

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
September (08/25/13 - 09/28/13)**

**Prepared  
October 15, 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 - SEPTEMBER 2013 (\$000's)  
DIVISIONS AT CONTRIBUTION LEVEL**

| SEPTEMBER (08/25/13 - 09/28/13) |              |              |              |              |               |              |               |               |              | FY 12-13                                     |              | FISCAL YEAR 2013-2014              |              |              |               |              |               |               |              |               |              | FY 12-13     |              |
|---------------------------------|--------------|--------------|--------------|--------------|---------------|--------------|---------------|---------------|--------------|--|--------------|------------------------------------|--------------|--------------|---------------|--------------|---------------|---------------|--------------|---------------|--------------|--------------|--------------|
| CURRENT MONTH                   |              |              |              |              |               |              |               |               |              | **   |              | YTD 2 MONTHS (07/28/13 - 09/28/13) |              |              |               |              |               |               |              |               |              | **           |              |
| ACTUAL                          |              | BUDGET       |              | VARIANCE     |               |              |               | LAST YEAR ACT |              |  |              | ACTUAL                             |              | BUDGET       |               | VARIANCE     |               |               |              | LAST YEAR ACT |              |              |              |
| \$                              | %            | \$           | %            | ACT/BUD      |               | ACT/LY ACT   |               | \$            | %            | \$   | %            | \$                                 | %            | \$           | %             | ACT/BUD      |               | ACT/LY ACT    |              | \$            | %            |              |              |
|                                 |              |              |              | \$           | %             | \$           | %             |               |              |  |              |                                    |              |              |               | \$           | %             | \$            | %            |               |              |              |              |
| 7,706                           |              | 8,148        |              | (442)        | (5.4%)        | (715)        | (8.5%)        | 8,421         |              | <b>GROSS INCOME</b>                          |              |                                    |              |              |               |              |               |               |              |               |              | 8,421        |              |
| 1,155                           |              | 1,068        |              | 87           | 8.1%          | 80           | 7.4%          | 1,075         |              | UCLA Store                                   |              |                                    |              |              |               |              |               |               |              |               |              | 1,075        |              |
| 298                             |              | 332          |              | (34)         | (10.2%)       | (13)         | (4.2%)        | 311           |              | UCLA Restaurants                             |              |                                    |              |              |               |              |               |               |              |               |              | 311          |              |
| 114                             |              | 122          |              | (8)          | (6.6%)        | 4            | 3.6%          | 110           |              | Services Division                            |              |                                    |              |              |               |              |               |               |              |               |              | 110          |              |
|                                 |              |              |              |              |               |              |               |               |              | UCLA Student Union                           |              |                                    |              |              |               |              |               |               |              |               |              |              |              |
| <b>9,273</b>                    |              | <b>9,670</b> |              | <b>(397)</b> | <b>(4.1%)</b> | <b>(644)</b> | <b>(6.5%)</b> | <b>9,917</b>  |              | <b>TOTAL</b>                                 |              |                                    |              |              |               |              |               |               |              |               |              | <b>9,917</b> |              |
| 2,085                           | 27.1%        | 2,190        | 26.9%        | (105)        | 0.2           | (122)        | 0.9           | 2,207         | 26.2%        | <b>GROSS MARGIN</b>                          |              |                                    |              |              |               |              |               |               |              |               |              | 2,207        | 26.2%        |
| 802                             | 69.4%        | 754          | 70.6%        | 48           | (1.2)         | 53           | (0.3)         | 749           | 69.7%        | UCLA Store                                   |              |                                    |              |              |               |              |               |               |              |               |              | 749          | 69.7%        |
| 297                             | 99.7%        | 332          | 100.0%       | (35)         | (0.3)         | (13)         | 0.0           | 310           | 99.7%        | UCLA Restaurants                             |              |                                    |              |              |               |              |               |               |              |               |              | 310          | 99.7%        |
| 54                              | 47.4%        | 59           | 48.4%        | (5)          | (1.0)         | 2            | 0.1           | 52            | 47.3%        | Services Division                            |              |                                    |              |              |               |              |               |               |              |               |              | 52           | 47.3%        |
|                                 |              |              |              |              |               |              |               |               |              | UCLA Student Union                           |              |                                    |              |              |               |              |               |               |              |               |              |              |              |
| <b>3,238</b>                    | <b>34.9%</b> | <b>3,335</b> | <b>34.5%</b> | <b>(97)</b>  | <b>0.4</b>    | <b>(80)</b>  | <b>1.4</b>    | <b>3,318</b>  | <b>33.5%</b> | <b>TOTAL</b>                                 |              |                                    |              |              |               |              |               |               |              |               |              | <b>3,318</b> | <b>33.5%</b> |
| 584                             | 7.6%         | 594          | 7.3%         | 10           | (0.3)         | (12)         | (0.8)         | 572           | 6.8%         | <b>WAGES &amp; BENEFITS</b>                  |              |                                    |              |              |               |              |               |               |              |               |              | 572          | 6.8%         |
| 628                             | 54.4%        | 623          | 58.3%        | (5)          | 3.9           | (61)         | (1.7)         | 567           | 52.7%        | UCLA Store                                   |              |                                    |              |              |               |              |               |               |              |               |              | 567          | 52.7%        |
| 50                              | 16.8%        | 49           | 14.8%        | (1)          | (2.0)         | (4)          | (2.0)         | 46            | 14.8%        | UCLA Restaurants                             |              |                                    |              |              |               |              |               |               |              |               |              | 46           | 14.8%        |
| 67                              | 58.8%        | 67           | 54.9%        | 0            | (3.9)         | (2)          | 0.3           | 65            | 59.1%        | Services Division                            |              |                                    |              |              |               |              |               |               |              |               |              | 65           | 59.1%        |
|                                 |              |              |              |              |               |              |               |               |              | UCLA Student Union                           |              |                                    |              |              |               |              |               |               |              |               |              |              |              |
| <b>1,329</b>                    | <b>14.3%</b> | <b>1,333</b> | <b>13.8%</b> | <b>4</b>     | <b>(0.5)</b>  | <b>(79)</b>  | <b>(1.7)</b>  | <b>1,250</b>  | <b>12.6%</b> | <b>TOTAL</b>                                 |              |                                    |              |              |               |              |               |               |              |               |              | <b>1,250</b> | <b>12.6%</b> |
| 301                             | 3.9%         | 290          | 3.6%         | (11)         | (0.3)         | (19)         | (0.6)         | 282           | 3.3%         | <b>OTHER CONTROLLABLES *</b>                 |              |                                    |              |              |               |              |               |               |              |               |              | 282          | 3.3%         |
| 136                             | 11.8%        | 127          | 11.9%        | (9)          | 0.1           | (11)         | (0.2)         | 125           | 11.6%        | UCLA Store                                   |              |                                    |              |              |               |              |               |               |              |               |              | 125          | 11.6%        |
| 107                             | 35.9%        | 129          | 38.9%        | 22           | 3.0           | 16           | 3.6           | 123           | 39.5%        | UCLA Restaurants                             |              |                                    |              |              |               |              |               |               |              |               |              | 123          | 39.5%        |
| 54                              | 47.4%        | 49           | 40.2%        | (5)          | (7.2)         | (4)          | (1.9)         | 50            | 45.5%        | Services Division                            |              |                                    |              |              |               |              |               |               |              |               |              | 50           | 45.5%        |
|                                 |              |              |              |              |               |              |               |               |              | UCLA Student Union                           |              |                                    |              |              |               |              |               |               |              |               |              |              |              |
| <b>598</b>                      | <b>6.4%</b>  | <b>595</b>   | <b>6.2%</b>  | <b>(3)</b>   | <b>(0.2)</b>  | <b>(18)</b>  | <b>(0.6)</b>  | <b>580</b>    | <b>5.8%</b>  | <b>TOTAL</b>                                 |              |                                    |              |              |               |              |               |               |              |               |              | <b>580</b>   | <b>5.8%</b>  |
| 1,200                           | 15.6%        | 1,306        | 16.0%        | (106)        | (0.4)         | (153)        | (0.5)         | 1,353         | 16.1%        | <b>CONTRIBUTION</b>                          |              |                                    |              |              |               |              |               |               |              |               |              | 1,353        | 16.1%        |
| 38                              | 3.3%         | 4            | 0.4%         | 34           | 2.9           | (19)         | (2.0)         | 57            | 5.3%         | UCLA Store                                   |              |                                    |              |              |               |              |               |               |              |               |              | 57           | 5.3%         |
| 140                             | 47.0%        | 154          | 46.4%        | (14)         | 0.6           | (1)          | 1.7           | 141           | 45.3%        | UCLA Restaurants                             |              |                                    |              |              |               |              |               |               |              |               |              | 141          | 45.3%        |
| (67)                            | (58.8%)      | (57)         | (46.7%)      | (10)         | (12.1)        | (4)          | (1.5)         | (63)          | (57.3%)      | Services Division                            |              |                                    |              |              |               |              |               |               |              |               |              | (63)         | (57.3%)      |
|                                 |              |              |              |              |               |              |               |               |              | UCLA Student Union                           |              |                                    |              |              |               |              |               |               |              |               |              |              |              |
| <b>1,311</b>                    | <b>14.1%</b> | <b>1,407</b> | <b>14.6%</b> | <b>(96)</b>  | <b>(0.5)</b>  | <b>(177)</b> | <b>(0.9)</b>  | <b>1,488</b>  | <b>15.0%</b> | <b>TOTAL</b>                                 |              |                                    |              |              |               |              |               |               |              |               |              | <b>1,488</b> | <b>15.0%</b> |
| 519                             | 5.6%         | 541          | 5.6%         | 22           | 0.0           | (10)         | (0.5)         | 509           | 5.1%         | <b>ALLOCATED EXPENSES</b>                    |              |                                    |              |              |               |              |               |               |              |               |              | 509          | 5.1%         |
| 160                             | 1.7%         | 179          | 1.9%         | 19           | 0.2           | (17)         | (0.3)         | 143           | 1.4%         | Admin&Support Services                       |              |                                    |              |              |               |              |               |               |              |               |              | 143          | 1.4%         |
| 114                             | 1.2%         | 94           | 1.0%         | (20)         | (0.2)         | (13)         | (0.2)         | 101           | 1.0%         | Maintenance Division                         |              |                                    |              |              |               |              |               |               |              |               |              | 101          | 1.0%         |
| 219                             | 2.4%         | 233          | 2.4%         | 14           | 0.0           | 6            | (0.1)         | 225           | 2.3%         | Utilities                                    |              |                                    |              |              |               |              |               |               |              |               |              | 225          | 2.3%         |
|                                 |              |              |              |              |               |              |               |               |              | Depreciation                                 |              |                                    |              |              |               |              |               |               |              |               |              |              |              |
| <b>1,012</b>                    | <b>10.9%</b> | <b>1,047</b> | <b>10.8%</b> | <b>35</b>    | <b>(0.1)</b>  | <b>(34)</b>  | <b>(1.0)</b>  | <b>978</b>    | <b>9.9%</b>  | <b>TOTAL</b>                                 |              |                                    |              |              |               |              |               |               |              |               |              | <b>978</b>   | <b>9.9%</b>  |
| <b>299</b>                      | <b>3.2%</b>  | <b>360</b>   | <b>3.7%</b>  | <b>(61)</b>  | <b>(0.5)</b>  | <b>(211)</b> | <b>(1.9)</b>  | <b>510</b>    | <b>5.1%</b>  | <b>NET INCOME (LOSS)<br/>FROM OPERATIONS</b> |              |                                    |              |              |               |              |               |               |              |               |              | <b>510</b>   | <b>5.1%</b>  |
| 0                               | 0.0%         | 0            | 0.0%         | 0            | 0.0           | (6)          | (0.1)         | 6             | 0.1%         | <b>OTHER INC/(EXP)</b>                       |              |                                    |              |              |               |              |               |               |              |               |              | 6            | 0.1%         |
| 18                              | 0.2%         | 16           | 0.2%         | 2            | 0.0           | (3)          | 0.0           | 21            | 0.2%         | Non-Recurrent Inc/(Exp)                      |              |                                    |              |              |               |              |               |               |              |               |              | 21           | 0.2%         |
| (47)                            | (0.5%)       | (46)         | (0.5%)       | (1)          | 0.0           | 7            | 0.0           | (54)          | (0.5%)       | Interest Income                              |              |                                    |              |              |               |              |               |               |              |               |              | (54)         | (0.5%)       |
| 0                               | 0.0%         | 0            | 0.0%         | 0            | 0.0           | 0            | 0.0           | 0             | 0.0%         | Interest (Expense)                           |              |                                    |              |              |               |              |               |               |              |               |              | 0            | 0.0%         |
| 211                             | 2.3%         | 211          | 2.2%         | 0            | 0.1           | 9            | 0.3           | 202           | 2.0%         | Income Taxes                                 |              |                                    |              |              |               |              |               |               |              |               |              | 202          | 2.0%         |
|                                 |              |              |              |              |               |              |               |               |              | Student Union Fee Income                     |              |                                    |              |              |               |              |               |               |              |               |              |              |              |
| <b>182</b>                      | <b>2.0%</b>  | <b>181</b>   | <b>1.9%</b>  | <b>1</b>     | <b>0.1</b>    | <b>7</b>     | <b>0.2</b>    | <b>175</b>    | <b>1.8%</b>  | <b>TOTAL</b>                                 |              |                                    |              |              |               |              |               |               |              |               |              | <b>175</b>   | <b>1.8%</b>  |
| <b>481</b>                      | <b>5.2%</b>  | <b>541</b>   | <b>5.6%</b>  | <b>(60)</b>  | <b>(0.4)</b>  | <b>(204)</b> | <b>(1.7)</b>  | <b>685</b>    | <b>6.9%</b>  | <b>NET INCOME (LOSS)</b>                     |              |                                    |              |              |               |              |               |               |              |               |              | <b>685</b>   | <b>6.9%</b>  |
|                                 |              |              |              |              |               |              |               |               |              | 11,109                                       |              | 11,835                             |              | (726)        | (6.1%)        | (881)        | (7.3%)        | 11,990        |              | 11,990        |              |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 1,985  |              | 1,926                              |              | 59           | 3.1%          | 91           | 4.8%          | 1,894         |              | 1,894         |              |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 498  |              | 540                                |              | (42)         | (7.8%)        | (10)         | (2.0%)        | 508           |              | 508           |              |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 260  |              | 234                                |              | 26           | 11.1%         | 29           | 12.6%         | 231           |              | 231           |              |              |              |
|                                 |              |              |              |              |               |              |               |               |              | <b>13,852</b>                                |              | <b>14,535</b>                      |              | <b>(683)</b> | <b>(4.7%)</b> | <b>(771)</b> | <b>(5.3%)</b> | <b>14,623</b> |              | <b>14,623</b> |              |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 3,101  | 27.9%        | 3,264                              | 27.6%        | (163)        | 0.3           | (101)        | 1.2           | 3,202         | 26.7%        | 3,202         | 26.7%        |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 1,378  | 69.4%        | 1,358                              | 70.5%        | 20           | (1.1)         | 59           | (0.2)         | 1,319         | 69.6%        | 1,319         | 69.6%        |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 497  | 99.8%        | 538                                | 99.6%        | (41)         | 0.2           | (10)         | 0.0           | 507           | 99.8%        | 507           | 99.8%        |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 139  | 53.5%        | 122                                | 52.1%        | 17           | 1.4           | 14           | (0.6)         | 125           | 54.1%        | 125           | 54.1%        |              |              |
|                                 |              |              |              |              |               |              |               |               |              | <b>5,115</b>                                 | <b>36.9%</b> | <b>5,282</b>                       | <b>36.3%</b> | <b>(167)</b> | <b>0.6</b>    | <b>(38)</b>  | <b>1.7</b>    | <b>5,153</b>  | <b>35.2%</b> | <b>5,153</b>  | <b>35.2%</b> |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 1,089  | 9.8%         | 1,123                              | 9.5%         | 34           | (0.3)         | 17           | (0.6)         | 1,106         | 9.2%         | 1,106         | 9.2%         |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 1,152  | 58.0%        | 1,162                              | 60.3%        | 10           | 2.3           | (66)         | (0.7)         | 1,086         | 57.3%        | 1,086         | 57.3%        |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 102  | 20.5%        | 98                                 | 18.1%        | (4)          | (2.4)         | (10)         | (2.4)         | 92            | 18.1%        | 92            | 18.1%        |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 129  | 49.6%        | 131                                | 56.0%        | 2            | 6.4           | (9)          | 2.3           | 120           | 51.9%        | 120           | 51.9%        |              |              |
|                                 |              |              |              |              |               |              |               |               |              | <b>2,472</b>                                 | <b>17.8%</b> | <b>2,514</b>                       | <b>17.3%</b> | <b>42</b>    | <b>(0.5)</b>  | <b>(68)</b>  | <b>(1.4)</b>  | <b>2,404</b>  | <b>16.4%</b> | <b>2,404</b>  | <b>16.4%</b> |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 591  | 5.3%         | 582                                | 4.9%         | (9)          | (0.4)         | (31)         | (0.6)         | 560           | 4.7%         | 560           | 4.7%         |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 217  | 10.9%        | 211                                | 11.0%        | (6)          | 0.1           | (9)          | 0.1           | 208           | 11.0%        | 208           | 11.0%        |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 170  | 34.1%        | 194                                | 35.9%        | 24           | 1.8           | 14           | 2.1           | 184           | 36.2%        | 184           | 36.2%        |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 95   | 36.5%        | 92                                 | 39.3%        | (3)          | 2.8           | (4)          | 2.9           | 91            | 39.4%        | 91            | 39.4%        |              |              |
|                                 |              |              |              |              |               |              |               |               |              | <b>1,073</b>                                 | <b>7.7%</b>  | <b>1,079</b>                       | <b>7.4%</b>  | <b>6</b>     | <b>(0.3)</b>  | <b>(30)</b>  | <b>(0.6)</b>  | <b>1,043</b>  | <b>7.1%</b>  | <b>1,043</b>  | <b>7.1%</b>  |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 1,421  | 12.8%        | 1,560                              | 13.2%        | (139)        | (0.4)         | (115)        | 0.0           | 1,536         | 12.8%        | 1,536         | 12.8%        |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 8  | 0.4%         | (14)                               | (0.7%)       | 22           | 1.1           | (17)         | (0.9)         | 25            | 1.3%         | 25            | 1.3%         |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 225  | 45.2%        | 246                                | 45.6%        | (21)         | (0.4)         | (6)          | (0.3)         | 231           | 45.5%        | 231           | 45.5%        |              |              |
|                                 |              |              |              |              |               |              |               |               |              | (85)   | (32.7%)      | (100)                              | (42.7%)      | 15           | 10.0          | 1            | 4.5           | (86)          | (37.2%)      | (86)          | (37.2%)      |              |              |
|                                 |              |              |              |              |               |              |               |               |              | <b>1,569</b>                                 | <b>11.3%</b> | <b>1,692</b>                       | <b>11.6%</b> | <b>(123)</b> | <b>(0.3)</b>  | <b>(137)</b> | <b>(0.4)</b>  | <b>1,706</b>  | <b>11.7%</b> | <b>1,706</b>  | <b>11.7%</b> |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 1,036  | 7.5%         | 1,069                              | 7.4%         | 33           | (0.1)         | (37)         | (0.7)         | 999           | 6.8%         | 999           | 6.8%         |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 328  | 2.4%         | 378                                | 2.6%         | 50           | 0.2           | (23)         | (0.3)         | 305           | 2.1%         | 305           | 2.1%         |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 228  | 1.6%         | 201                                | 1.4%         | (27)         | (0.2)         | (34)         | (0.3)         | 194           | 1.3%         | 194           | 1.3%         |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 438  | 3.2%         | 466                                | 3.2%         | 28           | 0.0           | 11           | (0.1)         | 449           | 3.1%         | 449           | 3.1%         |              |              |
|                                 |              |              |              |              |               |              |               |               |              | <b>2,030</b>                                 | <b>14.7%</b> | <b>2,114</b>                       | <b>14.5%</b> | <b>84</b>    | <b>(0.2)</b>  | <b>(83)</b>  | <b>(1.4)</b>  | <b>1,947</b>  | <b>13.3%</b> | <b>1,947</b>  | <b>13.3%</b> |              |              |
|                                 |              |              |              |              |               |              |               |               |              | (461)  | (3.3%)       | (422)                              | (2.9%)       | (39)         | (0.4)         | (220)        | (1.7)         | (241)         | (1.6%)       | (241)         | (1.6%)       |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 3  | 0.0%         | 0                                  | 0.0%         | 3            | 0.0           | (3)          | 0.0           | 6             | 0.0%         | 6             | 0.0%         |              |              |
|                                 |              |              |              |              |               |              |               |               |              | 34   | 0.2%         | 32                                 | 0.2%         | 2            | 0.0           | (4)          | (0.1)         | 38            | 0.3%         | 38            | 0.3%         |              |              |
|                                 |              |              |              |              |               |              |               |               |              | (94)   | (0.7%)       | (93)                               | (0.6%)       | (1)          | (0.1)         | 13           | 0.0           | (             |              |               |              |              |              |

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

| SEPTEMBER (08/25/13 - 09/28/13) |              |              |              |              |               |              |               |               |              | FY 12-13                   |               | FISCAL YEAR 2013-2014              |               |               |              |               |              |               |               |               |       | FY 12-13 |  |
|---------------------------------|--------------|--------------|--------------|--------------|---------------|--------------|---------------|---------------|--------------|----------------------------|---------------|------------------------------------|---------------|---------------|--------------|---------------|--------------|---------------|---------------|---------------|-------|----------|--|
| CURRENT MONTH                   |              |              |              |              |               |              |               |               |              | **                         |               | YTD 2 MONTHS (07/28/13 - 09/28/13) |               |               |              |               |              |               |               |               |       | **       |  |
| ACTUAL                          |              | BUDGET       |              | VARIANCE     |               |              |               | LAST YEAR ACT |              |                            |               | ACTUAL                             |               | BUDGET        |              | VARIANCE      |              |               |               | LAST YEAR ACT |       |          |  |
| \$                              | %            | \$           | %            | \$           | %             | \$           | %             | \$            | %            | \$                         | %             | \$                                 | %             | \$            | %            | \$            | %            | \$            | %             | \$            | %     |          |  |
| 7,706                           |              | 8,148        |              | (442)        | (5.4%)        | (715)        | (8.5%)        | 8,421         |              | <b>GROSS INCOME</b>        |               | 11,109                             |               | 11,835        |              | (726)         | (6.1%)       | (881)         | (7.3%)        | 11,990        |       |          |  |
| 1,155                           |              | 1,068        |              | 87           | 8.1%          | 80           | 7.4%          | 1,075         |              | UCLA Store                 | 3,101         | 27.9%                              | 3,264         | 27.6%         | (163)        | 0.3           | (101)        | 1.2           | 3,202         | 26.7%         |       |          |  |
| 298                             |              | 332          |              | (34)         | (10.2%)       | (13)         | (4.2%)        | 311           |              | UCLA Restaurants           | 1,378         | 69.4%                              | 1,358         | 70.5%         | 20           | (1.1)         | 59           | (0.2)         | 1,319         | 69.6%         |       |          |  |
| 114                             |              | 122          |              | (8)          | (6.6%)        | 4            | 3.6%          | 110           |              | Services Division          | 497           | 99.8%                              | 538           | 99.6%         | (41)         | 0.2           | (10)         | 0.0           | 507           | 99.8%         |       |          |  |
|                                 |              |              |              |              |               |              |               |               |              | UCLA Student Union         | 260           | 53.5%                              | 222           | 52.1%         | 38           | 1.4           | 14           | (0.6)         | 125           | 54.1%         |       |          |  |
| <b>9,273</b>                    |              | <b>9,670</b> |              | <b>(397)</b> | <b>(4.1%)</b> | <b>(644)</b> | <b>(6.5%)</b> | <b>9,917</b>  |              | <b>TOTAL</b>               | <b>13,852</b> |                                    | <b>14,535</b> |               | <b>(683)</b> | <b>(4.7%)</b> | <b>(771)</b> | <b>(5.3%)</b> | <b>14,623</b> |               |       |          |  |
| 2,085                           | 27.1%        | 2,190        | 26.9%        | (105)        | 0.2           | (122)        | 0.9           | 2,207         | 26.2%        | <b>GROSS MARGIN</b>        |               | 3,101                              | 27.9%         | 3,264         | 27.6%        | (163)         | 0.3          | (101)         | 1.2           | 3,202         | 26.7% |          |  |
| 802                             | 69.4%        | 754          | 70.6%        | 48           | (1.2)         | 53           | (0.3)         | 749           | 69.7%        | UCLA Store                 | 1,378         | 69.4%                              | 1,358         | 70.5%         | 20           | (1.1)         | 59           | (0.2)         | 1,319         | 69.6%         |       |          |  |
| 297                             | 99.7%        | 332          | 100.0%       | (35)         | (0.3)         | (13)         | 0.0           | 310           | 99.7%        | UCLA Restaurants           | 497           | 99.8%                              | 538           | 99.6%         | (41)         | 0.2           | (10)         | 0.0           | 507           | 99.8%         |       |          |  |
| 54                              | 47.4%        | 59           | 48.4%        | (5)          | (1.0)         | 2            | 0.1           | 52            | 47.3%        | Services Division          | 260           | 53.5%                              | 222           | 52.1%         | 38           | 1.4           | 14           | (0.6)         | 125           | 54.1%         |       |          |  |
| <b>3,238</b>                    | <b>34.9%</b> | <b>3,335</b> | <b>34.5%</b> | <b>(97)</b>  | <b>0.4</b>    | <b>(80)</b>  | <b>1.4</b>    | <b>3,318</b>  | <b>33.5%</b> | <b>TOTAL</b>               | <b>5,115</b>  | <b>36.9%</b>                       | <b>5,282</b>  | <b>36.3%</b>  | <b>(167)</b> | <b>0.6</b>    | <b>(38)</b>  | <b>1.7</b>    | <b>5,153</b>  | <b>35.2%</b>  |       |          |  |
| 885                             | 11.5%        | 884          | 10.8%        | (1)          | (0.7)         | (31)         | (1.4)         | 854           | 10.1%        | <b>TOTAL CONTROLLABLES</b> |               | 1,680                              | 15.1%         | 1,704         | 14.4%        | 24            | (0.7)        | (14)          | (1.2)         | 1,666         | 13.9% |          |  |
| 765                             | 66.2%        | 750          | 70.2%        | (15)         | 4.0           | (73)         | (1.8)         | 692           | 64.4%        | UCLA Store                 | 1,370         | 69.0%                              | 1,373         | 71.3%         | 3            | 2.3           | (76)         | (0.7)         | 1,294         | 68.3%         |       |          |  |
| 157                             | 52.7%        | 178          | 53.6%        | 21           | 0.9           | 12           | 1.6           | 169           | 54.3%        | UCLA Restaurants           | 272           | 54.6%                              | 292           | 54.1%         | 20           | (0.5)         | 4            | (0.3)         | 276           | 54.3%         |       |          |  |
| 121                             | 106.1%       | 116          | 95.1%        | (5)          | (11.0)        | (6)          | (1.6)         | 115           | 104.5%       | Services Division          | 224           | 86.2%                              | 222           | 94.9%         | (2)          | 8.7           | (13)         | 5.1           | 211           | 91.3%         |       |          |  |
| <b>1,928</b>                    | <b>20.8%</b> | <b>1,928</b> | <b>19.9%</b> | <b>0</b>     | <b>(0.9)</b>  | <b>(98)</b>  | <b>(2.3)</b>  | <b>1,830</b>  | <b>18.5%</b> | <b>TOTAL</b>               | <b>3,546</b>  | <b>25.6%</b>                       | <b>3,591</b>  | <b>24.7%</b>  | <b>45</b>    | <b>(0.9)</b>  | <b>(99)</b>  | <b>(2.0)</b>  | <b>3,447</b>  | <b>23.6%</b>  |       |          |  |
| 1,200                           | 15.6%        | 1,306        | 16.0%        | (106)        | (0.4)         | (153)        | (0.5)         | 1,353         | 16.1%        | <b>CONTRIBUTION</b>        |               | 1,421                              | 12.8%         | 1,560         | 13.2%        | (139)         | (0.4)        | (115)         | 0.0           | 1,536         | 12.8% |          |  |
| 38                              | 3.3%         | 4            | 0.4%         | 34           | 2.9           | (19)         | (2.0)         | 57            | 5.3%         | UCLA Store                 | 8             | 0.4%                               | (14)          | (0.7%)        | 22           | 1.1           | (17)         | (0.9)         | 25            | 1.3%          |       |          |  |
| 140                             | 47.0%        | 154          | 46.4%        | (14)         | 0.6           | (1)          | 1.7           | 141           | 45.3%        | UCLA Restaurants           | 225           | 45.2%                              | 246           | 45.6%         | (21)         | (0.4)         | (6)          | (0.3)         | 231           | 45.5%         |       |          |  |
| (67)                            | (58.8%)      | (57)         | (46.7%)      | (10)         | (12.1)        | (4)          | (1.5)         | (63)          | (57.3%)      | Services Division          | (85)          | (32.7%)                            | (100)         | (42.7%)       | 15           | 10.0          | 1            | 4.5           | (86)          | (37.2%)       |       |          |  |
| <b>1,311</b>                    | <b>14.1%</b> | <b>1,407</b> | <b>14.6%</b> | <b>(96)</b>  | <b>(0.5)</b>  | <b>(177)</b> | <b>(0.9)</b>  | <b>1,488</b>  | <b>15.0%</b> | <b>TOTAL</b>               | <b>1,569</b>  | <b>11.3%</b>                       | <b>1,692</b>  | <b>11.6%</b>  | <b>(123)</b> | <b>(0.3)</b>  | <b>(137)</b> | <b>(0.4)</b>  | <b>1,706</b>  | <b>11.7%</b>  |       |          |  |
| 612                             | 7.9%         | 632          | 7.8%         | 20           | (0.1)         | (10)         | (0.8)         | 602           | 7.1%         | <b>ALLOCATED EXPENSES</b>  |               | 1,182                              | 10.6%         | 1,226         | 10.4%        | 44            | (0.2)        | (29)          | (1.0)         | 1,153         | 9.6%  |          |  |
| 279                             | 24.2%        | 281          | 26.3%        | 2            | 2.1           | (19)         | 0.0           | 260           | 24.2%        | UCLA Store                 | 587           | 29.6%                              | 603           | 31.3%         | 16           | 1.7           | (37)         | (0.6)         | 550           | 29.0%         |       |          |  |
| 42                              | 14.1%        | 54           | 16.3%        | 12           | 2.2           | (2)          | (1.2)         | 40            | 12.9%        | UCLA Restaurants           | 92            | 18.5%                              | 115           | 21.3%         | 23           | 2.8           | (8)          | (2.0)         | 84            | 16.5%         |       |          |  |
| 79                              | 69.3%        | 80           | 65.6%        | 1            | (3.7)         | (3)          | (0.2)         | 76            | 69.1%        | Services Division          | 169           | 65.0%                              | 170           | 72.6%         | 1            | 7.6           | (9)          | 4.3           | 160           | 69.3%         |       |          |  |
| <b>1,012</b>                    | <b>10.9%</b> | <b>1,047</b> | <b>10.8%</b> | <b>35</b>    | <b>(0.1)</b>  | <b>(34)</b>  | <b>(1.0)</b>  | <b>978</b>    | <b>9.9%</b>  | <b>TOTAL</b>               | <b>2,030</b>  | <b>14.7%</b>                       | <b>2,114</b>  | <b>14.5%</b>  | <b>84</b>    | <b>(0.2)</b>  | <b>(83)</b>  | <b>(1.4)</b>  | <b>1,947</b>  | <b>13.3%</b>  |       |          |  |
| 588                             | 6.3%         | 674          | 7.0%         | (86)         | (0.7)         | (162)        | (1.3)         | 750           | 7.6%         | <b>NET INCOME (LOSS)</b>   |               | 239                                | 1.7%          | 336           | 2.3%         | (97)          | (0.6)        | (145)         | (0.9)         | 384           | 2.6%  |          |  |
| (241)                           | (2.6%)       | (277)        | (2.9%)       | 36           | 0.3           | (38)         | (0.6)         | (203)         | (2.0%)       | <b>FROM OPERATIONS</b>     | (579)         | (4.2%)                             | (618)         | (4.3%)        | 39           | 0.1           | (54)         | (0.6)         | (525)         | (3.6%)        |       |          |  |
| 98                              | 1.1%         | 100          | 1.0%         | (2)          | 0.1           | (4)          | 0.1           | 102           | 1.0%         | UCLA Store                 | 133           | 1.0%                               | 131           | 0.9%          | 2            | 0.1           | (13)         | 0.0           | 146           | 1.0%          |       |          |  |
| (146)                           | (1.6%)       | (137)        | (1.4%)       | (9)          | (0.2)         | (7)          | (0.2)         | (139)         | (1.4%)       | UCLA Restaurants           | (254)         | (1.8%)                             | (271)         | (1.9%)        | 17           | 0.1           | (8)          | (0.1)         | (246)         | (1.7%)        |       |          |  |
| <b>299</b>                      | <b>3.2%</b>  | <b>360</b>   | <b>3.7%</b>  | <b>(61)</b>  | <b>(0.5)</b>  | <b>(211)</b> | <b>(1.9)</b>  | <b>510</b>    | <b>5.1%</b>  | <b>TOTAL</b>               | <b>(461)</b>  | <b>(3.3%)</b>                      | <b>(422)</b>  | <b>(2.9%)</b> | <b>(39)</b>  | <b>(0.4)</b>  | <b>(220)</b> | <b>(1.7)</b>  | <b>(241)</b>  | <b>(1.6%)</b> |       |          |  |
| 0                               | 0.0%         | 0            | 0.0%         | 0            | 0.0           | (6)          | (0.1)         | 6             | 0.1%         | <b>OTHER INC/(EXP)</b>     |               | 3                                  | 0.0%          | 0             | 0.0%         | 3             | 0.0          | (3)           | 0.0           | 6             | 0.0%  |          |  |
| 18                              | 0.2%         | 16           | 0.2%         | 2            | 0.0           | (3)          | 0.0           | 21            | 0.2%         | Non-Recurrent Inc/(Exp)    | 34            | 0.2%                               | 32            | 0.2%          | 2            | 0.0           | (4)          | (0.1)         | 38            | 0.3%          |       |          |  |
| (47)                            | (0.5%)       | (46)         | (0.5%)       | (1)          | 0.0           | 7            | 0.0           | (54)          | (0.5%)       | Interest Income            | (94)          | (0.7%)                             | (93)          | (0.6%)        | (1)          | (0.1)         | 13           | 0.0           | (107)         | (0.7%)        |       |          |  |
| 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%          |       |          |  |
| 211                             | 2.3%         | 211          | 2.2%         | 0            | 0.1           | 9            | 0.3           | 202           | 2.0%         | Income Taxes               | 422           | 3.0%                               | 422           | 2.9%          | 0            | 0.1           | 17           | 0.2           | 405           | 2.8%          |       |          |  |
| <b>182</b>                      | <b>2.0%</b>  | <b>181</b>   | <b>1.9%</b>  | <b>1</b>     | <b>0.1</b>    | <b>7</b>     | <b>0.2</b>    | <b>175</b>    | <b>1.8%</b>  | <b>TOTAL</b>               | <b>365</b>    | <b>2.6%</b>                        | <b>361</b>    | <b>2.5%</b>   | <b>4</b>     | <b>0.1</b>    | <b>23</b>    | <b>0.3</b>    | <b>342</b>    | <b>2.3%</b>   |       |          |  |
| <b>481</b>                      | <b>5.2%</b>  | <b>541</b>   | <b>5.6%</b>  | <b>(60)</b>  | <b>(0.4)</b>  | <b>(204)</b> | <b>(1.7)</b>  | <b>685</b>    | <b>6.9%</b>  | <b>NET INCOME (LOSS)</b>   | <b>(96)</b>   | <b>(0.7%)</b>                      | <b>(61)</b>   | <b>(0.4%)</b> | <b>(35)</b>  | <b>(0.3)</b>  | <b>(197)</b> | <b>(1.4)</b>  | <b>101</b>    | <b>0.7%</b>   |       |          |  |

**P/L Reconciliation  
Sep-13**

| <i>Financial Analysis</i>   |  | <b>\$000's</b> |
|---|--|----------------|
|   |  | <b>Sep-13</b>  |
| <b>Budgeted Net Income/(Loss)</b>   |  | <b>541</b>     |
| <b>UCLA Store</b>   |  |                |
| <b>Gross Margin:</b>  |  |                |
| Bearwear gross income \$62K above plan due to positive impact from Athletics for football sales at the Rose Bowl and results from Score Big promotions  |  | 28             |
| E-Commerce gross income \$27K above plan due to positive impact from Athletics related to football and the Score Big promotion  |  | 9              |
| The Market gross income \$16K below plan due to continued impact of diminished foot traffic resulting from Luskin Conference  |  |                |
| Center construction   |  | (7)            |
| Essentials gross income \$18K below plan due to diminished demand for some key product (spiral notebooks), loss of sizeable department charge from Athletics, and timing for some sales that will occur in October      |  | (9)            |
| New Text gross income \$17K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in lower postage income  |  | (16)           |
| Used Text gross income \$74K below plan due to continued problems with acquiring used textbooks   |  | (17)           |
| Course Reader Solutions gross income \$29K below plan due to overall decline in sales (direct department, digital sales for summer courses)   |  | (15)           |
| Computer Store gross income \$126K below plan due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points, and some impact from remodel                                   |  | (12)           |
| Luvall Books gross income \$108K below plan due overall downward trend in textbook sales; Law School sales lower than expected  |  | (24)           |
| HSS Books gross income \$37K below plan due to continued decline in textbook sales; Nursing textbook sales weaker this year   |  | (9)            |
| HSS Dental gross income \$95K below plan due to timing of delivery dates and backordered item arrival   |  | (24)           |
| Total Wages higher than plan mostly student   |  | (7)            |
| Other   |  | (3)            |
| Total Contribution  |  | (106)          |
| <b>UCLA Restaurants</b>   |  |                |
| <b>Gross Margin:</b>  |  |                |
| Northern Lights gross margin below plan due to declining coffee house sales trend   |  | (3)            |
| Café Synapse gross income \$11K below plan due to on going decline in sales, and a few departments have moved out of the building   |  | (7)            |
| Luvall Food Servery gross income \$16 below plan due to new sales programs not started  |  | (13)           |
| Jimmy's gross income \$4K below plan due to on-going decreased sales for most of the coffeehouses in northern campus  |  | (3)            |
| Cooperage gross income \$7K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  |  | (5)            |
| Taco Bell gross income \$5K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  |  | (5)            |
| Tsunami gross margin below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns   |  | (3)            |
| Catering gross income \$132K above plan due to more Athletics training table than last year; 4 day Bhai Conference during Labor Day weekend and the UCLA Graduated Student Picnic                                       |  | 91             |
| Other, negative controllables mainly repairs and maintenance  |  | (18)           |
| Total Contribution  |  | 34             |
| <b>Services</b>   |  |                |
| <b>Gross Margin:</b>  |  |                |
| Licensing domestic income below plan; some of this is timing but mainly less sales than plan  |  | (36)           |
| Photography income above plan due to increased bookings for the professional schools (Law & Anderson)   |  | 3              |
| Other, positive controllables mainly in Licensing   |  | 19             |
| Total Contribution  |  | (14)           |
| <b>UCLA Student Union</b>   |  |                |
| <b>Gross Margin:</b>  |  |                |
| Student Union Ops gross income \$9K below plan due to orientation activities returning less income than budgeted, and there were not any large promotional events   |  | (4)            |
| Other, negative controllables   |  | (6)            |
| Total Contribution  |  | (10)           |
| <b>Allocated Expenses and Other</b>   |  |                |
| A&SS lower than plan mostly wages and insurance expense   |  | 22             |
| Maintenance lower than plan mostly capitalized wages for off-hours work done to install water lines for food service equipment and continued work on the various store remodeling projects                              |  | 19             |
| Utilities higher than plan due to higher consumption mostly in chilled water (being researched with UCLA Energy Services), and higher steam due to the broken meter that was changed out after the budget was completed |  | (20)           |
| Depreciation lower than plan due to timing of capitals  |  | 14             |
| Other   |  | 1              |
| Total   |  | 36             |
| <b>Actual Net Income/(Loss)</b>   |  | <b>481</b>     |

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

| <i>Financial Analysis</i>  | <b>\$000's</b> |
|--|----------------|
| <b>Budgeted Net Income/(Loss)</b>  | <b>(61)</b>    |
| <b>UCLA Store</b>  |                |
| <b>Gross Margin:</b>   |                |
| Bearwear gross income \$80K above plan due mostly to positive impact from football for sales at the Rose Bowl and results from Score Big promotions  | 33             |
| The Market gross income \$26K below plan resulting from continued impact of diminished foot traffic due to Luskin Conference Center construction, and sales decline in Health/Beauty products  | (11)           |
| Essentials gross income \$22K below plan due to decrease in demand for some key product (spiral notebooks), loss of sizeable department charge from Athletics, and timing for some sales that will occur in October                      | (11)           |
| Computer Store gross income \$445K below plan due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points, and impact from customer response to remodeling                                 | (45)           |
| New Text gross income \$22K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in lower postage income   | (19)           |
| Used Text gross income \$108K below plan due to continued stock shortage   | (30)           |
| Course Reader Solutions gross income \$16K below plan due to on-going overall decline in sales (direct department, digital sales for summer courses)   | (9)            |
| Luvall Books gross income \$168K below plan due to Law school textbooks lower than anticipated and shift in rental income due to program change  | (37)           |
| HSS Dental gross margin below plan results from timing of delivery dates and backordered item arrival  | (10)           |
| Total Wages lower than plan  | 7              |
| Other  | (7)            |
| Total Contribution   | (139)          |
| <b>UCLA Restaurants</b>  |                |
| <b>Gross Margin:</b>   |                |
| Northern Lights gross margin below plan due to mix of food vs. coffee in 'product mix shifted to higher cost items during the summer and declining coffeehouse sales   | (6)            |
| Café Synapse gross income \$19K below plan due to continued drop in sales and a few departments have moved out of the building   | (14)           |
| Luvall Food Servery gross income \$20 below plan due to new sales program which has not started yet  | (18)           |
| Tsunami gross margin below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  | (4)            |
| Taco Bell gross income \$9K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns   | (7)            |
| Jimmy's gross income \$6K below plan due to on-going decreased sales for most of the coffeehouses in northern campus   | (5)            |
| Cooperage gross income \$19K below plan due new sales program not started yet, and Engineering and Lot 6 construction impacting pedestrian traffic patterns  | (14)           |
| Catering gross income \$122K above plan due to more Athletics training table than last year; 4 day Bhai Conference and the UCLA Graduated Student Picnic   | 86             |
| Other, positive controllables  | 4              |
| Total Contribution   | 22             |
| <b>Services</b>  |                |
| <b>Gross Margin:</b>   |                |
| Licensing domestic income below plan due to lower than expected results; optimistic budget figures for the start of the year   | (43)           |
| Photography income above plan due to increased bookings for Anderson and Law School, and timing for non-athletic jobs that occurred in August instead of July  | 6              |
| Total Wages higher than plan   | (5)            |
| Other, positive controllables mainly in Licensing  | 21             |
| Total Contribution   | (21)           |
| <b>UCLA Student Union</b>  |                |
| <b>Gross Margin:</b>   |                |
| Student Union Ops gross income \$22K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, and the UCLA Orientation program increasing spending   | 16             |
| Recreation and Games gross income \$2K above plan (Game ON was planned to be closed)   | 2              |
| Other, negative controllables  | (3)            |
| Total Contribution   | 15             |
| <b>Allocated Expenses and Other</b>  |                |
| A&SS lower than plan mostly in other controllables (including employee benefits and insurance expense)   | 33             |
| Maintenance lower than plan due mostly to higher capital wages (store remodel not in budget), less labor and materials were purchased for work orders, and the budget for career wages was too high                                      | 50             |
| Utilities higher than plan due to higher consumption mostly in chilled water, especially Ackerman (being researched with UCLA Energy Services), and higher steam due to a new meter in Ackerman installed after the budget was completed | (27)           |
| Depreciation lower than plan due to timing of capitals and reduced expenditures  | 28             |
| Other  | 4              |
| Total  | 88             |
| <b>Actual Net Income/(Loss)</b>  | <b>(96)</b>    |

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

**ASSETS**

CURRENT ASSETS:

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

LONG TERM ASSETS

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

**TOTAL ASSETS**

**LIABILITIES AND RETAINED EARNINGS**

CURRENT LIABILITIES:

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

LONG TERM DEBT:

AU expansion loan  
    Total long term debt

**TOTAL LIABILITIES**

RETAINED EARNINGS:

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

Ending Balance

**TOTAL LIABILITIES AND RETAINED EARNINGS**

|  | <b>Current Month</b><br>September 2013 | <b>Prior Month</b><br>August 2013 | <b>Prior Year</b><br>July 2013 |
|--|--|-----------------------------------|--------------------------------|
|  |  |                                   |                                |
|  | \$13,211                               | \$11,601                          | \$11,541                       |
|  | 3,794                                  | 2,985                             | 3,369                          |
|  | (157)                                  | (142)                             | (131)                          |
|  | 3,637                                  | 2,843                             | 3,239                          |
|  | 812                                    | 601                               | 389                            |
|  | 7,078                                  | 6,414                             | 6,379                          |
|  | 169                                    | 154                               | 243                            |
|  | <b>24,906</b>                          | <b>21,613</b>                     | <b>21,791</b>                  |
|  |  |                                   |                                |
|  | 65,899                                 | 65,598                            | 65,205                         |
|  | (39,306)                               | (39,087)                          | (38,869)                       |
|  | <b>26,593</b>                          | <b>26,511</b>                     | <b>26,336</b>                  |
|  |  |                                   |                                |
|  | <b>51,499</b>                          | <b>48,124</b>                     | <b>48,128</b>                  |
|  |  |                                   |                                |
|  |  |                                   |                                |
|  | \$7,956                                | \$5,589                           | \$4,921                        |
|  | 3,007                                  | 2,941                             | 3,085                          |
|  | 1,145                                  | 903                               | 837                            |
|  | 239                                    | 193                               | 146                            |
|  | 300                                    | 148                               | 182                            |
|  | 131                                    | 109                               | 139                            |
|  | 708                                    | 708                               | 708                            |
|  | <b>13,486</b>                          | <b>10,591</b>                     | <b>10,018</b>                  |
|  |  |                                   |                                |
|  | 11,591                                 | 11,591                            | 11,591                         |
|  | <b>11,591</b>                          | <b>11,591</b>                     | <b>11,591</b>                  |
|  |  |                                   |                                |
|  | <b>25,077</b>                          | <b>22,182</b>                     | <b>21,609</b>                  |
|  |  |                                   |                                |
|  | 26,518                                 | 26,518                            | 26,459                         |
|  | (96)                                   | (577)                             | 59                             |
|  | <b>26,422</b>                          | <b>25,942</b>                     | <b>26,518</b>                  |
|  |  |                                   |                                |
|  | <b>51,499</b>                          | <b>48,124</b>                     | <b>48,128</b>                  |

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

|   |       |        |         |
|---|-------|--------|---------|
| Net income/(loss)   | \$481 | (\$96) | \$101   |
| Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities: |       |        |         |
| Depreciation - PP&E   | 219   | 438    | 449     |
| Depreciation - textbook rental equipment  | 0     | 0      | 0       |
| Loss (Gain) on disposals of fixed assets  | 0     | 0      | 0       |
| (Gain) Loss on long-term debt refinancing   | 0     | 0      | 0       |
| (Increase)/decrease in current assets:  | 0     | 0      | 0       |
| Accounts receivable   | (794) | (398)  | (1,009) |
| Student fees receivable   | (211) | (422)  | (404)   |
| Inventories   | (664) | (699)  | (23)    |
| Prepaid expenses and other current assets   | (14)  | 75     | 114     |
| Increase/(decrease) in current liabilities:   |       |        | 0       |
| Accounts payable  | 2,367 | 3,035  | 1,322   |
| Sales Tax payable & other liabilities   | 243   | 308    | 376     |
| Wages and payroll taxes payable   | 66    | (78)   | (229)   |
| Interest payable  | 47    | 94     | 107     |
| Deferred Income   | 151   | 117    | 397     |
| Funds held for others   | 22    | (8)    | (42)    |
| Other Current Liabilities (Current Portion of LT Debt)  | 0     | 0      | 0       |

Net cash provided/(used) by operating activities

**\$1,911**      **\$2,364**      **\$1,157**

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

|  |       |       |       |
|--|-------|-------|-------|
| Purchase of textbook rental equipment            | 0     | \$0   | 0     |
| Purchase of property, equipment and improvements | (301) | (694) | (255) |

Net cash used in investing activities

**(\$301)**      **(\$694)**      **(\$255)**

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

|   |   |   |   |
|---|---|---|---|
| Principal payments on AU expansion loan | 0 | 0 | 0 |
|---|---|---|---|

Net cash provided/(used) by financing activities

**\$0**      **\$0**      **\$0**

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

**\$1,610**      **\$1,670**      **\$901**

**CASH AND CASH EQUIVALENTS, Beginning**

**\$11,601**      **11,541**      **10,251**

**CASH AND CASH EQUIVALENTS, Ending**

**\$13,211**      **\$13,211**      **\$11,152**

|  | Current Month   | Year to Date    | Prior Year to Date |
|--|-----------------|-----------------|--------------------|
|  | \$481           | (\$96)          | \$101              |
|  | 219             | 438             | 449                |
|  | 0               | 0               | 0                  |
|  | 0               | 0               | 0                  |
|  | 0               | 0               | 0                  |
|  | 0               | 0               | 0                  |
|  | (794)           | (398)           | (1,009)            |
|  | (211)           | (422)           | (404)              |
|  | (664)           | (699)           | (23)               |
|  | (14)            | 75              | 114                |
|  |                 |                 | 0                  |
|  | 2,367           | 3,035           | 1,322              |
|  | 243             | 308             | 376                |
|  | 66              | (78)            | (229)              |
|  | 47              | 94              | 107                |
|  | 151             | 117             | 397                |
|  | 22              | (8)             | (42)               |
|  | 0               | 0               | 0                  |
|  | <b>\$1,911</b>  | <b>\$2,364</b>  | <b>\$1,157</b>     |
|  | 0               | \$0             | 0                  |
|  | (301)           | (694)           | (255)              |
|  | <b>(\$301)</b>  | <b>(\$694)</b>  | <b>(\$255)</b>     |
|  | 0               | 0               | 0                  |
|  | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>         |
|  | <b>\$1,610</b>  | <b>\$1,670</b>  | <b>\$901</b>       |
|  | <b>\$11,601</b> | <b>11,541</b>   | <b>10,251</b>      |
|  | <b>\$13,211</b> | <b>\$13,211</b> | <b>\$11,152</b>    |



**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
CASH RESERVE COMPUTATION**  
September 2013  
(\$000's)

|  |         |
|--|---------|
| <b>CASH AND CASH EQUIVALENTS</b>                       | 13,211  |
| Less: Committed Capital Projects                       |         |
| Ackerman B & A Level Remodel                           | (1,795) |
| Casual Dining  | (535)   |
| Pauley Pavillion Remodel                               | (369)   |
| NCSC Remodel   | (250)   |
| Ostin Music Café                                       | (200)   |
| Store POS  | (150)   |
| Terrace Food Court Patio Upgrade                       | (350)   |
| Student Service Center                                 | (293)   |
| Subtotal   | (3,941) |
| Adjustment for Cash Overdraft Entry                    | (2,057) |
| Uncommitted Cash                                       | 7,213   |
| <b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b> | 6,438   |
| <b>RESERVE SURPLUS (DEFICIT)</b>                       | 775     |

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

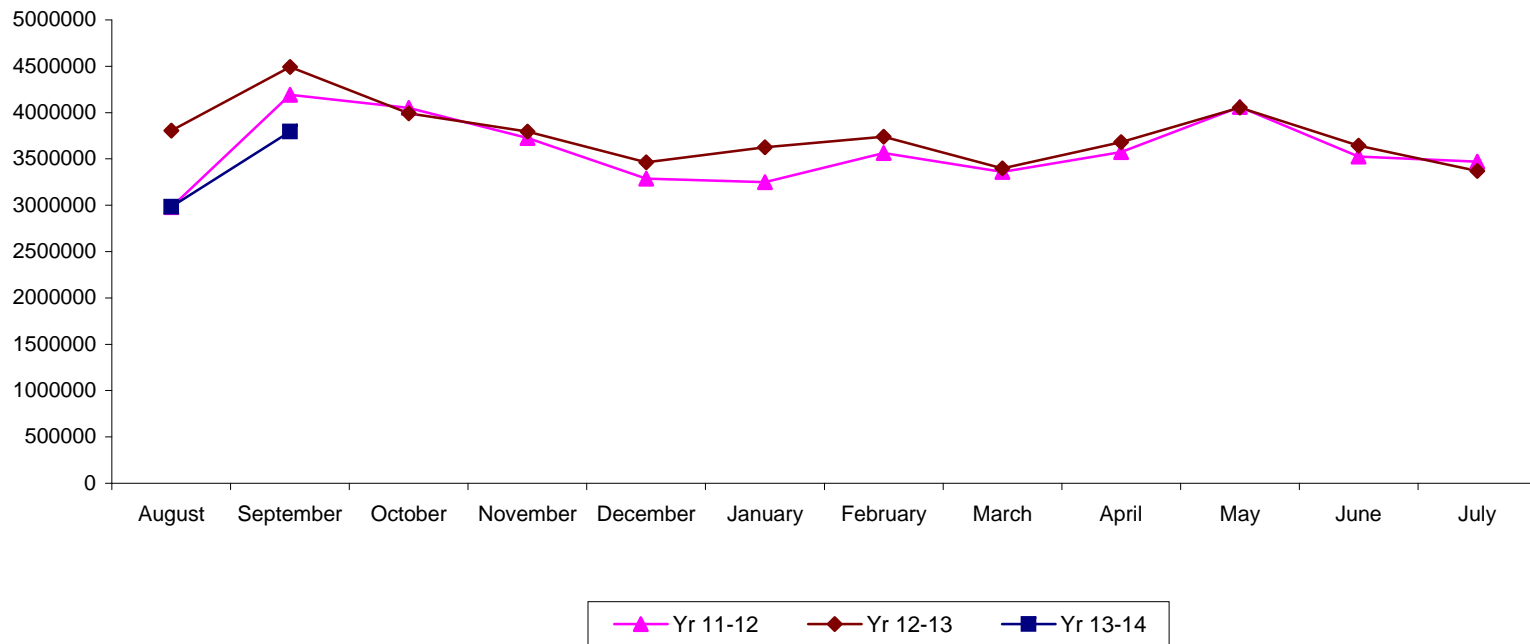
| PROJECT NAME   | BUDGET         | PROJECTED   |              |              |                   |              |              | Status           |
|--|----------------|-------------|--------------|--------------|-------------------|--------------|--------------|------------------|
|  |                | Payments    | PO's         | Total        | Remaining Balance | Pending      | Over (Under) |                  |
| <b>Store/Services</b>                                  |                |             |              |              |                   |              |              |                  |
| 2013-S001 Store General Replacement                    | 50.0           | 0.0         | 0.0          | 0.0          | 50.0              |              | 0.0          | In Progress      |
| 2013-S002 Informal Photo Equipment                     | 6.0            | 0.0         | 0.0          | 0.0          | 0.0               | 6.0          | 0.0          | Pending          |
| 2013-S003 HSS Remodel                                  | 50.0           | 35.9        | 7.2          | 43.1         | 6.9               |              | 0.0          | In Progress      |
| 2013-S004 Hilltop Shop Remodel                         | 50.0           | 10.2        | 13.3         | 23.5         | 26.5              |              | 0.0          | In Progress      |
| 2013-S005 Concession Kiosks Replacement                | 25.0           | 10.3        | 15.1         | 25.4         | 0.0               |              | 0.4          | Awaiting Invoice |
| 2013-S006 LuValle Store Renovation                     | 30.0           | 0.0         | 0.0          | 0.0          | 0.0               | 30.0         | 0.0          | Pending          |
| 2013-S007 NC Shop Renovation                           | 25.0           | 0.0         | 0.0          | 0.0          | 0.0               | 25.0         | 0.0          | Pending          |
| <b>Total Store/Services</b>                            | <b>236.0</b>   | <b>56.4</b> | <b>35.6</b>  | <b>92.0</b>  | <b>83.4</b>       | <b>61.0</b>  | <b>0.4</b>   |                  |
| <b>Food Service</b>                                    |                |             |              |              |                   |              |              |                  |
| 2013-F008 FS Miscellaneous and Unanticipated           | 50.0           | 4.0         | 8.3          | 12.3         | 37.7              |              | 0.0          | In Progress      |
| 2013-F009 Patio Furniture Upgrade                      | 20.0           | 0.0         | 0.0          | 0.0          | 0.0               | 20.0         | 0.0          | Pending          |
| 2013-F010 Commissary Dish Room Remodel                 | 75.0           | 0.0         | 0.0          | 0.0          | 0.0               | 75.0         | 0.0          | Pending          |
| 2013-F011 Commissary Ice Machine                       | 10.0           | 0.0         | 0.0          | 0.0          | 0.0               | 10.0         | 0.0          | Pending          |
| 2013-F012 Commissary Kitchen Equipment                 | 10.0           | 0.0         | 0.0          | 0.0          | 0.0               | 10.0         | 0.0          | Pending          |
| 2013-F013 KCH Dining Room Finish Replacement           | 50.0           | 0.0         | 0.0          | 0.0          | 0.0               | 50.0         | 0.0          | Pending          |
| 2013-F014 Infrastructure & Equipment-Drake Concessions | 20.0           | 0.0         | 0.0          | 0.0          | 0.0               | 20.0         | 0.0          | Pending          |
| 2013-F015 Cooperage Ice Machine                        | 10.0           | 0.0         | 0.0          | 0.0          | 0.0               | 10.0         | 0.0          | Pending          |
| 2013-F016 Relaxation Image Renovation                  | 10.0           | 0.0         | 1.8          | 1.8          | 8.2               |              | 0.0          | In Progress      |
| 2013-F017 Wetzels Upgrade                              | 6.0            | 0.0         | 0.0          | 0.0          | 0.0               | 6.0          | 0.0          | Pending          |
| 2013-F018 Greenhouse Refrigeration                     | 10.0           | 0.0         | 0.0          | 0.0          | 0.0               | 10.0         | 0.0          | Pending          |
| 2013-F019 Lu Valle Refrigerator                        | 10.0           | 0.0         | 0.0          | 0.0          | 0.0               | 10.0         | 0.0          | Pending          |
| 2013-F020 Relocate Tsunami                             | 75.0           | 0.0         | 0.0          | 0.0          | 0.0               | 75.0         | 0.0          | Pending          |
| 2013-F041 Food Carts                                   | 0.0            | 12.1        | 14.8         | 26.9         | 3.1               |              | 30.0         | In Progress      |
| <b>Total Food Services</b>                             | <b>356.0</b>   | <b>16.1</b> | <b>24.9</b>  | <b>41.0</b>  | <b>49.0</b>       | <b>296.0</b> | <b>30.0</b>  |                  |
| <b>Technology</b>                                      |                |             |              |              |                   |              |              |                  |
| 2013-T021 Network Infrastructure Upgrade               | 20.0           | 0.0         | 3.8          | 3.8          | 16.2              |              | 0.0          | In Progress      |
| 2013-T022 Printer Replacement                          | 10.0           | 0.0         | 0.0          | 0.0          | 0.0               | 10.0         | 0.0          | Pending          |
| 2013-T023 VM server/SAN replacement                    | 90.0           | 0.0         | 0.0          | 0.0          | 0.0               | 90.0         | 0.0          | Pending          |
| 2013-T024 AU Expansion of UCLA Wireless Network        | 8.0            | 0.0         | 2.6          | 2.6          | 5.4               |              | 0.0          | In Progress      |
| 2013-T025 Catering Software                            | 10.0           | 0.0         | 0.0          | 0.0          | 0.0               | 10.0         | 0.0          | Pending          |
| 2013-T026 Marketing Hardware Upgrade                   | 20.0           | 0.0         | 0.0          | 0.0          | 0.0               | 20.0         | 0.0          | Pending          |
| 2013-T027 Marketing Software Upgrade                   | 7.5            | 0.0         | 0.0          | 0.0          | 0.0               | 7.5          | 0.0          | Pending          |
| 2013-T028 Marketing Color Laser Printer                | 6.0            | 0.0         | 0.0          | 0.0          | 0.0               | 6.0          | 0.0          | Pending          |
| <b>Total Technology</b>                                | <b>171.5</b>   | <b>0.0</b>  | <b>6.4</b>   | <b>6.4</b>   | <b>21.6</b>       | <b>143.5</b> | <b>0.0</b>   |                  |
| <b>Others</b>  |                |             |              |              |                   |              |              |                  |
| 2013-O029 Game Center Technical Upgrades               | 12.0           | 0.0         | 0.6          | 0.6          | 11.4              |              | 0.0          | In Progress      |
| 2013-O030 SUO General Replacement                      | 15.0           | 0.0         | 0.0          | 0.0          | 0.0               | 15.0         | 0.0          | Pending          |
| 2013-O031 Custodial Replacements                       | 10.0           | 0.0         | 0.0          | 0.0          | 0.0               | 10.0         | 0.0          | Pending          |
| 2013-O032 KH Patio Outdoor Lounge                      | 40.0           | 0.0         | 0.0          | 0.0          | 0.0               | 40.0         | 0.0          | Pending          |
| 2013-O033 SUO Digital Ad Screen Expansion              | 12.0           | 0.0         | 0.0          | 0.0          | 0.0               | 12.0         | 0.0          | Pending          |
| 2013-O034 AGB/BRR Trash Cans                           | 7.2            | 0.0         | 0.0          | 0.0          | 0.0               | 7.2          | 0.0          | Pending          |
| 2013-O035 Student Service Center                       | 300.0          | 0.0         | 7.0          | 7.0          | 293.0             |              | 0.0          | In Progress      |
| 2013-O036 Fac. Misc. Remodels                          | 25.0           | 0.0         | 7.9          | 7.9          | 17.1              |              | 0.0          | In Progress      |
| 2013-O037 Lu Valle Roof Membrane                       | 75.0           | 0.0         | 0.0          | 0.0          | 0.0               | 75.0         | 0.0          | Pending          |
| 2013-O038 Energy/Utilities Efficiency Project          | 75.0           | 0.0         | 0.0          | 0.0          | 0.0               | 75.0         | 0.0          | Pending          |
| 2013-O039 Finance Misc. Replacements                   | 15.0           | 0.0         | 0.0          | 0.0          | 0.0               | 15.0         | 0.0          | Pending          |
| 2013-O040 General Replacements                         | 50.0           | 0.0         | 0.0          | 0.0          | 0.0               | 50.0         | 0.0          | Pending          |
| 2013-042 Daily Bruin Flooring                          | 0.0            | 0.0         | 41.4         | 41.4         | 3.6               |              | 45.0         | In Progress      |
| <b>Total Others</b>                                    | <b>636.2</b>   | <b>0.0</b>  | <b>56.9</b>  | <b>56.9</b>  | <b>325.1</b>      | <b>299.2</b> | <b>45.0</b>  |                  |
| <b>Total Current Year Projects</b>                     | <b>1,399.7</b> | <b>72.5</b> | <b>123.8</b> | <b>196.3</b> | <b>479.1</b>      | <b>799.7</b> | <b>75.4</b>  |                  |

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

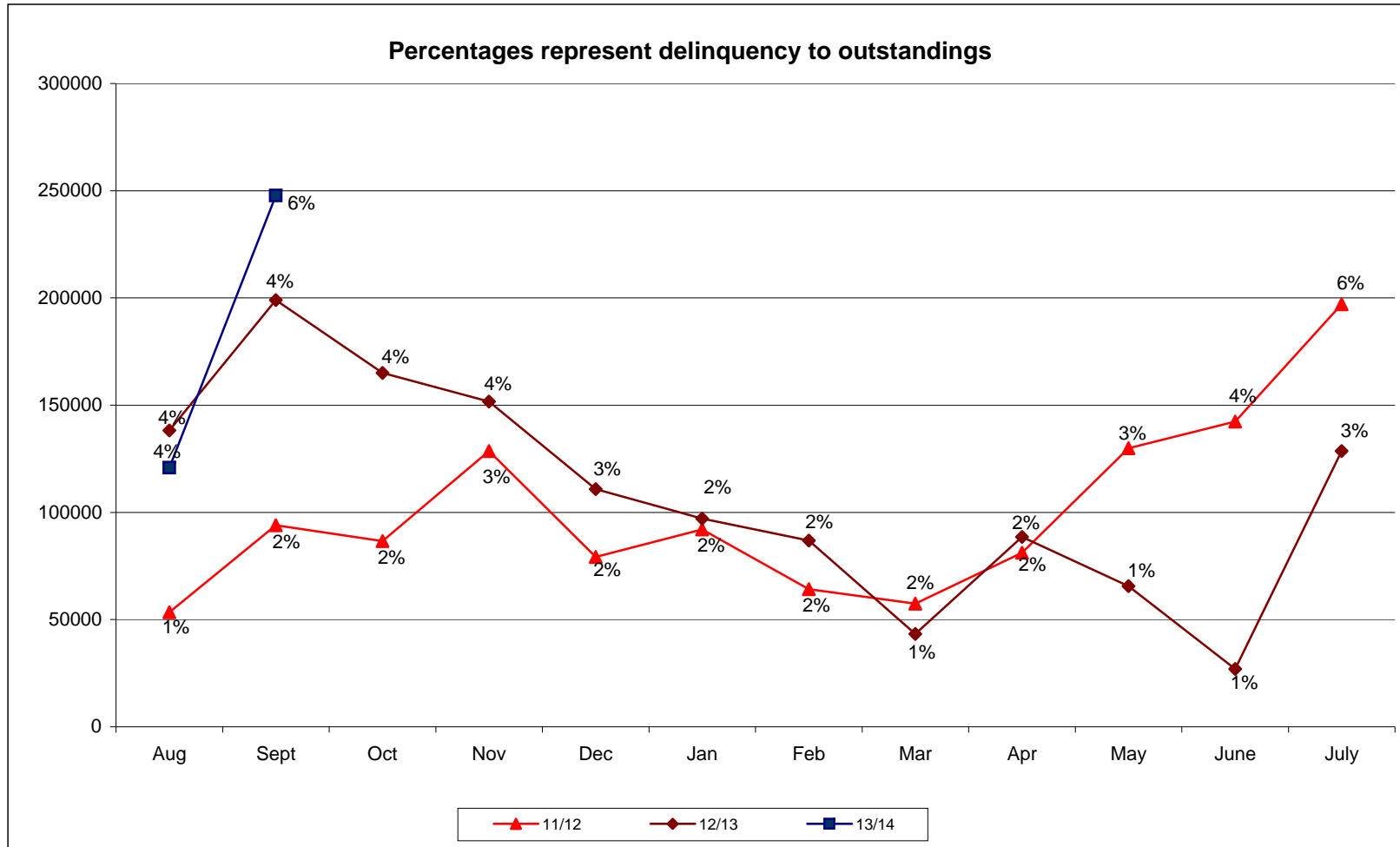
| 9/28/2013                  | Sept | Current            | %           | 30+              | %           | 60+              | %           | 90+             | %           | 120+              | %           | 150+            | %           | Total              | %           |
|----------------------------|------|--------------------|-------------|------------------|-------------|------------------|-------------|-----------------|-------------|-------------------|-------------|-----------------|-------------|--------------------|-------------|
| UNIVERSITY                 |      | \$986,613          | 29%         | \$20,997         | 20%         | \$11,419         | 5%          | \$5,057         | 24%         | \$91              | -1%         | \$889           | 3%          | \$1,025,066        | 27%         |
| ASUCLA PUBLICATIONS        |      | \$166,630          | 5%          | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0               | 0%          | \$0             | 0%          | \$166,630          | 4%          |
| ASUCLA USA/GSA             |      | \$59,592           | 2%          | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0               | 0%          | \$0             | 0%          | \$59,592           | 2%          |
| DUE FROM VENDORS           |      | \$17,395           | 0%          | \$23,159         | 22%         | \$195,373        | 92%         | (\$22,453)      | -105%       | (\$14,969)        | 125%        | \$16,902        | 65%         | \$215,407          | 6%          |
| DENTAL KITS                |      | \$750,070          | 22%         | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0               | 0%          | \$0             | 0%          | \$750,070          | 20%         |
| OTHER                      |      | \$1,462,698        | 42%         | \$58,774         | 58%         | \$5,630          | 3%          | \$38,863        | 181%        | \$2,866           | -24%        | \$8,039         | 32%         | \$1,576,870        | 41%         |
| <b>TOTAL CURRENT MONTH</b> |      | <b>\$3,442,998</b> | <b>100%</b> | <b>\$102,930</b> | <b>100%</b> | <b>\$212,422</b> | <b>100%</b> | <b>\$21,467</b> | <b>100%</b> | <b>(\$12,012)</b> | <b>100%</b> | <b>\$25,830</b> | <b>100%</b> | <b>\$3,793,635</b> | <b>100%</b> |
|                            |      | 91%                |             | 3%               |             | 6%               |             | 0%              |             | 0%                |             | 0%              |             | 100%               |             |
|                            |      |                    |             |                  |             |                  |             |                 |             |                   |             |                 |             |                    |             |
| 8/24/2013                  | Aug  | Current            | %           | 30+              | %           | 60+              | %           | 90+             | %           | 120+              | %           | 150+            | %           | Total              | %           |
| UNIVERSITY                 |      | \$641,140          | 26%         | \$113,435        | 32%         | \$12,216         | 22%         | \$4,971         | 9%          | \$2,325           | -67%        | \$455           | 3%          | \$774,542          | 26%         |
| ASUCLA PUBLICATIONS        |      | \$110,519          | 4%          | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0               | 0%          | \$0             | 0%          | \$110,519          | 4%          |
| ASUCLA USA/GSA             |      | \$49,456           | 2%          | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0               | 0%          | \$0             | 0%          | \$49,456           | 2%          |
| DUE FROM VENDORS           |      | \$431,055          | 17%         | \$188,226        | 52%         | (\$3,530)        | -6%         | (\$14,052)      | -27%        | (\$9,368)         | 268%        | \$11,224        | 67%         | \$603,555          | 20%         |
| DENTAL KITS                |      | \$131,290          | 5%          | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0               | 0%          | \$0             | 0%          | \$131,290          | 4%          |
| OTHER                      |      | \$1,140,612        | 46%         | \$58,056         | 16%         | \$46,526         | 84%         | \$61,491        | 117%        | \$3,552           | -102%       | \$5,051         | 30%         | \$1,315,288        | 44%         |
| <b>TOTAL CURRENT MONTH</b> |      | <b>\$2,504,072</b> | <b>100%</b> | <b>\$359,717</b> | <b>100%</b> | <b>\$55,212</b>  | <b>100%</b> | <b>\$52,410</b> | <b>100%</b> | <b>(\$3,491)</b>  | <b>100%</b> | <b>\$16,730</b> | <b>100%</b> | <b>\$2,984,650</b> | <b>100%</b> |
|                            |      | 84%                |             | 12%              |             | 2%               |             | 2%              |             | 0%                |             | 0%              |             | 100%               |             |
|                            |      |                    |             |                  |             |                  |             |                 |             |                   |             |                 |             |                    |             |
| 7/27/2013                  | July | Current            | %           | 30+              | %           | 60+              | %           | 90+             | %           | 120+              | %           | 150+            | %           | Total              | %           |
| UNIVERSITY                 |      | \$745,000          | 25%         | \$125,073        | 59%         | \$25,306         | 26%         | \$3,099         | 20%         | \$563             | 6%          | (\$1,190)       | -23%        | \$897,851          | 26%         |
| ASUCLA PUBLICATIONS        |      | \$155,618          | 5%          | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0               | 0%          | \$0             | 0%          | \$155,618          | 5%          |
| ASUCLA USA/GSA             |      | \$55,876           | 2%          | \$169            | 0%          | \$0              | 0%          | \$0             | 0%          | \$0               | 0%          | \$0             | 0%          | \$56,045           | 2%          |
| DUE FROM VENDORS           |      | \$646,266          | 21%         | (\$3,687)        | -2%         | (\$34,189)       | -35%        | \$6,391         | 40%         | \$4,261           | 45%         | \$5,943         | 115%        | \$624,985          | 19%         |
| DENTAL KITS                |      | \$143,394          | 5%          | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0               | 0%          | \$0             | 0%          | \$143,394          | 4%          |
| OTHER                      |      | \$1,282,371        | 42%         | \$90,749         | 43%         | \$107,062        | 109%        | \$6,336         | 40%         | \$4,607           | 49%         | \$412           | 8%          | \$1,491,537        | 44%         |
| <b>TOTAL CURRENT MONTH</b> |      | <b>\$3,028,525</b> | <b>100%</b> | <b>\$212,304</b> | <b>100%</b> | <b>\$98,179</b>  | <b>100%</b> | <b>\$15,826</b> | <b>100%</b> | <b>\$9,431</b>    | <b>100%</b> | <b>\$5,165</b>  | <b>100%</b> | <b>\$3,369,430</b> | <b>100%</b> |
|                            |      | 91%                |             | 6%               |             | 3%               |             | 0%              |             | 0%                |             | 0%              |             | 100%               |             |

## Total Aged Accounts Receivable Balances

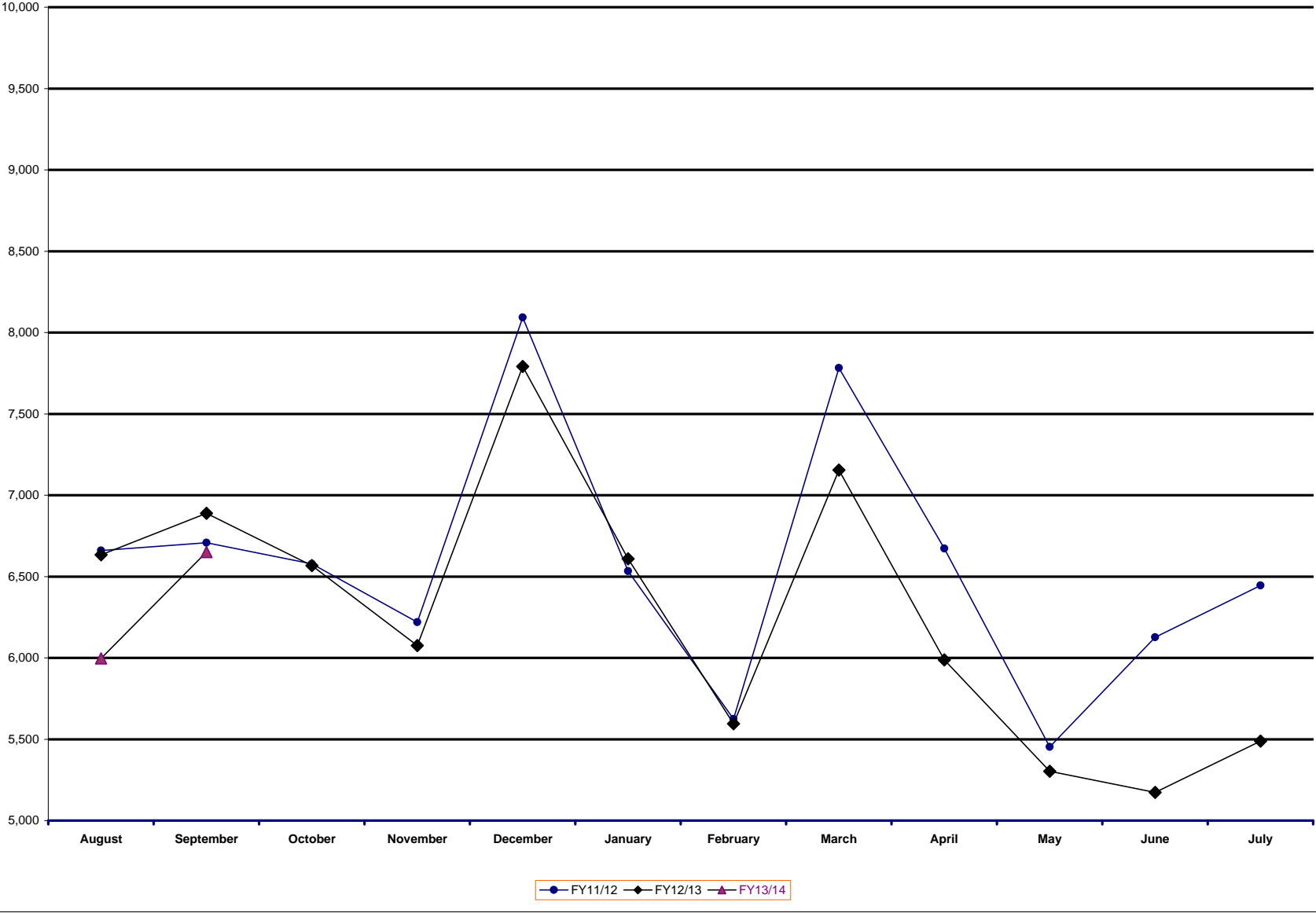
12 Month History  
August 11 through Sep 13



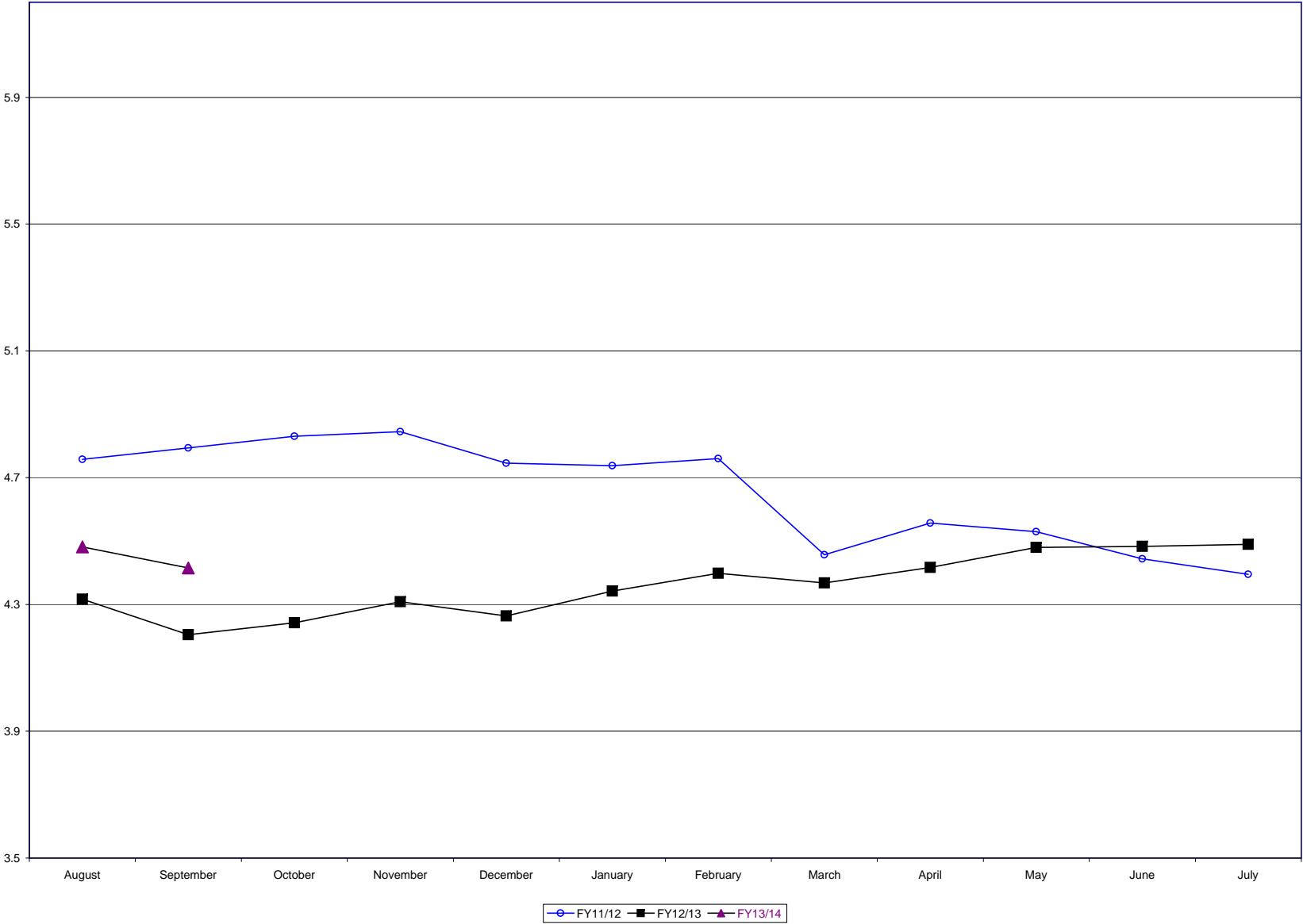
### Aged Accounts Receivable Balances >60 Days Past Due



**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

| SEP. 02(08/25/13-09/28/13) |           |           | FISCAL YEAR 13-14           |            |           | FISCAL YEAR 12-13 |            |
|----------------------------|-----------|-----------|-----------------------------|------------|-----------|-------------------|------------|
| CURRENT MONTH              |           |           | YTD 2 MO(07/28/13-09/28/13) |            |           | LAST YEAR ACTUAL  |            |
| ACTUAL                     | BUDGET    | VARIANCE  | ACTUAL                      | BUDGET     | VARIANCE  | MONTH             | YTD        |
| 3,642,075                  | 3,863,908 | <221,833> | 4,950,305                   | 5,514,146  | <563,841> | 4,118,975         | 5,772,916  |
| 1,321,334                  | 1,306,080 | 15,254    | 2,278,377                   | 2,269,017  | 9,360     | 1,340,600         | 2,247,250  |
| 61,948                     | 69,800    | <7,852>   | 107,480                     | 116,000    | <8,520>   | 67,591            | 111,756    |
| 353,952                    | 465,868   | <111,916> | 707,824                     | 880,546    | <172,722> | 445,051           | 845,047    |
| 231,183                    | 205,000   | 26,183    | 333,421                     | 320,000    | 13,421    | 171,802           | 251,102    |
| 1,964,606                  | 2,105,936 | <141,330> | 2,558,289                   | 2,557,091  | 1,198     | 2,156,718         | 2,602,267  |
| 7,575,098                  | 8,016,592 | <441,494> | 10,935,696                  | 11,656,800 | <721,104> | 8,300,737         | 11,830,338 |
| 5,590,360                  | 5,927,892 | 337,532   | 7,964,092                   | 8,526,309  | 562,217   | 6,182,774         | 8,741,538  |
|                            |           |           |                             |            |           |                   |            |
| 15,464                     | 15,060    | <404>     | 20,365                      | 20,350     | <15>      | 16,310            | 22,132     |
| 5,508                      | 5,470     | <38>      | 9,559                       | 9,500      | <59>      | 5,382             | 9,226      |
| 278                        | 330       | 52        | 483                         | 540        | 57        | 303               | 504        |
| 2,071                      | 2,310     | 239       | 4,122                       | 4,370      | 248       | 2,475             | 4,709      |
| 856                        | 730       | <126>     | 1,232                       | 1,140      | <92>      | 630               | 919        |
| 5,825                      | 6,330     | 505       | 8,453                       | 8,480      | 27        | 6,566             | 8,755      |
| 30,003                     | 30,230    | 227       | 44,214                      | 44,380     | 166       | 31,667            | 46,245     |
| 5,620,363                  | 5,958,122 | 337,759   | 8,008,306                   | 8,570,689  | 562,383   | 6,214,441         | 8,787,783  |
|                            |           |           |                             |            |           |                   |            |
| 73.8                       | 74.0      | 0.2       | 72.8                        | 73.1       | 0.3       | 74.5              | 73.9       |
| 1,954,735                  | 2,058,470 | <103,735> | 2,927,390                   | 3,086,111  | <158,721> | 2,086,296         | 3,042,554  |
| 26.2                       | 26.1      | 0.2       | 27.2                        | 26.9       | 0.3       | 25.5              | 26.1       |
| 0.4                        | 0.4       | <0.0>     | 0.4                         | 0.4        | <0.0>     | 0.4               | 0.4        |
|                            |           |           |                             |            |           |                   |            |
| 25.8                       | 25.7      | 0.1       | 26.8                        | 26.5       | 0.3       | 25.1              | 25.7       |
|                            |           |           |                             |            |           |                   |            |
| 19.0                       | 19.3      | <0.3>     | 18.2                        | 18.1       | 0.1       | 19.0              | 17.8       |
| 49.8                       | 49.9      | <0.1>     | 50.1                        | 50.5       | <0.3>     | 49.6              | 50.0       |
| 42.0                       | 40.3      | 1.7       | 42.0                        | 40.7       | 1.3       | 42.5              | 42.2       |
| 25.0                       | 24.9      | 0.2       | 24.8                        | 24.5       | 0.3       | 24.2              | 23.7       |
| 48.0                       | 50.4      | <2.3>     | 50.0                        | 51.4       | <1.4>     | 50.8              | 52.0       |
| 19.3                       | 19.7      | <0.4>     | 19.5                        | 20.2       | <0.7>     | 19.3              | 19.8       |
|                            |           |           |                             |            |           |                   |            |
| 130,512                    | 131,848   | <1,336>   | 173,345                     | 178,117    | <4,772>   | 120,598           | 159,559    |
| 2,085,247                  | 2,190,318 | <105,071> | 3,100,735                   | 3,264,228  | <163,493> | 2,206,894         | 3,202,114  |
|                            |           |           |                             |            |           |                   |            |
|                            |           |           |                             |            |           |                   |            |
| 261,479                    | 272,212   | 10,733    | 519,940                     | 534,790    | 14,850    | 266,200           | 540,987    |
| 0                          | 3,044     | 3,044     | 0                           | 5,479      | 5,479     | 2,922             | 6,221      |
| 191,505                    | 170,976   | <20,529>  | 305,244                     | 292,105    | <13,139>  | 168,289           | 290,277    |
| 452,984                    | 446,232   | <6,752>   | 825,184                     | 832,374    | 7,190     | 437,410           | 837,486    |
| 6.0                        | 5.6       | <0.4>     | 7.6                         | 7.1        | <0.4>     | 5.3               | 7.1        |
|                            |           |           |                             |            |           |                   |            |
| 130,818                    | 147,931   | 17,113    | 263,404                     | 290,535    | 27,131    | 134,288           | 268,494    |
| 11,682                     | 15,155    | 3,473     | 25,584                      | 27,440     | 1,856     | 9,971             | 21,173     |
| 12,841                     | 13,942    | 1,101     | 25,269                      | 27,974     | 2,705     | 12,578            | 26,251     |
| 80                         | 110       | 30        | 160                         | 220        | 60        | 108               | 263        |
| 22                         | 40        | 18        | 45                          | 80         | 35        | 18                | 54         |
| 798                        | 2,550     | 1,752     | 4,062                       | 3,900      | <162>     | 2,385             | 3,360      |
| 0                          | 0         | 0         | 800                         | 0          | <800>     | 0                 | 0          |
| 9,302                      | 8,430     | <872>     | 14,606                      | 13,830     | <776>     | 6,907             | 11,783     |
| 45,056                     | 47,915    | 2,859     | 58,016                      | 65,560     | 7,544     | 46,189            | 61,921     |
| 914                        | 900       | <14>      | 1,819                       | 1,800      | <19>      | 901               | 1,807      |
| 0                          | 0         | 0         | 0                           | 0          | 0         | 0                 | <1>        |
| 142                        | 0         | <142>     | 142                         | 0          | <142>     | 0                 | 0          |
| 26,091                     | 22,130    | <3,961>   | 65,881                      | 57,980     | <7,901>   | 21,322            | 54,684     |
| <3,228>                    | <1,050>   | <2,178>   | <3,728>                     | <1,600>    | <2,128>   | <1,494>           | <294>      |
| 53,615                     | 50,055    | <3,560>   | 183,667                     | 180,110    | <3,557>   | 40,658            | 165,731    |
| 6,480                      | 2,490     | <3,990>   | 11,745                      | 6,980      | <4,765>   | 3,048             | 8,393      |
| 0                          | 0         | 0         | 0                           | 0          | 0         | <192>             | <19>       |
| 91,197                     | 93,232    | 2,035     | 145,866                     | 154,936    | 9,070     | 94,373            | 153,058    |
| 3,331                      | <3,331>   | 0         | 3,180                       | 0          | <3,180>   | 2,029             | 2,542      |
| 358                        | 0         | <358>     | 358                         | 0          | <358>     | 856               | 4,243      |
| 917                        | 0         | <917>     | 650                         | 0          | <650>     | 0                 | 0          |
| 908                        | 700       | <208>     | 998                         | 700        | <298>     | 873               | 873        |
| 0                          | 0         | 0         | 0                           | 300        | 300       | 0                 | 0          |
| 9,335                      | 6,700     | <2,635>   | 18,682                      | 13,050     | <5,632>   | 5,297             | 5,613      |
| 0                          | 0         | 0         | 298                         | 0          | <298>     | 0                 | 241        |
| 11,651                     | 11,003    | <648>     | 11,666                      | 11,003     | <663>     | 16,355            | 16,357     |
| 0                          | 0         | 0         | 0                           | 2          | 2         | 0                 | 0          |
| 19,494                     | 15,678    | <3,816>   | 21,661                      | 17,249     | <4,412>   | 20,068            | 22,337     |
| 431,802                    | 437,911   | 6,109     | 854,828                     | 872,049    | 17,221    | 416,538           | 828,864    |
| 884,786                    | 884,143   | <643>     | 1,680,012                   | 1,704,423  | 24,411    | 853,947           | 1,666,350  |
|                            |           |           |                             |            |           |                   |            |
| 1,200,461                  | 1,306,175 | <105,714> | 1,420,723                   | 1,559,805  | <139,082> | 1,352,947         | 1,535,764  |
|                            |           |           |                             |            |           |                   |            |
|                            |           |           |                             |            |           |                   |            |
| 28,736                     | 29,981    | 1,245     | 55,623                      | 59,058     | 3,435     | 27,836            | 54,394     |
| 177,288                    | 186,189   | 8,901     | 342,035                     | 356,482    | 14,447    | 176,186           | 340,012    |
| 76,734                     | 78,047    | 1,313     | 142,664                     | 148,472    | 5,808     | 71,787            | 138,143    |
| 34,717                     | 41,974    | 7,257     | 66,532                      | 79,479     | 12,947    | 41,170            | 76,978     |
| 122,328                    | 127,806   | 5,478     | 228,184                     | 234,473    | 6,289     | 121,708           | 212,068    |
| 64,130                     | 67,267    | 3,137     | 130,769                     | 141,390    | 10,621    | 57,538            | 121,916    |
| 41,180                     | 32,540    | <8,640>   | 82,398                      | 69,223     | <13,175>  | 36,440            | 70,399     |
| 66,926                     | 68,324    | 1,398     | 133,767                     | 136,648    | 2,881     | 69,400            | 138,525    |
| 612,039                    | 632,128   | 20,089    | 1,181,973                   | 1,225,225  | 43,252    | 602,065           | 1,152,435  |
|                            |           |           |                             |            |           |                   |            |
| 588,422                    | 674,047   | <85,625>  | 238,751                     | 334,580    | <95,829>  | 750,882           | 383,329    |



UCLA RESTAURANTS  
INCOME STATEMENT

| SEP. 02(08/25/13-09/28/13) |           |          | FISCAL YEAR 13-14           |           |          | FISCAL YEAR 12-13 |           |
|----------------------------|-----------|----------|-----------------------------|-----------|----------|-------------------|-----------|
| CURRENT MONTH              |           |          | YTD 2 MO(07/28/13-09/28/13) |           |          | LAST YEAR ACTUAL  |           |
| ACTUAL                     | BUDGET    | VARIANCE | ACTUAL                      | BUDGET    | VARIANCE | MONTH             | YTD       |
| 101,953                    | 102,773   | <820>    | 196,777                     | 193,962   | 2,815    | 99,208            | 187,346   |
| 120,756                    | 119,255   | 1,501    | 225,162                     | 223,258   | 1,904    | 110,591           | 207,196   |
| 123,469                    | 131,282   | <7,813>  | 228,730                     | 239,890   | <11,160> | 123,538           | 225,278   |
| 161,577                    | 181,793   | <20,216> | 287,752                     | 316,494   | <28,742> | 173,722           | 303,229   |
| 184,463                    | 198,272   | <13,809> | 343,509                     | 370,485   | <26,976> | 178,163           | 330,943   |
| 281,550                    | 183,384   | 98,166   | 390,819                     | 302,961   | 87,858   | 220,197           | 342,072   |
| 973,767                    | 916,759   | 57,008   | 1,672,748                   | 1,647,050 | 25,698   | 905,418           | 1,596,063 |
| 352,834                    | 314,392   | <38,442> | 606,984                     | 567,900   | <39,084> | 326,278           | 575,215   |
| 36.2                       | 34.3      | <1.9>    | 36.3                        | 34.5      | <1.8>    | 36.0              | 36.0      |
| 620,934                    | 602,367   | 18,567   | 1,065,764                   | 1,079,150 | <13,386> | 579,140           | 1,020,848 |
| 63.8                       | 65.7      | <1.9>    | 63.7                        | 65.5      | <1.8>    | 64.0              | 64.0      |
| 65.4                       | 67.0      | <1.6>    | 65.5                        | 67.2      | <1.7>    | 65.3              | 65.3      |
| 62.0                       | 66.5      | <4.5>    | 61.5                        | 65.7      | <4.1>    | 59.9              | 60.6      |
| 64.5                       | 65.1      | <0.6>    | 63.7                        | 64.4      | <0.7>    | 65.1              | 64.7      |
| 68.2                       | 69.8      | <1.6>    | 68.4                        | 69.7      | <1.3>    | 68.6              | 68.9      |
| 62.5                       | 64.9      | <2.5>    | 62.0                        | 64.6      | <2.6>    | 63.9              | 63.7      |
| 62.4                       | 62.1      | 0.3      | 62.8                        | 62.4      | 0.3      | 61.3              | 60.9      |
| 181,278                    | 151,356   | 29,922   | 311,909                     | 279,042   | 32,867   | 169,700           | 298,160   |
| 802,212                    | 753,723   | 48,489   | 1,377,672                   | 1,358,192 | 19,480   | 748,840           | 1,319,008 |
|                            |           |          |                             |           |          |                   |           |
|                            |           |          |                             |           |          |                   |           |
|                            |           |          |                             |           |          |                   |           |
| 304,450                    | 302,483   | <1,967>  | 570,105                     | 570,475   | 370      | 284,821           | 530,002   |
| 0                          | 640       | 640      | 0                           | 1,152     | 1,152    | 1,042             | 1,377     |
| 186,494                    | 185,914   | <580>    | 331,383                     | 329,408   | <1,975>  | 168,500           | 324,485   |
| <31,536>                   | <30,793>  | 743      | <57,122>                    | <56,247>  | 875      | <27,931>          | <53,042>  |
| 459,408                    | 458,244   | <1,164>  | 844,367                     | 844,788   | 421      | 426,432           | 802,823   |
| 47.2                       | 50.0      | 2.8      | 50.5                        | 51.3      | 0.8      | 47.1              | 50.3      |
| 169,006                    | 164,532   | <4,474>  | 308,129                     | 317,324   | 9,195    | 140,459           | 282,990   |
| 1,649                      | 1,640     | <9>      | 3,077                       | 3,245     | 168      | 2,293             | 2,932     |
| 4,364                      | 4,299     | <65>     | 8,508                       | 8,588     | 80       | 3,802             | 7,918     |
| 2,764                      | 4,000     | 1,236    | 3,016                       | 5,000     | 1,984    | 2,427             | 2,427     |
| 46,605                     | 43,816    | <2,789>  | 78,784                      | 78,123    | <661>    | 41,959            | 74,297    |
| 4.8                        | 4.8       | <0.0>    | 4.7                         | 4.7       | 0.0      | 4.6               | 4.7       |
| 4,369                      | 4,179     | <190>    | 7,537                       | 7,847     | 310      | 4,286             | 7,796     |
| <8,412>                    | <9,150>   | <738>    | <16,586>                    | <18,300>  | <1,714>  | <8,229>           | <15,565>  |
| 4,301                      | 2,958     | <1,343>  | 7,201                       | 5,830     | <1,371>  | 3,086             | 4,367     |
| 7,383                      | 5,678     | <1,705>  | 10,892                      | 9,588     | <1,304>  | 7,630             | 11,794    |
| 1,645                      | 2,560     | 915      | 2,667                       | 3,520     | 853      | 2,224             | 2,988     |
| 20,421                     | 20,720    | 299      | 21,602                      | 23,615    | 2,013    | 24,195            | 24,814    |
| 0                          | 100       | 100      | 0                           | 200       | 200      | 262               | 292       |
| 3                          | 32        | 29       | 8                           | 60        | 52       | 5                 | 21        |
| 17,931                     | 5,061     | <12,870> | 25,312                      | 9,685     | <15,627> | 4,977             | 11,224    |
| 17,262                     | 25,074    | 7,812    | 36,972                      | 45,928    | 8,956    | 16,325            | 34,393    |
| 1,198                      | 1,359     | 161      | 2,184                       | 2,503     | 319      | 1,177             | 2,220     |
| 2,248                      | 815       | <1,433>  | 5,022                       | 1,569     | <3,453>  | 704               | 171       |
| 50                         | 500       | 450      | 673                         | 500       | <173>    | 949               | 1,628     |
| 593                        | 385       | <208>    | 593                         | 770       | 177      | 411               | 662       |
| 0                          | 0         | 0        | 0                           | 0         | 0        | 5,000             | 9,750     |
| 0                          | 500       | 500      | 0                           | 500       | 500      | 0                 | 0         |
| 11,740                     | 12,462    | 722      | 19,641                      | 21,806    | 2,165    | 11,454            | 23,794    |
| 305,119                    | 291,520   | <13,599> | 525,232                     | 527,901   | 2,669    | 265,396           | 490,913   |
| 764,528                    | 749,764   | <14,764> | 1,369,599                   | 1,372,689 | 3,090    | 691,828           | 1,293,736 |
|                            |           |          |                             |           |          |                   |           |
| 37,684                     | 3,959     | 33,725   | 8,073                       | <14,497>  | 22,570   | 57,012            | 25,271    |
|                            |           |          |                             |           |          |                   |           |
|                            |           |          |                             |           |          |                   |           |
| 29,144                     | 30,788    | 1,644    | 56,952                      | 59,895    | 2,943    | 27,137            | 52,123    |
| 26,575                     | 24,406    | <2,169>  | 66,734                      | 64,039    | <2,695>  | 22,493            | 60,097    |
| 11,502                     | 10,231    | <1,271>  | 27,573                      | 26,621    | <952>    | 9,165             | 24,396    |
| 5,204                      | 5,502     | 298      | 12,959                      | 14,231    | 1,272    | 5,256             | 13,475    |
| 18,337                     | 16,753    | <1,584>  | 44,140                      | 41,578    | <2,562>  | 15,538            | 36,279    |
| 54,062                     | 58,035    | 3,973    | 110,238                     | 121,985   | 11,747   | 48,504            | 102,775   |
| 34,714                     | 28,074    | <6,640>  | 69,461                      | 59,722    | <9,739>  | 30,719            | 59,346    |
| 99,418                     | 107,584   | 8,166    | 198,618                     | 215,168   | 16,550   | 100,848           | 201,600   |
| 278,955                    | 281,373   | 2,418    | 586,675                     | 603,239   | 16,564   | 259,660           | 550,091   |
| <241,271>                  | <277,414> | 36,143   | <578,602>                   | <617,736> | 39,134   | <202,648>         | <524,819> |
| 254,611                    | 267,058   | <12,447> | 465,183                     | 487,548   | <22,365> | 263,354           | 480,902   |
| 91,976                     | 94,531    | <2,555>  | 167,730                     | 176,364   | <8,634>  | 94,302            | 175,858   |
| 162,635                    | 172,527   | <9,892>  | 297,453                     | 311,184   | <13,731> | 169,052           | 305,044   |
| 5.26                       | 5.13      | 0.13     | 5.28                        | 5.17      | 0.12     | 5.02              | 5.07      |
| 6.61                       | 6.17      | 0.44     | 5.75                        | 5.44      | 0.31     | 6.18              | 6.17      |
| 4.50                       | 4.57      | <0.07>   | 4.57                        | 4.60      | <0.03>   | 4.38              | 4.44      |
| 29,570                     | 28,957    | <613>    | 51,703                      | 51,291    | <412>    | 28,213            | 51,020    |
| 32.93                      | 31.66     | 1.27     | 32.35                       | 32.11     | 0.24     | 32.09             | 31.28     |

SERVICES DIVISION  
INCOME STATEMENT

| SEP. 02(08/25/13-09/28/13) |         |          | FISCAL YEAR 13-14           |         |          | FISCAL YEAR 12-13 |         |
|----------------------------|---------|----------|-----------------------------|---------|----------|-------------------|---------|
| CURRENT MONTH              |         |          | YTD 2 MO(07/28/13-09/28/13) |         |          | LAST YEAR ACTUAL  |         |
| ACTUAL                     | BUDGET  | VARIANCE | ACTUAL                      | BUDGET  | VARIANCE | MONTH             | YTD     |
| 20,465                     | 17,272  | 3,193    | 27,334                      | 22,273  | 5,061    | 16,314            | 21,042  |
| 20,465                     | 17,272  | 3,193    | 27,334                      | 22,273  | 5,061    | 16,314            | 21,042  |
| 176                        | 434     | 258      | 398                         | 1,307   | 909      | 422               | 1,274   |
| 20,289                     | 16,838  | 3,451    | 26,936                      | 20,966  | 5,970    | 15,892            | 19,768  |
| 99.1                       | 97.5    | 1.7      | 98.5                        | 94.1    | 4.4      | 97.4              | 93.9    |
| 99.1                       | 97.5    | 1.7      | 98.5                        | 94.1    | 4.4      | 97.4              | 93.9    |
| 188,270                    | 224,000 | <35,730> | 291,792                     | 335,000 | <43,208> | 214,641           | 320,913 |
| 88,829                     | 90,987  | <2,158>  | 178,382                     | 182,427 | <4,045>  | 79,699            | 166,072 |
| 277,099                    | 314,987 | <37,888> | 470,174                     | 517,427 | <47,253> | 294,340           | 486,985 |
| 297,389                    | 331,825 | <34,436> | 497,110                     | 538,393 | <41,283> | 310,232           | 506,753 |
|                            |         |          |                             |         |          |                   |         |
|                            |         |          |                             |         |          |                   |         |
| 31,656                     | 31,959  | 303      | 66,420                      | 63,212  | <3,208>  | 31,165            | 62,439  |
| 2,146                      | 1,733   | <413>    | 4,869                       | 3,466   | <1,403>  | 459               | 558     |
| 33,802                     | 33,692  | <110>    | 71,289                      | 66,678  | <4,611>  | 31,623            | 62,997  |
| 165.2                      | 195.1   | 29.9     | 260.8                       | 299.4   | 38.6     | 193.9             | 299.4   |
| 15,743                     | 15,586  | <157>    | 31,019                      | 30,971  | <48>     | 14,417            | 28,933  |
| 922                        | 700     | <222>    | 1,382                       | 1,400   | 18       | 2,611             | 2,797   |
| 640                        | 685     | 45       | 1,295                       | 1,420   | 125      | 582               | 1,258   |
| 211                        | 105     | <106>    | 236                         | 210     | <26>     | 77                | 115     |
| 2,790                      | 0       | <2,790>  | 2,790                       | 0       | <2,790>  | 0                 | 0       |
| 0                          | 2,000   | 2,000    | 0                           | 2,000   | 2,000    | 2,000             | 2,000   |
| 3,197                      | 4,100   | 903      | 6,397                       | 8,200   | 1,803    | 3,296             | 6,896   |
| 420                        | 248     | <172>    | 420                         | 248     | <172>    | 248               | 248     |
| 2,083                      | 2,083   | 0        | 4,166                       | 4,166   | 0        | 2,083             | 4,166   |
| 0                          | 1,150   | 1,150    | 2,205                       | 2,300   | 95       | 1,150             | 1,700   |
| 2,630                      | 4,150   | 1,520    | 7,794                       | 8,300   | 506      | 4,150             | 7,561   |
| 17,994                     | 22,400  | 4,406    | 28,346                      | 33,500  | 5,154    | 21,322            | 31,891  |
| 0                          | 0       | 0        | 0                           | 0       | 0        | 40                | 40      |
| 76,521                     | 91,273  | 14,752   | 114,723                     | 132,696 | 17,973   | 85,154            | 125,508 |
| 123,150                    | 144,480 | 21,330   | 200,772                     | 225,411 | 24,639   | 137,129           | 213,111 |
| 156,952                    | 178,172 | 21,220   | 272,061                     | 292,089 | 20,028   | 168,752           | 276,108 |
| 140,436                    | 153,653 | <13,217> | 225,049                     | 246,304 | <21,255> | 141,480           | 230,645 |
|                            |         |          |                             |         |          |                   |         |
| 2,144                      | 2,264   | 120      | 4,852                       | 4,748   | <104>    | 2,012             | 4,095   |
| 6,633                      | 7,360   | 727      | 16,015                      | 16,649  | 634      | 6,301             | 15,089  |
| 2,963                      | 3,182   | 219      | 6,836                       | 7,145   | 309      | 2,648             | 6,318   |
| 1,341                      | 1,712   | 371      | 3,210                       | 3,822   | 612      | 1,519             | 3,499   |
| 4,724                      | 5,211   | 487      | 10,943                      | 11,213  | 270      | 4,490             | 9,488   |
| 11,376                     | 18,775  | 7,399    | 23,196                      | 39,464  | 16,268   | 10,206            | 21,626  |
| 7,305                      | 9,082   | 1,777    | 14,616                      | 19,320  | 4,704    | 6,464             | 12,488  |
| 5,944                      | 6,431   | 487      | 11,887                      | 12,862  | 975      | 5,865             | 11,729  |
| 42,428                     | 54,017  | 11,589   | 91,555                      | 115,223 | 23,668   | 39,505            | 84,332  |
| 98,008                     | 99,636  | <1,628>  | 133,494                     | 131,081 | 2,413    | 101,975           | 146,313 |

**UCLA STUDENT UNION  
INCOME STATEMENT**

| SEP. 02(08/25/13-09/28/13) |           |          | FISCAL YEAR 13-14           |           |          | FISCAL YEAR 12-13 |           |
|----------------------------|-----------|----------|-----------------------------|-----------|----------|-------------------|-----------|
| CURRENT MONTH              |           |          | YTD 2 MO(07/28/13-09/28/13) |           |          | LAST YEAR ACTUAL  |           |
| ACTUAL                     | BUDGET    | VARIANCE | ACTUAL                      | BUDGET    | VARIANCE | MONTH             | YTD       |
| 34,678                     | 39,205    | <4,527>  | 125,757                     | 100,405   | 25,352   | 35,956            | 106,041   |
| 143                        | 169       | <26>     | 1,640                       | 369       | 1,271    | 1,694             | 3,155     |
| 55,660                     | 55,004    | 656      | 95,899                      | 94,714    | 1,185    | 54,314            | 93,526    |
| 90,481                     | 94,378    | <3,897>  | 223,295                     | 195,488   | 27,807   | 91,964            | 202,723   |
| 55,570                     | 53,794    | <1,776>  | 94,843                      | 92,630    | <2,213>  | 53,430            | 91,830    |
| 4,176                      | 8,967     | 4,791    | 25,961                      | 19,519    | <6,442>  | 4,663             | 14,007    |
| 0                          | 0         | 0        | 0                           | 0         | 0        | 0                 | 34        |
| 59,746                     | 62,761    | 3,015    | 120,804                     | 112,149   | <8,655>  | 58,093            | 105,870   |
| 66.0                       | 66.5      | 0.5      | 54.1                        | 57.4      | 3.3      | 63.2              | 52.2      |
| 30,735                     | 31,617    | <882>    | 102,491                     | 83,339    | 19,152   | 33,871            | 96,852    |
| 34.0                       | 33.5      | 0.5      | 45.9                        | 42.6      | 3.3      | 36.8              | 47.8      |
| 88.0                       | 77.1      | 10.8     | 79.4                        | 80.6      | <1.2>    | 87.0              | 86.8      |
| 100.0                      | 100.0     | 0.0      | 100.0                       | 100.0     | 0.0      | 100.0             | 98.9      |
| 0.2                        | 2.2       | <2.0>    | 1.1                         | 2.2       | <1.1>    | 1.6               | 1.8       |
| 12,207                     | 16,757    | <4,550>  | 15,459                      | 18,804    | <3,345>  | 7,305             | 8,651     |
| 1,423                      | 856       | 567      | 4,077                       | 3,058     | 1,019    | 856               | 3,057     |
| 9,920                      | 9,683     | 237      | 16,990                      | 16,674    | 316      | 9,472             | 16,258    |
| 23,551                     | 27,296    | <3,745>  | 36,526                      | 38,536    | <2,010>  | 17,632            | 27,966    |
| 54,286                     | 58,913    | <4,627>  | 139,017                     | 121,875   | 17,142   | 51,503            | 124,818   |
|                            |           |          |                             |           |          |                   |           |
|                            |           |          |                             |           |          |                   |           |
|                            |           |          |                             |           |          |                   |           |
|                            |           |          |                             |           |          |                   |           |
| 30,999                     | 31,002    | 3        | 61,999                      | 62,003    | 4        | 29,138            | 55,401    |
| 20,752                     | 19,999    | <753>    | 36,643                      | 36,008    | <635>    | 21,095            | 36,873    |
| 51,751                     | 51,001    | <750>    | 98,641                      | 98,011    | <630>    | 50,233            | 92,274    |
| 57.2                       | 54.0      | <3.2>    | 44.2                        | 50.1      | 6.0      | 54.6              | 45.5      |
| 15,459                     | 16,297    | 838      | 30,645                      | 32,511    | 1,866    | 14,448            | 27,781    |
| 2,499                      | 761       | <1,738>  | 3,261                       | 1,344     | <1,917>  | 1,184             | 1,589     |
| 3,044                      | 3,345     | 301      | 6,030                       | 6,642     | 612      | 2,874             | 6,155     |
| 0                          | 0         | 0        | 0                           | 0         | 0        | 0                 | <30>      |
| 1,934                      | 1,698     | <236>    | 1,934                       | 1,698     | <236>    | 1,469             | 1,469     |
| 1,081                      | 1,081     | 0        | 17,153                      | 17,153    | <0>      | 1,081             | 17,153    |
| 9,332                      | 7,465     | <1,867>  | 9,345                       | 8,302     | <1,043>  | 3,998             | 4,285     |
| 346                        | 305       | <41>     | 635                         | 610       | <25>     | 405               | 662       |
| <97>                       | 28        | 125      | 0                           | 148       | 148      | 0                 | 0         |
| 53                         | 50        | <3>      | 592                         | 549       | <43>     | 0                 | 325       |
| 475                        | 601       | 126      | 934                         | 1,202     | 268      | 549               | 999       |
| 283                        | 1,437     | 1,154    | 2,067                       | 4,238     | 2,171    | 4,399             | 5,545     |
| 0                          | 0         | 0        | 0                           | 0         | 0        | 1,832             | 2,932     |
| 1,148                      | 1,293     | 146      | 2,084                       | 2,226     | 142      | 1,078             | 2,162     |
| <66>                       | 33        | 99       | <1>                         | 57        | 58       | <6>               | <6>       |
| 853                        | 514       | <339>    | 2,505                       | 1,835     | <670>    | 588               | 1,981     |
| 15,417                     | 15,417    | 0        | 30,833                      | 30,834    | 1        | 15,417            | 30,833    |
| 17,665                     | 15,000    | <2,665>  | 17,761                      | 15,000    | <2,761>  | 15,034            | 14,852    |
| 69,425                     | 65,325    | <4,100>  | 125,778                     | 124,349   | <1,429>  | 64,350            | 118,687   |
| 121,176                    | 116,326   | <4,850>  | 224,420                     | 222,360   | <2,060>  | 114,583           | 210,961   |
|                            |           |          |                             |           |          |                   |           |
| <66,890>                   | <57,413>  | <9,477>  | <85,402>                    | <100,485> | 15,083   | <63,080>          | <86,143>  |
|                            |           |          |                             |           |          |                   |           |
|                            |           |          |                             |           |          |                   |           |
|                            |           |          |                             |           |          |                   |           |
|                            |           |          |                             |           |          |                   |           |
| 3,284                      | 3,427     | 143      | 6,672                       | 6,967     | 295      | 3,197             | 5,988     |
| 2,542                      | 2,695     | 153      | 9,383                       | 7,726     | <1,657>  | 2,223             | 7,614     |
| 1,136                      | 1,165     | 29       | 3,960                       | 3,311     | <649>    | 934               | 3,186     |
| 514                        | 627       | 113      | 1,877                       | 1,770     | <107>    | 536               | 1,751     |
| 1,810                      | 1,908     | 98       | 6,345                       | 5,159     | <1,186>  | 1,584             | 4,650     |
| 33,795                     | 35,400    | 1,605    | 68,913                      | 74,408    | 5,495    | 30,321            | 64,247    |
| 21,701                     | 17,125    | <4,576>  | 43,422                      | 36,430    | <6,992>  | 19,203            | 37,098    |
| 14,243                     | 17,290    | 3,047    | 28,485                      | 34,580    | 6,095    | 17,742            | 35,196    |
| 79,025                     | 79,637    | 612      | 169,056                     | 170,351   | 1,295    | 75,740            | 159,730   |
| <145,915>                  | <137,050> | <8,865>  | <254,459>                   | <270,836> | 16,377   | <138,820>         | <245,873> |

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

| SEP. 02(08/25/13-09/28/13) |           |          | FISCAL YEAR 13-14           |             |          | FISCAL YEAR 12-13 |             |
|----------------------------|-----------|----------|-----------------------------|-------------|----------|-------------------|-------------|
| CURRENT MONTH              |           |          | YTD 2 MO(07/28/13-09/28/13) |             |          | LAST YEAR ACTUAL  |             |
| ACTUAL                     | BUDGET    | VARIANCE | ACTUAL                      | BUDGET      | VARIANCE | MONTH             | YTD         |
| 289,185                    | 293,515   | 4,330    | 608,963                     | 591,920     | <17,043> | 284,980           | 573,238     |
| 0                          | 2,700     | 2,700    | 0                           | 5,400       | 5,400    | 0                 | 0           |
| 27,019                     | 30,495    | 3,476    | 64,743                      | 58,644      | <6,099>  | 27,117            | 58,579      |
| 316,204                    | 326,710   | 10,506   | 673,707                     | 655,964     | <17,743> | 312,097           | 631,818     |
| 3.4                        | 3.4       | <0.0>    | 4.9                         | 4.5         | <0.4>    | 3.2               | 4.3         |
| 0                          | 0         | 0        | 0                           | 0           | 0        | 212               | 212         |
| 2,000                      | 0         | <2,000>  | 2,000                       | 2,000       | 0        | 0                 | 0           |
| 134,389                    | 136,993   | 2,604    | 270,245                     | 276,309     | 6,064    | 123,717           | 250,311     |
| 10,736                     | 7,907     | <2,829>  | 18,381                      | 16,312      | <2,069>  | 8,013             | 15,244      |
| 8,172                      | 9,377     | 1,205    | 16,354                      | 19,102      | 2,748    | 8,163             | 17,237      |
| 976                        | 1,089     | 113      | 1,969                       | 2,198       | 229      | 883               | 2,042       |
| 401                        | 3,590     | 3,189    | 1,361                       | 7,180       | 5,819    | 4,873             | 6,191       |
| 0                          | 20        | 20       | 0                           | 40          | 40       | 0                 | 0           |
| 162                        | 272       | 110      | 540                         | 562         | 22       | 3,172             | 3,240       |
| 0                          | 855       | 855      | 0                           | 1,710       | 1,710    | 627               | 627         |
| 781                        | 296       | <485>    | 901                         | 637         | <264>    | 418               | 587         |
| 126                        | 500       | 374      | 132                         | 1,000       | 868      | 632               | 663         |
| 246                        | 300       | 54       | 553                         | 600         | 47       | 553               | 553         |
| <1,758>                    | <1,000>   | 758      | <367>                       | <2,000>     | <1,633>  | <1,169>           | <2,155>     |
| 22                         | 50        | 28       | 22                          | 100         | 78       | 976               | 996         |
| 3,068                      | 2,658     | <410>    | 6,007                       | 5,316       | <691>    | 7,373             | 7,373       |
| 1,000                      | 1,000     | 0        | 2,010                       | 2,000       | <10>     | 2,911             | 5,139       |
| 2,100                      | 2,100     | 0        | 4,200                       | 4,200       | 0        | 1,906             | 3,812       |
| 5,711                      | 5,285     | <426>    | 11,897                      | 12,112      | 215      | 4,518             | 10,288      |
| 10,390                     | 10,320    | <70>     | 17,761                      | 20,640      | 2,879    | 8,282             | 17,789      |
| 0                          | 114       | 114      | 173                         | 138         | <35>     | 230               | 230         |
| 7,611                      | 7,611     | 0        | 14,620                      | 14,620      | 0        | 11,556            | 23,234      |
| 11                         | 5         | <6>      | <3>                         | 5           | 8        | 5                 | 5           |
| 18,041                     | 22,484    | 4,443    | 36,082                      | 44,968      | 8,886    | 20,440            | 40,880      |
| 3,090                      | 3,073     | <17>     | 6,179                       | 6,495       | 316      | 2,816             | 5,747       |
| 917                        | 910       | <7>      | 1,833                       | 1,820       | <13>     | 773               | 1,545       |
| 10,914                     | 10,427    | <487>    | 21,330                      | 20,854      | <476>    | 10,123            | 20,246      |
| 1,018                      | 500       | <518>    | 1,780                       | 500         | <1,280>  | 1,013             | 2,130       |
| 9,583                      | 9,442     | <141>    | 19,167                      | 18,884      | <283>    | 9,167             | 18,333      |
| 8,867                      | 10,300    | 1,433    | 18,686                      | 20,300      | 1,614    | 10,225            | 16,824      |
| 0                          | 0         | 0        | 439                         | 0           | <439>    | 200               | 526         |
| 2,861                      | 3,443     | 582      | 6,232                       | 7,100       | 868      | 3,343             | 6,893       |
| 2,926                      | 3,014     | 88       | 5,852                       | 6,028       | 176      | 2,926             | 5,852       |
| 7,417                      | 7,635     | 218      | 14,833                      | 15,270      | 437      | 7,640             | 15,280      |
| 15,929                     | 15,929    | 0        | 31,858                      | 31,858      | 0        | 15,498            | 30,996      |
| 13,598                     | 15,000    | 1,402    | 13,773                      | 15,300      | 1,527    | 14,637            | 15,049      |
| 281,302                    | 291,499   | 10,197   | 546,801                     | 574,158     | 27,357   | 286,650           | 543,917     |
| 597,506                    | 618,209   | 20,703   | 1,220,507                   | 1,230,122   | 9,615    | 598,747           | 1,175,735   |
|                            |           |          |                             |             |          |                   |             |
|                            |           |          |                             |             |          |                   |             |
| 13,805                     | 15,700    | 1,895    | 28,151                      | 33,000      | 4,849    | 12,386            | 26,245      |
| 8,865                      | 7,595     | <1,270>  | 17,738                      | 16,157      | <1,581>  | 7,844             | 15,154      |
| 15,682                     | 17,225    | 1,543    | 31,286                      | 34,450      | 3,164    | 14,797            | 29,577      |
| 38,352                     | 40,520    | 2,168    | 77,175                      | 83,607      | 6,432    | 35,027            | 70,976      |
| 635,858                    | 658,729   | 22,871   | 1,297,682                   | 1,313,729   | 16,047   | 633,774           | 1,246,711   |
|                            |           |          |                             |             |          |                   |             |
| <557,654>                  | <581,226> | <23,572> | <1,113,487>                 | <1,152,834> | <39,347> | <543,720>         | <1,069,643> |
| <25,778>                   | <25,778>  | 0        | <50,755>                    | <50,755>    | 0        | <24,626>          | <48,446>    |
| <3,191>                    | <3,191>   | 0        | <5,855>                     | <5,855>     | 0        | <3,191>           | <5,855>     |
| <49,236>                   | <48,533>  | 703      | <127,585>                   | <104,283>   | 23,302   | <62,237>          | <122,766>   |
| <635,858>                  | <658,728> | <22,870> | <1,297,682>                 | <1,313,727> | <16,045> | <633,774>         | <1,246,710> |
|                            |           |          |                             |             |          |                   |             |
| 0                          | 1         | 1        | 0                           | 2           | 2        | 0                 | 1           |

MAINTENANCE DIVISION  
EXPENSE STATEMENT

| SEP. 02(08/25/13-09/28/13) |           |          | FISCAL YEAR 13-14           |           |          | FISCAL YEAR 12-13 |           |
|----------------------------|-----------|----------|-----------------------------|-----------|----------|-------------------|-----------|
| CURRENT MONTH              |           |          | YTD 2 MO(07/28/13-09/28/13) |           |          | LAST YEAR ACTUAL  |           |
| ACTUAL                     | BUDGET    | VARIANCE | ACTUAL                      | BUDGET    | VARIANCE | MONTH             | YTD       |
| 93,765                     | 97,196    | 3,431    | 195,766                     | 210,583   | 14,817   | 86,050            | 182,362   |
| 1,945                      | 0         | <1,945>  | 3,029                       | 0         | <3,029>  | 4,322             | 5,577     |
| 0                          | 540       | 540      | 0                           | 1,080     | 1,080    | 0                 | 0         |
| 0                          | <80>      | <80>     | <160>                       | <160>     | 0        | <100>             | <250>     |
| <4,200>                    | <4,468>   | <268>    | <8,445>                     | <8,709>   | <264>    | <3,917>           | <8,470>   |
| <17,563>                   | <4,500>   | 13,063   | <36,984>                    | <9,000>   | 27,984   | <20,823>          | <27,798>  |
| 73,947                     | 88,688    | 14,741   | 153,206                     | 193,794   | 40,588   | 65,533            | 151,422   |
|                            |           |          |                             |           |          |                   |           |
| 55,559                     | 59,058    | 3,499    | 119,832                     | 122,999   | 3,167    | 51,470            | 105,609   |
| 121                        | 145       | 24       | 229                         | 290       | 61       | 174               | 169       |
| 648                        | 825       | 177      | 1,264                       | 1,489     | 225      | 455               | 1,169     |
| 0                          | 480       | 480      | <1,200>                     | 510       | 1,710    | 0                 | 0         |
| 4,873                      | 4,985     | 112      | 9,676                       | 9,843     | 167      | 4,876             | 9,382     |
| 4,584                      | 4,686     | 102      | 9,180                       | 9,857     | 677      | 5,322             | 9,914     |
| 1,375                      | 1,456     | 81       | 2,832                       | 2,752     | <80>     | 1,179             | 2,336     |
| 349                        | 649       | 300      | 761                         | 1,367     | 606      | 692               | 1,401     |
| 16,015                     | 14,905    | <1,110>  | 29,144                      | 29,810    | 666      | 10,310            | 18,039    |
| 2,938                      | 2,925     | <13>     | 6,051                       | 5,850     | <201>    | 2,759             | 5,532     |
| 0                          | 50        | 50       | 0                           | 100       | 100      | 0                 | 0         |
| <750>                      | 200       | 950      | 680                         | 400       | <280>    | 272               | 404       |
| 0                          | 100       | 100      | 0                           | 200       | 200      | 15                | 15        |
| 3,557                      | 3,750     | 193      | 6,062                       | 7,500     | 1,438    | 3,413             | 8,130     |
| 7,640                      | 7,211     | <429>    | 13,580                      | 14,176    | 596      | 6,946             | 13,341    |
| 3,101                      | 3,574     | 474      | 7,325                       | 7,148     | <177>    | 3,695             | 7,046     |
| 1,968                      | 690       | <1,278>  | 452                         | 1,305     | 853      | 384               | 717       |
| 101,977                    | 105,689   | 3,712    | 205,868                     | 215,596   | 9,728    | 91,963            | 183,205   |
| 175,923                    | 194,377   | 18,454   | 359,074                     | 409,390   | 50,316   | 157,495           | 334,627   |
|                            |           |          |                             |           |          |                   |           |
|                            |           |          |                             |           |          |                   |           |
|                            |           |          |                             |           |          |                   |           |
|                            |           |          |                             |           |          |                   |           |
| 16,793                     | 16,138    | <655>    | 33,558                      | 32,276    | <1,282>  | 16,006            | 32,011    |
| 16,793                     | 16,138    | <655>    | 33,558                      | 32,276    | <1,282>  | 16,006            | 32,011    |
| 192,716                    | 210,515   | 17,799   | 392,632                     | 441,666   | 49,034   | 173,501           | 366,637   |
|                            |           |          |                             |           |          |                   |           |
| <163,363>                  | <179,478> | <16,115> | <333,116>                   | <377,248> | <44,132> | <146,569>         | <310,564> |
| <6,001>                    | <6,001>   | 0        | <12,002>                    | <12,002>  | 0        | <6,058>           | <12,116>  |
| <2,644>                    | <2,644>   | 0        | <5,288>                     | <5,288>   | 0        | <2,295>           | <4,590>   |
| <6,903>                    | <6,692>   | 211      | <14,075>                    | <14,128>  | <53>     | <6,193>           | <13,122>  |
| <13,805>                   | <15,700>  | <1,895>  | <28,151>                    | <33,000>  | <4,849>  | <12,386>          | <26,245>  |
| <192,716>                  | <210,515> | <17,799> | <392,632>                   | <441,666> | <49,034> | <173,501>         | <366,637> |
|                            |           |          |                             |           |          |                   |           |
| 0                          | 0         | <0>      | 0                           | 0         | <0>      | 0                 | 0         |

UTILITIES  
EXPENSE STATEMENT

| SEP. 02(08/25/13-09/28/13) |           |          | FISCAL YEAR 13-14           |           |          | FISCAL YEAR 12-13 |           |
|----------------------------|-----------|----------|-----------------------------|-----------|----------|-------------------|-----------|
| CURRENT MONTH              |           |          | YTD 2 MO(07/28/13-09/28/13) |           |          | LAST YEAR ACTUAL  |           |
| ACTUAL                     | BUDGET    | VARIANCE | ACTUAL                      | BUDGET    | VARIANCE | MONTH             | YTD       |
| 32,821                     | 23,813    | <9,008>  | 64,055                      | 49,145    | <14,910> | 33,681            | 55,868    |
| 64,211                     | 61,452    | <2,759>  | 134,292                     | 131,084   | <3,208>  | 60,418            | 122,432   |
| 5,769                      | 9,284     | 3,515    | 16,003                      | 20,455    | 4,452    | 6,307             | 14,937    |
| 17,609                     | 5,725     | <11,884> | 26,012                      | 12,005    | <14,007> | 2,922             | 7,114     |
| 2,105                      | 1,990     | <115>    | 4,778                       | 4,308     | <470>    | 4,907             | 8,997     |
| 122,515                    | 102,264   | <20,251> | 245,140                     | 216,997   | <28,143> | 108,235           | 209,348   |
| 122,515                    | 102,264   | <20,251> | 245,140                     | 216,997   | <28,143> | 108,235           | 209,348   |
| <104,900>                  | <86,823>  | 18,077   | <209,897>                   | <184,699> | 25,198   | <92,826>          | <179,331> |
| <2,997>                    | <2,997>   | 0        | <5,994>                     | <5,994>   | 0        | <2,642>           | <5,284>   |
| <1,321>                    | <1,321>   | 0        | <2,642>                     | <2,642>   | 0        | <1,001>           | <2,002>   |
| <4,432>                    | <3,529>   | 903      | <8,869>                     | <7,507>   | 1,362    | <3,922>           | <7,577>   |
| <8,865>                    | <7,595>   | 1,270    | <17,738>                    | <16,157>  | 1,581    | <7,844>           | <15,154>  |
| <122,515>                  | <102,265> | 20,250   | <245,140>                   | <216,999> | 28,141   | <108,235>         | <209,348> |
| 0                          | <1>       | <1>      | <0>                         | <2>       | <2>      | 0                 | 0         |