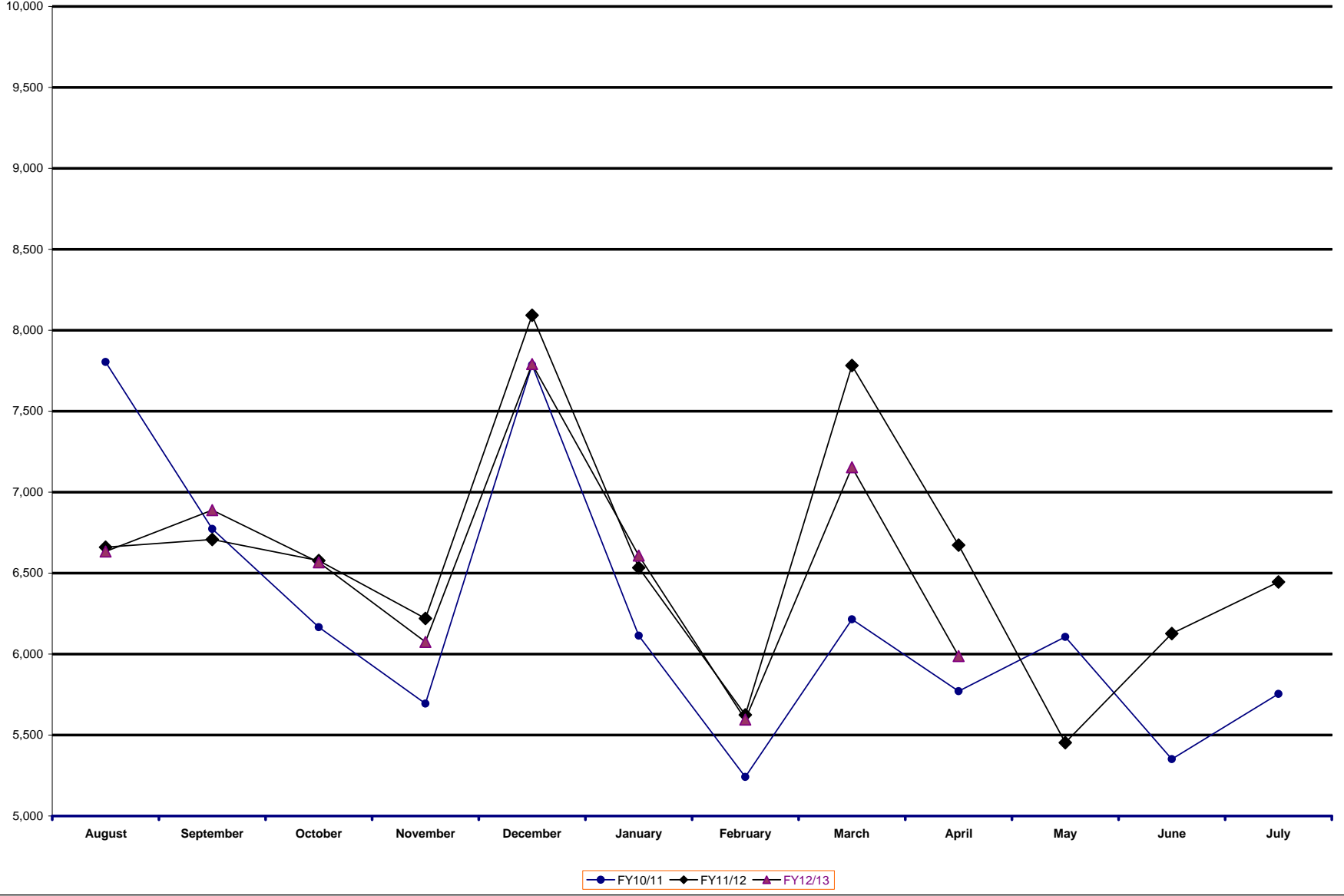
12 Month History
August 10 through April 13



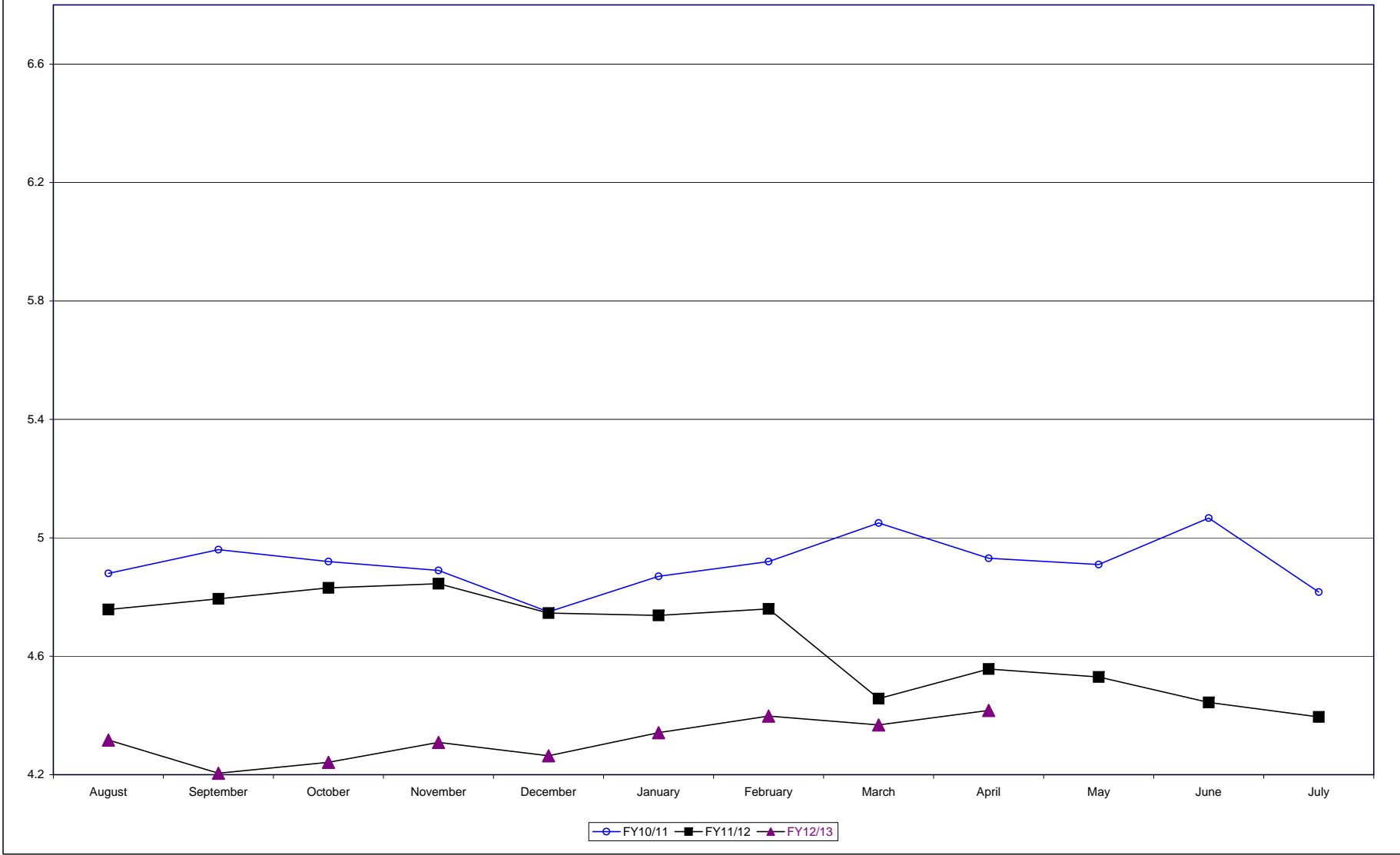
Aged Accounts Receivable Balances >60 Days Past Due



**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

APR. 09(03/31/13-04/27/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 9 MO(07/29/12-04/27/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,679,619	1,705,095	<25,476>	8,590,585	8,621,321	<30,736>	1,943,413	9,183,516
106,537	127,137	<20,600>	909,152	1,011,415	<102,263>	118,636	1,036,104
992,619	1,018,200	<25,582>	7,806,854	7,650,102	156,752	949,826	6,773,884
1,243,551	1,616,500	<372,949>	12,500,890	14,771,000	<2,270,110>	1,406,445	13,477,086
288,919	339,203	<50,284>	2,636,853	2,566,139	70,714	317,728	2,692,048
55,561	60,000	<4,439>	1,136,736	911,000	225,736	41,030	733,071
189,547	237,243	<47,696>	4,090,766	4,269,130	<178,364>	226,835	4,008,714
4,556,352	5,103,378	<547,026>	37,671,835	39,800,107	<2,128,272>	5,003,913	37,904,423
3,161,495	3,517,307	355,812	26,510,215	28,039,305	1,529,090	3,410,935	26,887,945
9,111	7,980	<1,131>	44,771	38,730	<6,041>	9,666	45,869
1,598	1,990	392	13,329	15,610	2,281	1,813	15,153
3,372	3,580	208	31,508	30,380	<1,128>	3,141	27,289
3,779	4,610	831	34,912	39,480	4,568	4,145	37,175
1,833	1,770	<63>	15,642	13,330	<2,312>	1,984	16,139
214	210	<4>	4,300	3,180	<1,120>	152	2,728
1,404	1,390	<14>	22,561	17,550	<5,011>	1,550	21,732
21,310	21,530	220	167,024	158,260	<8,764>	22,450	166,085
3,182,805	3,538,837	356,032	26,677,240	28,197,565	1,520,325	3,433,385	27,054,030
69.4	68.9	<0.5>	70.4	70.5	0.1	68.2	70.9
1,373,546	1,564,541	<190,995>	10,994,595	11,602,542	<607,947>	1,570,527	10,850,393
30.6	31.1	<0.5>	29.6	29.6	0.1	31.8	29.1
0.5	0.4	<0.1>	0.4	0.4	<0.0>	0.5	0.4
30.2	30.7	<0.5>	29.2	29.2	0.0	31.4	28.6
21.1	24.9	<3.8>	23.5	25.2	<1.7>	26.6	25.3
32.5	32.5	<0.0>	32.0	32.2	<0.2>	35.1	31.8
52.8	52.4	0.4	50.2	51.4	<1.2>	53.2	50.9
23.0	21.5	1.5	19.9	19.3	0.6	22.3	19.8
28.9	31.4	<2.4>	27.6	29.8	<2.2>	30.8	28.3
51.9	51.7	0.3	50.2	52.1	<1.9>	52.4	51.7
32.3	33.8	<1.5>	23.9	25.3	<1.4>	32.8	23.3
75.700	81.686	<5.986>	691,420	778,992	<87,572>	87,155	809,132
1,449,247	1,646,227	<196,981>	11,686,016	12,381,534	<695,518>	1,657,683	11,659,525
252,905	291,787	38,882	2,347,083	2,600,493	253,410	266,748	2,471,989
1,135	2,500	1,365	7,356	2,500	<4,856>	2,635	4,344
142,423	144,869	2,446	1,217,664	1,275,937	58,273	144,577	1,211,651
396,462	439,156	42,694	3,572,103	3,878,930	306,828	413,960	3,687,984
8.7	8.6	<0.1>	9.5	9.8	0.3	8.3	9.7
122,956	156,758	33,802	1,165,596	1,367,884	202,288	128,854	1,122,019
5,044	5,625	581	87,429	79,205	<8,224>	9,604	87,880
13,624	14,100	476	125,176	127,695	2,519	15,037	127,879
80	125	45	812	1,125	313	80	1,021
20	24	4	351	183	<168>	19	190
1,283	1,225	<58>	19,499	20,005	506	1,047	18,364
0	0	0	2,100	2,025	<75>	0	2,075
3,030	3,700	670	46,009	45,970	<39>	3,812	46,390
25,134	18,230	<6,904>	263,969	269,395	5,426	21,642	239,136
900	900	0	8,105	8,450	345	853	8,326
0	0	0	0	0	0	0	681
0	0	0	0	0	0	252	431
27	0	<27>	25	0	<25>	<0>	<17>
0	0	0	733	100	<633>	0	177
6,668	8,195	1,527	170,618	163,495	<7,123>	6,093	148,347
<2,230>	<3,075>	<846>	<56,613>	<63,206>	<6,593>	<115>	<61,166>
36	75	39	248,272	240,675	<7,597>	146	242,406
738	3,165	2,427	37,687	25,695	<11,992>	2,618	25,739
0	0	0	0	0	0	0	175
0	0	0	<19>	0	19	0	28
77,922	98,242	20,320	592,158	636,425	44,267	75,901	589,057
<1,368>	0	1,368	5,619	0	<5,619>	1,004	11,257
1	0	<1>	7,238	0	<7,238>	38	3,535
274	0	<274>	374	0	<374>	0	0
0	0	0	1,150	2,050	900	0	4,171
0	0	0	1,446	1,300	<146>	86	1,608
0	0	0	300	300	0	0	900
18,494	200	<18,294>	59,968	3,292	<56,676>	207	2,200
0	300	300	8,628	600	<8,028>	0	4,554
0	400	400	38,362	37,400	<962>	676	37,864
0	140	140	38,932	38,860	<72>	140	41,741
0	0	0	53	0	<53>	0	<53>
0	421	421	0	10	10	0	0
1,676	2,430	754	98,655	49,100	<49,555>	202	47,024
274,308	311,180	36,872	2,972,632	3,058,033	85,401	268,196	2,753,937
670,770	750,336	79,566	6,544,735	6,936,963	392,228	682,155	6,441,921
778,476	895,891	<117,415>	5,141,281	5,444,571	<303,290>	975,527	5,217,604
23,328	27,508	4,180	230,709	250,309	19,600	28,164	232,148
148,527	157,348	8,821	1,310,536	1,368,866	58,330	147,685	1,291,618
59,705	67,784	8,079	544,150	586,169	42,019	68,630	545,001
34,787	35,176	389	292,180	312,833	20,653	34,985	298,008
87,030	97,687	10,657	823,738	876,120	52,382	87,242	847,656
65,330	71,329	5,999	609,971	625,436	15,465	65,637	590,321
32,186	27,720	<4,466>	284,858	248,347	<36,511>	29,266	240,447
66,271	69,375	3,104	615,651	624,375	8,724	68,641	628,466
517,164	553,927	36,763	4,711,793	4,892,455	180,662	530,250	4,673,665
261,313	341,964	<80,651>	429,488	552,116	<122,628>	445,277	543,939

**UCLA RESTAURANTS
INCOME STATEMENT**

APR. 09(03/31/13-04/27/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 9 MO(07/29/12-04/27/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
173,231	158,529	14,702	1,228,139	1,134,775	93,364	153,821	1,203,914
217,265	245,441	<28,176>	1,500,116	1,657,088	<156,972>	223,259	1,670,853
149,138	153,867	<4,729>	1,147,612	1,211,539	<63,927>	144,308	658,709
259,766	292,942	<33,176>	1,996,358	2,063,674	<67,316>	252,121	1,962,251
264,550	266,370	<1,820>	2,011,826	2,015,970	<4,144>	253,232	2,100,137
233,780	175,078	58,702	2,187,663	1,847,430	340,233	203,791	1,575,720
1,297,730	1,292,227	5,503	10,071,715	9,930,476	141,239	1,230,531	9,171,583
445,359	437,420	<7,939>	3,471,703	3,352,730	<118,973>	416,081	3,180,010
34.3	33.9	<0.5>	34.5	33.8	<0.7>	33.8	34.7
852,371	854,807	<2,436>	6,600,012	6,577,746	22,266	814,450	5,991,573
65.7	66.2	<0.5>	65.5	66.2	<0.7>	66.2	65.3
66.5	68.5	<2.0>	67.3	68.7	<1.4>	66.9	66.6
63.6	64.3	<0.6>	63.0	63.8	<0.8>	66.4	64.2
65.5	66.7	<1.2>	64.8	66.9	<2.1>	65.5	65.4
69.1	68.8	0.2	68.9	69.5	<0.6>	69.7	69.8
64.4	65.8	<1.4>	64.6	65.8	<1.2>	64.9	65.0
65.3	62.6	2.6	64.7	63.7	1.0	63.4	60.7
202,588	183,984	18,604	1,701,439	1,484,659	216,780	190,567	1,409,191
1,054,959	1,038,791	16,168	8,301,450	8,062,405	239,045	1,005,018	7,400,764
263,682	272,100	8,418	2,490,881	2,507,294	16,413	270,469	2,411,280
8,230	1,315	<6,915>	24,254	13,781	<10,473>	1,838	16,699
224,768	205,448	<19,320>	1,790,719	1,714,269	<76,450>	207,826	1,618,299
<36,909>	<34,784>	2,125	<297,629>	<282,746>	14,883	<35,492>	<251,628>
459,770	444,079	<15,691>	4,008,225	3,952,598	<55,627>	444,642	3,794,650
35.4	34.4	<1.1>	39.8	39.8	0.0	36.1	41.4
140,305	162,810	22,505	1,316,854	1,453,294	136,440	146,136	1,248,548
2,047	1,660	<387>	15,849	13,895	<1,954>	2,592	17,800
4,102	4,608	506	37,280	41,217	3,937	4,730	41,288
1,158	1,500	342	12,189	14,500	2,311	1,500	11,508
63,163	64,553	1,390	468,894	492,240	23,346	58,785	442,442
4.9	5.0	0.1	4.7	5.0	0.3	4.8	4.8
4,771	3,824	<947>	43,248	34,231	<9,017>	3,016	30,998
0	0	0	0	0	0	0	7
<8,958>	<9,450>	<492>	<82,803>	<82,050>	753	<7,786>	<70,945>
5,356	2,275	<3,081>	33,373	22,874	<10,499>	2,902	27,721
5,997	5,246	<751>	55,725	49,772	<5,953>	7,005	60,749
1,869	1,070	<799>	17,017	11,975	<5,042>	28	12,455
3,776	2,689	<1,087>	61,269	66,369	5,100	1,257	60,015
0	100	100	1,401	900	<501>	0	0
3	32	29	45	239	194	2	38
9,067	4,959	<4,108>	88,152	46,848	<41,304>	6,952	64,757
40,536	32,776	<7,760>	276,514	258,261	<18,253>	36,074	243,832
2,134	2,354	220	15,063	17,170	2,107	2,011	15,105
1,909	881	<1,028>	8,629	6,988	<1,641>	1,602	6,831
0	0	0	6	0	<6>	0	203
45	0	<45>	13,771	3,100	<10,671>	436	3,180
86	400	314	1,773	3,450	1,677	180	4,308
0	0	0	10,261	6,300	<3,961>	0	870
0	0	0	600	0	<600>	600	600
3,271	0	<3,271>	9,553	0	<9,553>	0	0
24,915	20,463	<4,452>	254,438	238,573	<15,865>	16,330	128,269
305,553	302,750	<2,803>	2,659,099	2,700,146	41,047	284,353	2,350,580
765,324	746,829	<18,495>	6,667,323	6,652,744	<14,579>	728,995	6,145,230
289,635	291,962	<2,327>	1,634,127	1,409,661	224,466	276,023	1,255,534
27,053	27,816	763	258,920	254,686	<4,234>	30,252	239,253
48,108	46,277	<1,831>	438,552	432,841	<5,711>	41,223	397,377
19,338	19,298	<40>	182,604	179,662	<2,942>	19,157	168,027
11,267	10,014	<1,253>	96,883	93,761	<3,122>	9,766	91,788
28,189	27,812	<377>	273,708	267,193	<6,515>	24,352	260,097
55,072	68,077	13,005	514,202	596,922	82,720	55,332	497,638
27,133	26,458	<675>	240,136	237,037	<3,099>	24,671	202,697
97,651	106,614	8,963	902,372	959,526	57,154	99,991	722,362
313,811	332,366	18,555	2,907,377	3,021,628	114,252	304,744	2,579,239
<24,176>	<40,404>	16,228	<1,273,250>	<1,611,967>	338,718	<28,722>	<1,323,705>
405,894	414,041	<8,147>	3,111,044	3,106,271	4,772	397,630	2,852,976
133,502	135,460	<1,958>	1,046,405	1,037,396	9,009	130,086	864,505
272,392	278,581	<6,189>	2,064,639	2,068,875	<4,237>	267,544	1,988,471
5.01	4.90	0.11	5.05	4.96	0.09	4.84	4.73
6.16	6.00	0.16	6.22	6.04	0.18	6.13	6.02
4.44	4.36	0.08	4.45	4.42	0.03	4.21	4.17
31,523	30,166	<1,357>	264,934	265,118	184	30,445	255,548
41.17	42.84	<1.67>	38.02	37.46	0.56	40.42	35.89

SERVICES DIVISION
INCOME STATEMENT

APR. 09(03/31/13-04/27/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 9 MO(07/29/12-04/27/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
18,862	18,192	670	137,866	141,122	<3,256>	21,376	125,610
18,862	18,192	670	137,866	141,122	<3,256>	21,376	125,610
343	721	378	5,791	3,818	<1,973>	221	4,071
18,519	17,471	1,048	132,075	137,304	<5,229>	21,156	121,539
98.2	96.0	2.1	95.8	97.3	<1.5>	99.0	96.8
98.2	96.0	2.1	95.8	97.3	<1.5>	99.0	96.8
229,851	302,175	<72,324>	1,817,269	1,964,525	<147,256>	212,122	1,641,433
95,524	85,694	9,830	791,474	767,514	23,960	85,094	727,360
325,374	387,869	<62,495>	2,608,743	2,732,039	<123,296>	297,216	2,368,793
343,893	405,340	<61,447>	2,740,818	2,869,343	<128,525>	318,372	2,490,331
30,590	34,320	3,730	281,295	294,916	13,621	30,082	278,986
829	0	<829>	829	0	<829>	0	0
773	1,938	1,165	6,594	16,190	9,596	899	7,337
32,192	36,258	4,066	288,718	311,106	22,388	30,981	286,322
170.7	199.3	28.6	209.4	220.5	11.0	144.9	228.0
13,425	16,472	3,047	129,561	143,621	14,060	13,849	121,651
1,373	950	<423>	7,843	8,014	171	406	8,065
662	735	73	6,005	6,559	554	706	6,475
161	105	<56>	815	945	130	1,173	1,906
737	0	<737>	11,756	15,500	3,744	<3,000>	14,668
0	0	0	8,000	8,000	0	<10,000>	<2,011>
0	250	250	0	250	250	0	0
458	4,400	3,942	20,129	40,200	20,071	<1,987>	17,878
207	214	7	4,943	1,357	<3,586>	0	1,757
2,083	3,083	1,000	21,972	23,672	1,700	2,083	21,922
0	1,150	1,150	2,300	10,350	8,050	214	8,300
7,637	4,150	<3,487>	30,107	37,350	7,243	0	35,391
38,438	59,043	20,605	183,215	212,661	29,446	39,869	102,338
5,455	7,000	1,545	121,229	125,000	3,771	5,230	115,131
0	0	0	128	0	<128>	208	208
16,769	22,209	5,440	471,251	475,326	4,075	27,805	443,269
87,404	119,761	32,357	1,019,252	1,108,805	89,553	76,555	896,947
119,596	156,019	36,423	1,307,970	1,419,911	111,941	107,535	1,183,270
224,297	249,321	<25,024>	1,432,848	1,449,432	<16,584>	210,836	1,307,062
1,894	2,271	377	18,646	20,101	1,455	2,108	18,051
10,698	12,322	1,624	94,947	100,219	5,272	8,946	87,827
4,437	5,308	871	40,865	43,040	2,175	4,295	38,781
2,585	2,754	169	21,816	22,742	926	2,189	20,954
6,468	7,650	1,182	61,293	63,714	2,421	5,459	59,697
11,588	12,653	1,065	108,198	110,942	2,744	11,643	104,712
5,709	4,916	<793>	50,529	44,042	<6,487>	5,191	42,651
5,785	5,695	<90>	52,732	51,255	<1,477>	5,849	48,323
49,164	53,569	4,405	449,026	456,055	7,029	45,680	420,996
175,133	195,752	<20,619>	983,822	993,377	<9,555>	165,157	886,065

UCLA STUDENT UNION
INCOME STATEMENT

APR. 09(03/31/13-04/27/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 9 MO(07/29/12-04/27/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
34,559	26,525	8,034	358,115	331,692	26,423	38,993	352,972
2,779	2,554	225	20,753	23,139	<2,386>	2,901	18,833
66,019	59,299	6,720	508,620	473,264	35,356	59,341	483,246
103,357	88,378	14,979	887,488	828,095	59,393	101,234	855,050
64,855	57,994	<6,861>	500,016	462,853	<37,163>	58,511	474,222
9,157	7,233	<1,924>	75,486	81,925	6,439	8,804	88,843
55	100	45	618	575	<43>	70	594
74,066	65,327	<8,739>	576,120	545,353	<30,767>	67,386	563,659
71.7	73.9	2.3	64.9	65.9	0.9	66.6	65.9
29,291	23,051	6,240	311,368	282,742	28,626	33,849	291,391
28.3	26.1	2.3	35.1	34.1	0.9	33.4	34.1
73.5	72.7	0.8	78.9	75.3	3.6	77.4	74.8
98.0	96.1	2.0	97.0	97.5	<0.5>	97.6	96.9
1.8	2.2	<0.4>	1.7	2.2	<0.5>	1.4	1.9
18,147	20,059	<1,912>	158,629	144,177	14,452	22,812	150,398
2,541	1,959	582	17,081	17,633	<552>	2,300	21,924
11,705	10,439	1,266	91,391	83,314	8,077	10,389	84,514
32,393	32,457	<64>	267,101	245,124	21,977	35,501	256,835
61,683	55,508	6,175	578,469	527,866	50,603	69,350	548,226
30,097	30,648	551	267,992	273,160	5,168	29,756	261,691
21,464	21,873	409	178,063	187,861	9,798	25,499	191,019
51,561	52,521	960	446,054	461,021	14,967	55,256	452,710
49.9	59.4	9.5	50.3	55.7	5.4	54.6	53.0
14,394	15,977	1,583	131,881	141,186	9,305	14,883	122,792
752	853	101	11,197	7,124	<4,073>	1,395	7,433
3,580	3,426	<154>	29,540	30,199	659	3,355	30,397
0	1,100	1,100	1,844	2,250	406	0	1,924
0	0	0	5,444	4,562	<882>	7	4,582
231	0	<231>	5,745	5,495	<250>	0	6,401
0	0	0	3,896	5,258	1,362	18	5,334
1,108	614	<494>	22,689	18,826	<3,863>	546	21,618
11,826	10,044	<1,782>	102,700	73,382	<29,318>	17,789	101,050
0	0	0	0	0	0	0	200
<168>	240	408	3,166	2,875	<291>	230	5,205
0	70	70	20	990	970	0	105
0	30	30	608	507	<101>	0	880
0	0	0	563	600	37	0	1,267
0	265	265	828	1,689	861	0	2,448
18	601	583	4,290	5,379	1,089	549	7,748
2,316	764	<1,552>	23,602	9,495	<14,107>	858	12,419
1,466	1,083	<383>	13,192	9,747	<3,445>	1,100	10,983
1,726	1,518	<208>	12,595	12,012	<583>	1,596	11,949
155	36	<119>	153	286	134	0	<27>
1,583	1,175	<408>	10,945	10,579	<366>	1,380	13,780
0	0	0	2,769	2,637	<132>	0	2,638
15,417	15,417	0	138,750	138,753	3	15,417	138,750
12,626	18,000	5,374	101,099	102,500	1,401	22,962	101,618
67,030	71,213	4,183	627,517	586,331	<41,186>	82,083	611,494
118,591	123,734	5,143	1,073,572	1,047,352	<26,220>	137,339	1,064,204
<56,907>	<68,226>	11,319	<495,102>	<519,486>	24,384	<67,989>	<515,978>
3,035	3,289	254	28,774	29,715	941	3,759	28,511
4,219	3,666	<553>	42,233	39,392	<2,841>	3,840	40,859
1,750	1,579	<171>	18,134	16,871	<1,263>	1,843	17,839
1,019	819	<200>	9,616	8,856	<760>	940	9,749
2,551	2,277	<274>	27,048	25,131	<1,917>	2,343	27,697
34,427	37,578	3,151	321,441	329,508	8,067	34,590	311,086
16,962	14,608	<2,354>	150,115	130,872	<19,243>	15,422	126,712
16,907	18,125	1,218	156,843	163,125	6,282	16,730	159,000
80,870	81,941	1,071	754,204	743,470	<10,733>	79,467	721,453
<137,777>	<150,167>	12,390	<1,249,306>	<1,262,956>	13,650	<147,457>	<1,237,431>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

APR. 09(03/31/13-04/27/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 9 MO(07/29/12-04/27/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
286,473	295,529	9,056	2,608,356	2,657,738	49,382	287,661	2,632,492
0	300	300	1,257	2,700	1,443	1,394	2,611
31,406	36,177	4,771	263,871	299,890	36,019	35,626	283,436
317,879	332,006	14,127	2,873,484	2,960,328	86,844	324,682	2,918,539
4.8	4.6	<0.2>	5.3	5.3	<0.0>	4.7	5.5
0	1,000	1,000	9,770	9,000	<770>	0	11,667
0	833	833	4,000	7,497	3,497	0	861
121,280	139,277	17,997	1,148,745	1,229,466	80,721	123,180	1,075,634
6,337	7,772	1,435	75,453	71,009	<4,444>	5,576	66,447
8,750	9,988	1,238	80,828	88,628	7,800	9,552	85,085
996	1,122	126	8,515	9,978	1,463	606	8,216
83	2,204	2,122	15,239	18,566	3,327	4,265	25,115
0	40	40	0	360	360	0	0
80	256	176	17,022	17,644	622	6,506	13,762
0	52	52	0	156	156	0	0
0	855	855	4,463	7,695	3,232	0	741
120	291	171	2,425	3,705	1,280	196	1,260
28	620	592	1,974	4,860	2,886	9	4,068
0	0	0	14	0	<14>	0	0
246	337	91	2,395	3,033	638	246	2,869
<104>	<1,500>	<1,396>	<6,194>	<13,500>	<7,306>	<1,512>	<26,751>
376	50	<326>	1,651	450	<1,201>	0	896
2,561	2,482	<79>	23,210	22,338	<872>	380	21,889
3,440	4,000	560	8,318	15,200	6,882	1,200	15,059
2,572	1,906	<666>	19,152	17,010	<2,142>	1,850	16,566
4,852	9,465	4,613	45,242	52,715	7,473	4,392	40,042
9,549	10,244	695	89,123	92,196	3,073	15,979	89,634
82	3	<79>	779	232	<547>	138	437
10,906	10,906	0	84,725	86,225	1,500	10,588	85,170
<11>	80	91	76	720	644	0	<21>
20,440	21,000	560	183,960	189,000	5,040	18,338	165,042
2,874	4,577	1,704	27,289	33,273	5,984	2,602	25,293
1,323	796	<527>	7,504	7,026	<478>	814	7,325
10,123	10,123	0	91,106	91,488	382	9,828	88,821
360	0	<360>	7,197	3,868	<3,329>	630	5,310
9,167	9,442	275	82,500	85,402	2,902	9,167	82,913
0	0	0	6,325	6,300	<25>	0	6,000
14,772	10,300	<4,472>	98,669	92,700	<5,969>	9,589	91,175
788	200	<588>	13,575	11,800	<1,775>	0	10,000
3,567	5,665	2,098	29,960	41,107	11,147	3,956	31,319
2,940	3,255	315	27,069	28,520	1,451	4,600	34,653
7,417	7,640	223	66,751	68,760	2,009	7,417	66,750
15,498	15,929	431	139,482	143,361	3,879	15,498	139,082
1,305	500	<805>	20,491	21,200	709	2,335	20,572
262,714	291,710	28,996	2,438,802	2,568,988	130,186	267,922	2,312,901
580,593	623,716	43,123	5,312,285	5,529,316	217,031	592,604	5,231,440
14,063	15,355	1,292	131,307	134,640	3,333	14,130	127,077
6,929	5,970	<959>	61,322	53,483	<7,839>	6,300	51,761
14,584	17,273	2,689	134,324	155,457	21,133	13,719	146,359
35,576	38,598	3,022	326,953	343,580	16,627	34,149	325,197
616,169	662,314	46,145	5,639,238	5,872,896	233,658	626,753	5,556,636
<525,988>	<563,861>	<37,873>	<4,815,351>	<5,037,162>	<221,811>	<527,178>	<4,720,939>
<29,844>	<29,844>	0	<232,025>	<232,025>	0	<28,583>	<221,597>
<3,831>	<3,831>	0	<31,742>	<31,742>	0	<3,872>	<32,099>
<56,506>	<64,778>	<8,272>	<560,120>	<571,967>	<11,847>	<67,120>	<582,002>
<616,169>	<662,314>	<46,145>	<5,639,238>	<5,872,896>	<233,658>	<626,753>	<5,556,637>
0	0	<0>	0	0	<0>	<0>	<1>

MAINTENANCE DIVISION
EXPENSE STATEMENT

APR. 09(03/31/13-04/27/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 9 MO(07/29/12-04/27/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
88,276	100,105	11,829	839,041	882,458	43,417	95,280	835,908
5,084	0	<5,084>	33,512	0	<33,512>	0	10,785
<799>	0	799	<799>	0	799	0	0
<160>	0	160	<1,490>	0	1,490	0	<10,192>
<4,316>	<3,998>	318	<36,430>	<37,372>	<942>	<4,298>	<41,023>
<5,500>	<3,000>	2,500	<46,483>	<27,000>	19,483	<7,101>	<42,603>
82,584	93,107	10,523	787,352	818,086	30,734	83,882	752,875
48,407	63,370	14,963	477,389	552,403	75,014	54,947	471,470
55	165	110	2,089	1,710	<379>	133	1,813
630	871	241	5,841	7,916	2,075	814	7,323
0	180	180	431	1,620	1,189	0	1,861
4,543	0	<4,543>	4,543	0	<4,543>	0	0
4,861	4,544	<317>	40,749	39,240	<1,509>	4,694	40,613
4,145	4,031	<114>	41,261	38,457	<2,804>	3,236	44,054
838	899	61	11,580	8,664	<2,916>	1,416	11,460
478	1,727	1,249	5,789	8,196	2,407	1,549	6,515
17,132	13,725	<3,407>	139,346	125,025	<14,321>	10,889	142,211
2,996	2,925	<71>	27,251	26,325	<926>	2,787	26,044
119	0	<119>	778	600	<178>	0	947
257	275	18	1,519	2,475	956	147	2,475
0	225	225	277	2,025	1,748	764	1,231
1,781	2,450	669	30,057	22,550	<7,507>	3,772	21,896
8,289	8,428	139	69,955	66,547	<3,408>	7,954	64,020
2,917	3,219	302	31,954	28,971	<2,983>	3,242	26,719
469	480	11	5,649	5,520	<129>	1,289	6,589
97,916	107,514	9,598	896,458	938,244	41,786	97,629	877,241
180,500	200,621	20,121	1,683,810	1,756,330	72,520	181,512	1,630,116
15,365	19,665	4,300	142,140	176,985	34,845	15,240	139,447
15,365	19,665	4,300	142,140	176,985	34,845	15,240	139,447
195,865	220,286	24,421	1,825,950	1,933,315	107,365	196,752	1,769,563
<166,417>	<189,637>	<23,220>	<1,553,812>	<1,662,808>	<108,996>	<167,202>	<1,503,757>
<6,057>	<6,057>	0	<54,520>	<54,520>	0	<6,059>	<54,526>
<2,296>	<2,296>	0	<20,657>	<20,657>	0	<2,296>	<20,664>
<7,032>	<6,941>	91	<65,653>	<60,689>	4,964	<7,065>	<63,539>
<14,063>	<15,355>	<1,292>	<131,307>	<134,640>	<3,333>	<14,130>	<127,077>
<195,865>	<220,286>	<24,421>	<1,825,949>	<1,933,314>	<107,365>	<196,752>	<1,769,563>
0	0	<0>	1	1	0	0	1

UTILITIES
EXPENSE STATEMENT

APR. 09(03/31/13-04/27/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 9 MO(07/29/12-04/27/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
8,970	11,789	2,819	139,630	116,782	<22,848>	8,970	97,646
64,517	55,336	<9,181>	563,072	494,765	<68,307>	64,194	488,944
10,286	8,001	<2,285>	81,653	61,874	<19,779>	5,697	56,508
8,908	7,870	<1,038>	46,561	72,562	26,001	6,709	61,758
3,344	3,300	<44>	19,491	27,310	7,819	2,054	17,912
96,025	86,296	<9,729>	850,407	773,293	<77,114>	87,624	722,768
96,025	86,296	<9,729>	850,407	773,293	<77,114>	87,624	722,768
<81,990>	<73,701>	8,289	<725,639>	<660,294>	65,345	<74,550>	<612,508>
<2,641>	<2,641>	0	<23,777>	<23,777>	0	<2,628>	<23,652>
<1,001>	<1,001>	0	<9,009>	<9,009>	0	<996>	<8,965>
<3,464>	<2,984>	480	<30,661>	<26,730>	3,931	<3,150>	<25,882>
<6,929>	<5,970>	959	<61,321>	<53,483>	7,838	<6,300>	<51,761>
<96,025>	<86,297>	9,728	<850,407>	<773,293>	77,114	<87,624>	<722,768>
0	<1>	<1>	0	0	<0>	0	0