

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

April (04/02/23 - 04/29/23)

**Prepared
May 19, 2023**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES
INCOME AND LOSS SUMMARY - APRIL 2023 (\$000's)
DIVISIONS AT CONTRIBUTION LEVEL**

APRIL (04/02/23 - 04/29/23)										FY 21-22		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
4,024		3,917		107	2.7%	492	13.9%	3,532				GROSS INCOME
1,928		2,067		(139)	(6.7%)	214	12.5%	1,714				UCLA Store
484		398		86	21.6%	100	26.0%	384				UCLA Restaurants
125		572		(447)	(78.1%)	18	16.8%	107				Licensing & Services
												UCLA Student Union
6,561		6,954		(393)	(5.7%)	824	14.4%	5,737				TOTAL
												GROSS MARGIN
1,677	41.7%	1,432	36.6%	245	Pts.	318	Pts.	1,359	38.5%			UCLA Store
1,386	71.9%	1,453	70.3%	(67)	1.6	156	0.1	1,230	71.8%			UCLA Restaurants
484	100.0%	397	99.7%	87	0.3	100	0.0	384	100.0%			Licensing & Services
77	61.6%	531	92.8%	(454)	(31.2)	8	(2.9)	69	64.5%			UCLA Student Union
3,624	55.2%	3,813	54.8%	(189)	0.4	582	2.2	3,042	53.0%			TOTAL
												WAGES & BENEFITS
813	20.2%	662	16.9%	(151)	(3.3)	(123)	(0.7)	690	19.5%			UCLA Store
931	48.3%	890	43.1%	(41)	(5.2)	(92)	0.6	839	48.9%			UCLA Restaurants
50	10.3%	72	18.1%	22	7.8	18	7.4	68	17.7%			Licensing & Services
77	61.6%	98	17.1%	21	(44.5)	0	10.4	77	72.0%			UCLA Student Union
1,871	28.5%	1,722	24.8%	(149)	(3.7)	(197)	0.7	1,674	29.2%			TOTAL
												OTHER CONTROLLABLES
133	3.3%	172	4.4%	39	1.1	12	0.8	145	4.1%			UCLA Store
171	8.9%	222	10.7%	51	1.8	50	4.0	221	12.9%			UCLA Restaurants
239	49.4%	89	22.4%	(150)	(27.0)	(147)	(25.4)	92	24.0%			Licensing & Services
73	58.4%	63	11.0%	(10)	(47.4)	(28)	(16.3)	45	42.1%			UCLA Student Union
616	9.4%	546	7.9%	(70)	(1.5)	(113)	(0.6)	503	8.8%			TOTAL
												CONTRIBUTION
731	18.2%	598	15.3%	133	2.9	208	3.4	523	14.8%			UCLA Store
284	14.7%	340	16.4%	(56)	(1.7)	114	4.8	170	9.9%			UCLA Restaurants
195	40.3%	237	59.5%	(42)	(19.2)	(28)	(17.8)	223	58.1%			Licensing & Services
(73)	(58.4%)	370	64.7%	(443)	(123.1)	(20)	(8.9)	(53)	(49.5%)			UCLA Student Union
1,137	17.3%	1,545	22.2%	(408)	(4.9)	274	2.3	863	15.0%			TOTAL
												ALLOCATED EXPENSES
819	12.5%	799	11.5%	(20)	(1.0)	(126)	(0.4)	693	12.1%			Admin&Support Services
375	5.7%	349	5.0%	(26)	(0.7)	(8)	0.7	367	6.4%			Facilities
59	0.9%	69	1.0%	10	0.1	14	0.4	73	1.3%			Utilities
166	2.5%	202	2.9%	36	0.4	(7)	0.3	159	2.8%			Depreciation
1,419	21.6%	1,419	20.4%	0	(1.2)	(127)	0.9	1,292	22.5%			TOTAL
												NET INCOME (LOSS)
(282)	(4.3%)	126	1.8%	(408)	(6.1)	147	3.2	(429)	(7.5%)			FROM OPERATIONS
												OTHER INC/(EXP)
30	0.5%	2	0.0%	28	0.5	23	0.4	7	0.1%			Non-Recurrent Inc/(Exp)
47	0.7%	18	0.3%	29	0.4	37	0.5	10	0.2%			Interest Income
(14)	(0.2%)	(14)	(0.2%)	0	0.0	4	0.1	(18)	(0.3%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
266	4.1%	266	3.8%	0	0.3	(17)	(0.8)	283	4.9%			Student Union Fee Income
329	5.0%	272	3.9%	57	1.1	47	0.1	282	4.9%			TOTAL
47	0.7%	398	5.7%	(351)	(5.0)	194	3.3	(147)	(2.6%)			NET INCOME (LOSS)

FISCAL YEAR 2022-2023										FY 21-22		
YTD 9 MONTHS (07/31/22 - 04/29/23)										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
34,537		33,663		874	2.6%	5,323	18.2%	29,214				GROSS INCOME
12,649		16,232		(3,583)	(22.1%)	4,128	48.4%	8,521				UCLA Store
4,944		5,180		(236)	(4.6%)	264	5.6%	4,680				UCLA Restaurants
912		2,544		(1,632)	(64.2%)	(215)	(19.1%)	1,127				Licensing & Services
												UCLA Student Union
53,042		57,619		(4,577)	(7.9%)	9,500	21.8%	43,542				TOTAL
												GROSS MARGIN
11,705	33.9%	11,413	33.9%	292	Pts.	1,952	Pts.	9,753	33.4%			UCLA Store
8,974	70.9%	11,437	70.5%	(2,463)	0.4	3,008	0.9	5,966	70.0%			UCLA Restaurants
4,944	100.0%	5,175	99.9%	(231)	0.1	264	0.0	4,680	100.0%			Licensing & Services
670	73.5%	2,226	87.5%	(1,556)	(14.0)	(296)	(12.2)	966	85.7%			UCLA Student Union
26,293	49.6%	30,251	52.5%	(3,958)	(2.9)	4,928	0.5	21,365	49.1%			TOTAL
												WAGES & BENEFITS
6,003	17.4%	5,882	17.5%	(121)	0.1	(730)	0.6	5,273	18.0%			UCLA Store
7,343	58.1%	7,868	48.5%	525	(9.6)	(1,105)	15.1	6,238	73.2%			UCLA Restaurants
507	10.3%	645	12.5%	138	2.2	76	2.2	583	12.5%			Licensing & Services
685	75.1%	872	34.3%	187	(40.8)	(144)	(27.1)	541	48.0%			UCLA Student Union
14,538	27.4%	15,267	26.5%	729	(0.9)	(1,903)	1.6	12,635	29.0%			TOTAL
												OTHER CONTROLLABLES
1,751	5.1%	1,627	4.8%	(124)	(0.3)	(138)	0.4	1,613	5.5%			UCLA Store
1,440	11.4%	1,794	11.1%	354	(0.3)	(259)	2.5	1,181	13.9%			UCLA Restaurants
1,601	32.4%	1,601	30.9%	0	(1.5)	(56)	0.6	1,545	33.0%			Licensing & Services
495	54.3%	520	20.4%	25	(33.9)	(107)	(19.9)	388	34.4%			UCLA Student Union
5,287	10.0%	5,542	9.6%	255	(0.4)	(560)	0.9	4,727	10.9%			TOTAL
												CONTRIBUTION
3,951	11.4%	3,905	11.6%	46	(0.2)	1,084	1.6	2,867	9.8%			UCLA Store
190	1.5%	1,775	10.9%	(1,585)	(9.4)	1,644	18.6	(1,454)	(17.1%)			UCLA Restaurants
2,836	57.4%	2,929	56.5%	(93)	0.9	283	2.8	2,553	54.6%			Licensing & Services
(510)	(55.9%)	834	32.8%	(1,344)	(88.7)	(548)	(59.3)	38	3.4%			UCLA Student Union
6,467	12.2%	9,443	16.4%	(2,976)	(4.2)	2,463	3.0	4,004	9.2%			TOTAL
												ALLOCATED EXPENSES
7,118	13.4%	7,155	12.4%	37	(1.0)	(948)	0.8	6,170	14.2%			Admin&Support Services
2,550	4.8%	2,477	4.3%	(73)	(0.5)	(32)	1.0	2,518	5.8%			Facilities
527	1.0%	581	1.0%	54	0.0	(68)	0.1	459	1.1%			Utilities
1,533	2.9%	1,819	3.2%	286	0.3	(24)	0.6	1,509	3.5%			Depreciation
11,728	22.1%	12,032	20.9%	304	(1.2)	(1,072)	2.4	10,656	24.5%			TOTAL
												NET INCOME (LOSS)
(5,261)	(9.9%)	(2,589)	(4.5%)	(2,672)	(5.4)	1,391	5.4	(6,652)	(15.3%)			FROM OPERATIONS
												OTHER INC/(EXP)
237	0.4%	18	0.0%	219	0.4	(744)	(1.9)	981	2.3%			Non-Recurrent Inc/(Exp)
397	0.7%	162	0.3%	235	0.4	333	0.6	64	0.1%			Interest Income
(126)	(0.2%)	(126)	(0.2%)	0	0.0	36	0.2	(162)	(0.4%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
2,392	4.5%	2,393	4.2%	(1)	0.3	49	(0.9)	2,343	5.4%			Student Union Fee Income
2,900	5.5%	2,447	4.2%	453	1.3	(326)	(1.9)	3,226	7.4%			TOTAL
(2,361)	(4.5%)	(142)	(0.2%)	(2,219)	(4.3)	1,065	3.4	(3,426)	(7.9%)			NET INCOME (LOSS)

**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES
INCOME AND LOSS SUMMARY - APRIL 2023 (\$000's)
DIVISIONS FULLY ALLOCATED**

APRIL (04/02/23 - 04/29/23)										FY 21-22									
CURRENT MONTH										**									
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT											
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%										
				\$	%	\$	%												
4,024		3,917		107	2.7%	492	13.9%	3,532											
1,928		2,067		(139)	(6.7%)	214	12.5%	1,714											
484		398		86	21.6%	100	26.0%	384											
125		572		(447)	(78.1%)	18	16.8%	107											
6,561		6,954		(393)	(5.7%)	824	14.4%	5,737											
1,677	41.7%	1,432	36.6%	245	Pts.	318	Pts.	1,359	38.5%										
1,386	71.9%	1,453	70.3%	(67)	5.1	156	3.2	1,230	71.8%										
484	100.0%	397	99.7%	87	1.6	100	0.1	384	100.0%										
77	61.6%	531	92.8%	(454)	0.3	8	0.0	69	64.5%										
3,624	55.2%	3,813	54.8%	(189)	0.4	582	2.2	3,042	53.0%										
946	23.5%	834	21.3%	(112)	(2.2)	(110)	0.2	836	23.7%										
1,102	57.2%	1,112	53.8%	10	(3.4)	(42)	4.6	1,060	61.8%										
289	59.7%	160	40.2%	(129)	(19.5)	(128)	(17.8)	161	41.9%										
150	120.0%	161	28.1%	11	(91.9)	(28)	(6.0)	122	114.0%										
2,487	37.9%	2,267	32.6%	(220)	(5.3)	(308)	0.1	2,179	38.0%										
731	18.2%	598	15.3%	133	2.9	208	3.4	523	14.8%										
284	14.7%	340	16.4%	(56)	(1.7)	114	4.8	170	9.9%										
195	40.3%	237	59.5%	(42)	(19.2)	(28)	(17.8)	223	58.1%										
(73)	(58.4%)	370	64.7%	(443)	(123.1)	(20)	(8.9)	(53)	(49.5%)										
1,137	17.3%	1,545	22.2%	(408)	(4.9)	274	2.3	863	15.0%										
718	17.8%	664	17.0%	(54)	(0.8)	(79)	0.3	639	18.1%										
456	23.7%	470	22.7%	14	(1.0)	(36)	0.8	420	24.5%										
126	26.0%	114	28.6%	(12)	2.6	(12)	3.7	114	29.7%										
119	95.2%	171	29.9%	52	(65.3)	0	16.0	119	111.2%										
1,419	21.6%	1,419	20.4%	0	(1.2)	(127)	0.9	1,292	22.5%										
12	0.2%	(66)	(0.9%)	78	1.1	129	2.2	(117)	(2.0%)										
(171)	(2.6%)	(130)	(1.9%)	(41)	(0.7)	78	1.7	(249)	(4.3%)										
69	1.1%	123	1.8%	(54)	(0.7)	(40)	(0.8)	109	1.9%										
(192)	(2.9%)	199	2.9%	(391)	(5.8)	(20)	0.1	(172)	(3.0%)										
(282)	(4.3%)	126	1.8%	(408)	(6.1)	147	3.2	(429)	(7.5%)										
30	0.5%	2	0.0%	28	0.5	23	0.4	7	0.1%										
47	0.7%	18	0.3%	29	0.4	37	0.5	10	0.2%										
(14)	(0.2%)	(14)	(0.2%)	0	0.0	4	0.1	(18)	(0.3%)										
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%										
266	4.1%	266	3.8%	0	0.3	(17)	(0.8)	283	4.9%										
329	5.0%	272	3.9%	57	1.1	47	0.1	282	4.9%										
47	0.7%	398	5.7%	(351)	(5.0)	194	3.3	(147)	(2.6%)										
GROSS INCOME																			
UCLA Store										34,537		33,663		874	2.6%	5,323	18.2%	29,214	
UCLA Restaurants										12,649		16,232		(3,583)	(22.1%)	4,128	48.4%	8,521	
Licensing & Services										4,944		5,180		(236)	(4.6%)	264	5.6%	4,680	
UCLA Student Union										912		2,544		(1,632)	(64.2%)	(215)	(19.1%)	1,127	
TOTAL										53,042		57,619		(4,577)	(7.9%)	9,500	21.8%	43,542	
GROSS MARGIN																			
UCLA Store										11,705	33.9%	11,413	33.9%	292	Pts.	1,952	Pts.	9,753	33.4%
UCLA Restaurants										8,974	70.9%	11,437	70.5%	(2,463)	0.4	3,008	0.9	5,966	70.0%
Licensing & Services										4,944	100.0%	5,175	99.9%	(231)	0.1	264	0.0	4,680	100.0%
UCLA Student Union										670	73.5%	2,226	87.5%	(1,556)	(14.0)	(296)	(12.2)	966	85.7%
TOTAL										26,293	49.6%	30,251	52.5%	(3,958)	(2.9)	4,928	0.5	21,365	49.1%
TOTAL CONTROLLABLES																			
UCLA Store										7,754	22.5%	7,509	22.3%	(245)	(0.2)	(869)	1.1	6,885	23.6%
UCLA Restaurants										8,783	69.4%	9,662	59.5%	879	(9.9)	(1,364)	17.7	7,419	87.1%
Licensing & Services										2,108	42.6%	2,246	43.4%	138	0.8	20	2.9	2,128	45.5%
UCLA Student Union										1,180	129.4%	1,392	54.7%	212	(74.7)	(252)	(47.1)	928	82.3%
TOTAL										19,825	37.4%	20,809	36.1%	984	(1.3)	(2,465)	2.5	17,360	39.9%
CONTRIBUTION																			
UCLA Store										3,951	11.4%	3,905	11.6%	46	(0.2)	1,084	1.6	2,867	9.8%
UCLA Restaurants										190	1.5%	1,775	10.9%	(1,585)	(9.4)	1,644	18.6	(1,454)	(17.1%)
Licensing & Services										2,836	57.4%	2,929	56.5%	(93)	0.9	283	2.8	2,553	54.6%
UCLA Student Union										(510)	(55.9%)	834	32.8%	(1,344)	(88.7)	(548)	(59.3)	38	3.4%
TOTAL										6,467	12.2%	9,443	16.4%	(2,976)	(4.2)	2,463	3.0	4,004	9.2%
ALLOCATED EXPENSES																			
UCLA Store										6,151	17.8%	5,785	17.2%	(366)	(0.6)	(487)	1.6	5,664	19.4%
UCLA Restaurants										3,491	27.6%	3,931	24.2%	440	(3.4)	(614)	6.2	2,877	33.8%
Licensing & Services										1,150	23.3%	1,147	22.1%	(3)	(1.2)	21	1.7	1,171	25.0%
UCLA Student Union										936	102.6%	1,169	46.0%	233	(56.6)	8	(18.8)	944	83.8%
TOTAL										11,728	22.1%	12,032	20.9%	304	(1.2)	(1,072)	2.4	10,656	24.5%
NET INCOME (LOSS) FROM OPERATIONS																			
UCLA Store										(2,199)	(4.1%)	(1,880)	(3.3%)	(319)	(0.8)	598	2.3	(2,797)	(6.4%)
UCLA Restaurants										(3,301)	(6.2%)	(2,156)	(3.7%)	(1,145)	(2.5)	1,030	3.7	(4,331)	(9.9%)
Licensing & Services										1,685	3.2%	1,782	3.1%	(97)	0.1	303	0.0	1,382	3.2%
UCLA Student Union										(1,446)	(2.7%)	(335)	(0.6%)	(1,111)	(2.1)	(540)	(0.6)	(906)	(2.1%)
TOTAL										(5,261)	(9.9%)	(2,589)	(4.5%)	(2,672)	(5.4)	1,391	5.4	(6,652)	(15.3%)
OTHER INC/(EXP)																			
Non-Recurrent Inc/(Exp)										237	0.4%	18	0.0%	219	0.4	(744)	(1.9)	981	2.3%
Interest Income										397	0.7%	162	0.3%	235	0.4	333	0.6	64	0.1%
Interest (Expense)										(126)	(0.2%)	(126)	(0.2%)	0	0.0	36	0.2	(162)	(0.4%)
Income Taxes										0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
Student Union Fee Income										2,392	4.5%	2,393	4.2%	(1)	0.3	49	(0.9)	2,343	5.4%
TOTAL										2,900	5.5%	2,447	4.2%	453	1.3	(326)	(1.9)	3,226	7.4%
NET INCOME (LOSS)										(2,361)	(4.5%)	(142)	(0.2%)	(2,219)	(4.3)	1,065	3.4	(3,426)	(7.9%)

ASUCLA
P/L Reconciliation
Apr-23

<i>Financial Analysis</i>	\$000's
	Apr-23
Budgeted Net Income/(Loss)	398
UCLA Store	
Gross Margin:	
Bearwear above plan due to strong sales from Bruin Day and spring break and successful sports programs such as softball and baseball	171
Fastrack below plan due to the reduction of products (will soon be replaced by gifts and items bearing the UCLA logo)	(13)
Graduation ETC. ahead of plan due to an increase in undergraduate and graduate regalia as well as ancillary items	127
Campus Portrait Studio below plan: less traffic based on yearbook department restrictions	(27)
Market above plan due to increased foot traffic on Bruin Day, marketing of new food items and ongoing promotion of the Cal Fresh/EBT program	26
E-Commerce below plan due to reduced remote programming for Bruin Day (offset by in person sales)	(41)
New Text above plan due mostly to increased inclusive access offerings	52
Used Text below plan due to lower text availability and an increase in IA adoptions	(14)
Course Reader Solutns below plan: expected spring rush increase not realized	(22)
Bookzone below plan due to the Bookzone relocation and reduction of general books	(14)
Computer Store below plan due to soft demand for Apple hardware for both individual and institutional sides	(21)
Hilltop above plan due to increased traffic on the hill and better product assortment	37
Total Wages above plan (mostly student)	(140)
Other, positive controllables (\$28) slightly offset by various negative gross margin variances	12
Total Contribution	133
UCLA Restaurants	
Gross Margin:	
Wetzel's above plan due to mix of products sold is weighted more to lower cost items	21
Panda above plan due to popularity for this brand and increasing customer trends in Ackerman this month	13
Northern Lights ahead of plan due to increasing customer trends for several areas across campus and new marketing campaigns	19
Anderson Cafe ahead of plan due to increasing customer trends for several areas across campus and new marketing campaigns	56
CSSC below plan due to the delay in opening the new menu concept	(21)
Café Synapse below plan: expectation for rebound of customers around this areas has not been realized	(13)
ScrubJay Café below plan: initial sales expectations lower than projected (no history for first budget)	(33)
South Café below plan: planned location will not go forward	(61)
LuValle Food Servery below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized, and impact of closure for construction on Public Policy building	(15)
Cafe 451 below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized	(15)
Jimmy's below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized	(24)
Catering below plan: assumption of growth this year has not yet fully materialized	(26)
Concession above plan: calendar shifts and higher than usual fan attendance at softball and men's volleyball events	25
Total Wages below plan	5
Other, positive controllables (\$5K) and various positive gross margin variances	13
Total Contribution	(56)
Licensing & Services	
Gross Margin:	
Licensing Foreign below plan mostly due to correction from prior month	(134)
Licensing Domestic above plan which includes income for prior and current month (Nike continues to exceed plan)	298
Licensing Campus Sourcing below plan: fewer event/date specific items being purchased by internal campus departments	(7)
Leased Ops ahead of plan; higher utility charges and new CSSC Wescom ATM	8
Marketing Ventures below plan: level of new business has not been achieved	(74)
Total Wages below plan	16
Other, negative controllables mostly Licensing	(149)
Total Contribution	(42)
UCLA Student Union	
Gross Margin:	
Event Services above plan due to a first time large event and an increase in student programming	17
Student Union Ops. below plan mostly due to lower strategic funding opportunities	(471)
Total Wages below plan	11
Total Contribution	(443)
Allocated Expenses and Other	
A&SS above plan in various accounts	(20)
Facilities above plan in various wages and controllable accounts and some unrealized cost sharing with UCLA	(26)
Utilities below plan (decreased consumption and positive impact of retrofitting light fixtures to LED)	10
Depreciation below plan due to timing of capital expenditures	36
Non-recurrent higher than plan	28
Interest income higher than plan	29
Total	57
Actual Net Income/(Loss)	47

ASUCLA
P/L Reconciliation
Year-To-Date Through April, 2023

Financial Analysis	\$000's
Budgeted Net Income/(Loss)	(142)
UCLA Store	
Gross Margin:	
Bearwear above plan: strong sales for Spring Break, Score Big promotions, men's and women's basketball including March Madness tournament, gymnastics and the holidays	829
Graduation ETC. above plan due to an increase in retail purchases for undergraduate and graduate regalia	111
Campus Portrait Studio below plan due to less traffic due to yearbook deadlines	(113)
Market above plan: strong launching of CalFresh/EBT program, new food items and the redemption of marketing coupons for Joe N Go coffee	145
Essentials below plan due to a change in the materials and supplies students use, and some impact from the UAW strike	(92)
E-Commerce below plan due to supply chain issues, timing for the fall catalog and shift from students shopping remotely in 2021 to in-store Bearwear sales	(257)
New Text below plan due to the hybrid and remote nature of many Summer Session courses and a decline in traditional print textbook sales (shift to Inclusive Access titles)	(170)
Used Text below plan: impact of remote learning and strong transition to Inclusive Access titles reduced sales of traditional print textbooks	(151)
Custom Shop below plan due to less bulk orders and marked out slow sellers	(133)
Hilltop above plan: more visitors and expanded product selection	144
Total Wages above plan	(167)
Other, negative controllables (\$78K) and various negative gross margin variances	(100)
Total Contribution	46
UCLA Restaurants	
Gross Margin:	
Kerckhoff Coffeehouse below plan: summer traffic less than previous years, some summer classes virtual rather than in person, and closed buildings due to hot weather	(91)
Northern Lights below plan: location did not reopen until last week of September once Fall classes began	(50)
Anderson Café above plan due to increasing customer trends for several areas across campus and new marketing campaigns	119
CSSC below plan: summer traffic less than previous years, some summer classes virtual rather than in person, lower sales rebound, and negative impact of UAW strike	(111)
Café Synapse below plan: expectation for rebound of customers around this area has not been realized	(131)
ScrubJay Café below plan: new operation opened January 25	(472)
South Café below plan: location will not go forward as planned	(518)
LuValle Food Servery below plan: the rebound to 2019 traffic and sales levels have not materialized and the negative impact of the UAW strike	(235)
Cafe 451 below plan as the assumption of rebound to 2019 traffic and sales levels have not materialized	(99)
Jimmy's below plan as the assumption of rebound to 2019 traffic and sales has not occurred	(149)
Cooperage below plan: summer traffic less than previous years, some summer classes virtual rather than in person, and closed buildings due to hot weather	(30)
Taco Bell below plan: summer traffic less than previous years, some summer classes virtual rather than in person, and closed buildings due to hot weather	(126)
Catering below plan: assumption of growth this year has not yet fully materialized, and Basic Needs Committee cancelled/postponed meals for food insecurity	(570)
Concessions above plan: higher attendance related to MBB, Softball and Gymnastics	159
Total Wages lower than plan (mostly student)	474
Other, positive controllables (\$404K) slightly offset by various negative gross margin variances	245
Total Contribution	(1,585)
Licensing & Services	
Gross Margin:	
Licensing Domestic above plan: better than expected Nike income and fall shipments, and many retailers showing positive increases over prior year	802
Licensing Foreign below plan: overall lower sales than expected and early receipts in prior months	(318)
Licensing Campus Sourcing below plan due to less campus product requests	(91)
Leased Ops above plan: mostly higher utilities	53
Marketing Ventures below plan due to the delay in LED project and anticipated new business not yet achieved	(673)
Total Wages below plan	97
Other, positive controllables	37
Total Contribution	(93)
UCLA Student Union	
Gross Margin:	
Event Services above plan due to an increase in Student Programming activities	36
Student Union Ops. below plan mostly due to lower strategic funding opportunities	(1,592)
Total Wages below plan	113
Other, positive controllables	99
Total Contribution	(1,344)
Allocated Expenses and Other	
A&SS below plan in various accounts	37
Facilities above plan: higher wages, benefits and various other controllables including some unrealized budgeted cost sharing with UCLA	(73)
Utilities below plan: UCLA rebate for prior chiller water costs and lower consumption, slightly offset by some unrealized cost sharing with UCLA	54
Depreciation lower than plan due to timing of capitals	286
Non-recurrent higher than plan	219
Interest Income higher than plan	234
Total	757
Actual Net Income/(Loss)	(2,361)

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

	Current Month April 2023	Prior Month March 2023	Prior Year July 2022
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	16,166	15,238	22,810
Accounts receivable	8,103	8,174	6,727
Less: Allowance for doubtful accounts	(461)	(458)	(425)
Accounts receivable, net	7,642	7,716	6,302
Student fees receivable	361	95	258
Inventories	8,356	8,467	7,220
Prepaid expenses and other current assets	964	995	872
Total current assets	33,489	32,511	37,462
LONG TERM ASSETS			
Property, equipment and improvements	76,111	76,090	75,569
Less: Accumulated depreciation	(59,116)	(58,950)	(57,740)
Total long term assets	16,995	17,140	17,828
TOTAL ASSETS	50,484	49,650	\$55,290
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	8,699	8,684	\$9,394
Wages and payroll taxes payable	34,751	34,350	36,776
Sales tax payable & other liabilities	1,356	987	1,191
Interest payable	74	60	37
Deferred income	2,012	2,117	2,105
Funds held for others	434	339	268
Current portion of long term debt	1,040	1,040	1,040
Total current liabilities	48,367	47,577	50,811
LONG TERM DEBT:			
AU expansion loan	3,206	3,206	3,206
Total long term debt	3,206	3,206	3,206
TOTAL LIABILITIES	51,573	50,783	54,017
RETAINED EARNINGS:			
Beginning Balance	1,272	1,272	4,337
Year-to-date net income/(loss)	(2,361)	(2,405)	(3,064)
Ending Balance	(1,089)	(1,133)	1,273
TOTAL LIABILITIES AND RETAINED EARNINGS	50,484	49,650	55,290

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
STATEMENTS OF CASH FLOWS
April 2023
(\$000's)**

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) 47
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:
 Depreciation 166
 (Increase)/decrease in current assets:
 Accounts receivable 74
 Student fees receivable (266)
 Inventories 111
 Prepaid expenses and other current assets 31
 Increase/(decrease) in current liabilities:
 Accounts payable 15
 Sales tax payable & other liabilities 367
 Wages and payroll taxes payable 401
 Interest payable 14
 Deferred Income (105)
 Funds held for others 95

 Net cash provided/(used) by operating activities **950**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (21)

 Net cash used in investing activities **(21)**

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

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

NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS

CASH AND CASH EQUIVALENTS, Beginning

CASH AND CASH EQUIVALENTS, Ending

	Current Month	Year to Date	Prior Year to Date
Net income/(loss)	47	(2,361)	(3,426)
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation	166	1,533	1,509
<u>(Increase)/decrease in current assets:</u>			
Accounts receivable	74	(1,340)	(4,796)
Student fees receivable	(266)	(103)	(480)
Inventories	111	(1,136)	(1,536)
Prepaid expenses and other current assets	31	(92)	(217)
<u>Increase/(decrease) in current liabilities:</u>			
Accounts payable	15	(561)	44
Sales tax payable & other liabilities	367	163	415
Wages and payroll taxes payable	401	(2,025)	3,589
Interest payable	14	37	49
Deferred Income	(105)	(92)	845
Funds held for others	95	166	112
Net cash provided/(used) by operating activities	950	(5,811)	(3,892)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(21)	(834)	(716)
Net cash used in investing activities	(21)	(834)	(716)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Net cash provided/(used) by financing activities	0	0	0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	929	(6,645)	(4,608)
CASH AND CASH EQUIVALENTS, Beginning	15,238	22,810	28,519
CASH AND CASH EQUIVALENTS, Ending	16,166	16,166	23,912

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
CASH RESERVE COMPUTATION
April 2023
(\$000's)**

	Current Month April 2023	Prior Month March 2023
CASH AND CASH EQUIVALENTS	16,166	15,238
BOARD REQUIRED CASH RESERVE	<u>7,757</u>	<u>7,721</u>
RESERVE SURPLUS (DEFICIT)	<u><u>8,409</u></u>	<u><u>7,516</u></u>

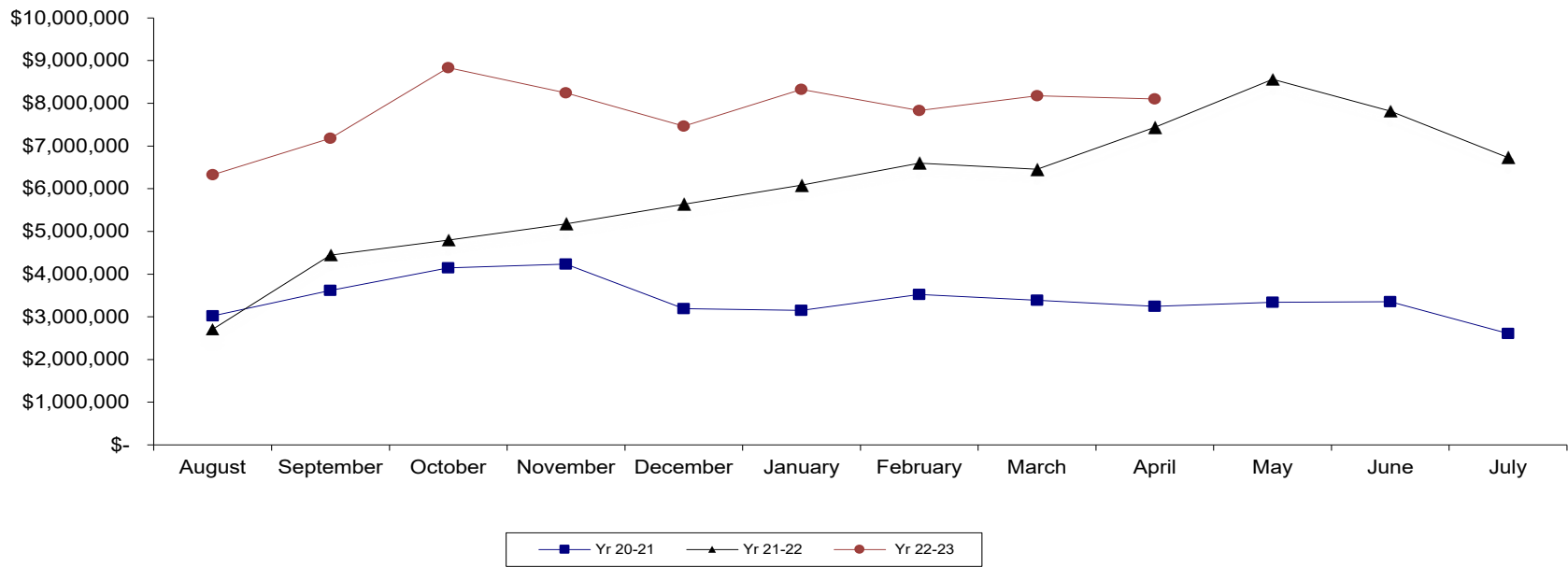
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures - Current Year Projects (\$000's)
FY 2022-2023 April 2023

PROJECT NAME	BUDGET	PROJECTED						Status
		Pavments	PO's	Total	Remaining Balance	Pending	Over (Under)	
Store/Services								
2022-001 Store General Replacement	100.0	32.2	54.7	86.9	13.1		(13.1)	In Progress
2022-002 MKT Refrigerators/Freezers	20.0	32.9	0.0	32.9	(12.9)		12.9	Completed
2022-003 Copier/Printers	15.0	0.0	0.0	0.0		15.0	0.0	Pending
Total Store/Services	135.0	65.1	54.7	119.8	15.2	15.0	(0.2)	
Food Service								
2022-004 FS Miscellaneous and Unanticipated	50.0	23.9	20.6	44.5	5.5		(5.5)	In Progress
2022-005 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2022-006 Event Services Equipment	20.0	0.0	18.9	18.9	1.1		(1.1)	In Progress
2022-007 Dining Room Upgrades	100.0	0.0	0.0	0.0	100.0		(100.0)	Canceled
2022-008 Replacement Kitchen Cooking Equipment	30.0	0.0	29.3	29.3	0.7		(0.7)	In Progress
2022-009 Division-wide Loyalty Program	145.0	0.0	0.0	0.0	145.0	145.0	0.0	Pending
2022-010 Smoothie Robot Equipment	140.0	0.0	0.0	0.0	140.0	140.0	0.0	Pending
2022-055 Double Tank Deep Fryer	0.0	0.0	24.7	24.7	2.3		24.7	In Progress
2022-057 Luvalle Pizza Ovens	0.0	0.0	45.9	45.9	14.1		45.9	In Progress
2022-058 Luvalle Water Station TGIF	0.0	0.0	0.0	0.0	3.5		0.0	Pending
Total Food Services	505.0	23.9	139.3	163.2	432.3	305.0	(36.8)	
Technology								
2022-011 Network Infrastructure Upgrade	120.0	0.0	0.0	0.0	120.0		(120.0)	Canceled
2022-012 Printer Replacement	10.0	0.0	2.9	2.9	7.1		(7.1)	In Progress
2022-013 Misc hardware/Software (Marketing/Info Photo)	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2022-014 PC Replacement (9 to 13 years old)	150.0	21.2	82.5	103.7	46.3		(46.3)	In Progress
2022-015 Internal and External router upgrade	50.0	0.0	0.0	0.0	50.0		(50.0)	Canceled
2022-016 Informal Photography - Camera, lens, light	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2022-017 Canon Copier Replacement	12.0	0.0	0.0	0.0	12.0	12.0	0.0	Pending
2022-018 Video Equipment	6.0	0.0	0.0	0.0	6.0	6.0	0.0	Pending
2022-038 Lightbox/Viewpoint Lounge	0.0	9.0	0.5	9.5	2.5		9.5	Completed - Awaiting Invoice
2022-054 Network Audit and Overhaul Phase I / II	0.0	0.0	146.8	146.8	153.2		146.8	In Progress
Total Technology	368.0	30.2	232.7	262.9	417.1	38.0	146.8	
Trademarks & Licensing								
2022-019 Miscellaneous and Unanticipated	50.0	0.0	0.0	0.0	50.0		(50.0)	Canceled
Total Trademarks & Licensing	50.0	0.0	0.0	0.0	50.0	0.0	(50.0)	
Others								
2022-020 Fac Misc and Remodels	75.0	10.4	37.3	47.7	27.3		(27.3)	In Progress
2022-021 Replace HVAC Motors	40.0	0.0	0.0	0.0	40.0	40.0	0.0	Pending
2022-022 Custodial Replacements	15.0	2.1	12.2	14.3	0.7		(0.7)	In Progress
2022-023 AU Freight Elevator Doors (A-Level and 3rd Floor)	225.0	0.0	0.0	0.0	225.0	225.0	0.0	Pending
2022-024 Office Space Remodeling - Phase II	250.0	0.0	0.0	0.0	250.0	250.0	0.0	Pending
2022-025 CSSC Roof Waterproofing	30.0	0.0	0.0	0.0	30.0		(30.0)	Canceled
2022-026 AU Retrofit Lighting and Occupancy Sensors	50.0	0.0	0.0	0.0	50.0		(50.0)	Canceled
2022-027 EDO Suite and Staircase Flooring	40.0	0.0	0.0	0.0	40.0		(40.0)	Canceled
2022-028 SUO General Replacement	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending
2022-029 Meeting Room /Venue Upgrades	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2022-030 SUO General AV Upgrades	40.0	0.0	0.0	0.0	40.0	40.0	0.0	Pending
2022-031 SU Occupancy Counter System	30.0	0.0	0.0	0.0	30.0		(30.0)	Canceled
2022-032 Viewpoint Conf Rm Overhaul	175.0	0.0	0.0	0.0	175.0		(175.0)	Canceled
2022-033 EMS Capabilities Upgrade	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending
2022-034 Meeting Room Flooring	40.0	0.0	0.0	0.0	40.0		(40.0)	Canceled
2022-035 Finance Misc. Replacements	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2022-036 Replace Cameras	40.0	31.9	6.1	38.0	2.0		(2.0)	In Progress
2022-037 HR Furniture Replacement	15.0	2.6	0.0	2.6	12.4		(12.4)	In Progress
2022-039 Untitled Space Remodel	0.0	10.7	1.0	11.7	0.3		11.7	In Progress
2022-040 CSSC Condensate Tank Replacement	0.0	0.0	40.2	40.2	(2.2)		40.2	In Progress
2022-041 Ackerman Union Passenger Elevators*	0.0	0.0	0.0	0.0	660.0		0.0	Pending
2022-042 Kerckhoff Hall Passenger Elevators*	0.0	0.0	0.0	0.0	200.0		0.0	Pending
2022-043 Ackerman Union Chilled Water Coil Replacement	0.0	0.0	1.4	1.4	298.6		1.4	In Progress
2022-044 Kerckhoff Hall Patio Waterproofing*	0.0	0.0	0.0	0.0	700.0		0.0	Pending
2022-045 Ackerman Union A-level M&W*	0.0	0.0	2.5	2.5	147.5		2.5	In Progress
2022-046 Ackerman Union 3rd Floor M&W*	0.0	0.0	2.5	2.5	797.5		2.5	In Progress
2022-047 Kerckhoff Hall 1st Floor M&W*	0.0	0.0	2.5	2.5	247.5		2.5	In Progress
2022-048 Kerckhoff Hall 2nd Floor M*	0.0	0.0	1.3	1.3	148.7		1.3	In Progress
2022-049 Kerckhoff Hall 2nd Floor W*	0.0	0.0	1.3	1.3	98.7		1.3	In Progress
2022-050 Kerckhoff Hall 3rd Floor M&W*	0.0	0.0	2.5	2.5	197.5		2.5	In Progress
2022-051 Kerckhoff Hall 4th Floor All-Gender*	0.0	0.0	2.5	2.5	297.5		2.5	In Progress
2022-052 Lu Valle Commons M&W*	0.0	0.0	2.5	2.5	297.5		2.5	In Progress
2022-053 KH Staircase Runner	0.0	6.3	0.0	6.3	0.0		6.3	Completed
2022-056 Mural Lighting	0.0	0.0	0.0	0.0	16.5		0.0	Pending
Total Others	1,225.0	64.0	116.1	180.0	5,227.8	715.0	(330.0)	
Total Year Projects	2,283.0	183.2	542.8	725.9	6,142.4	1,073.0	(270.2)	

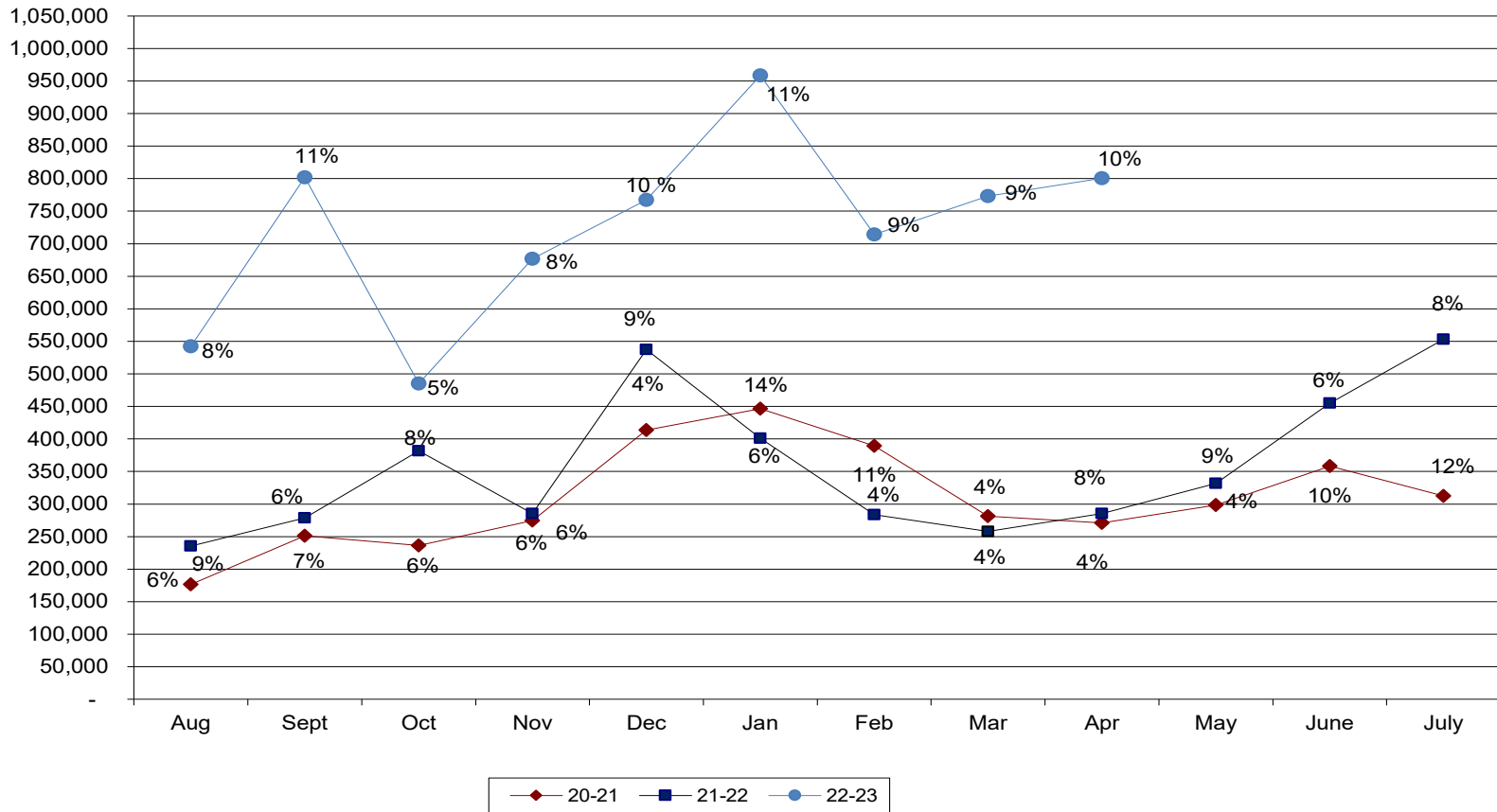
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

04/29/23	Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$889,175	16%	\$1,199,757	91%	\$177,729	92%	\$107,503	63%	\$36,050	18%	\$112,182	50%	\$2,522,395	31%
ASUCLA PUBLICATIONS		\$80,382	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$80,382	1%
ASUCLA USA/GSA		\$184,289	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$184,289	2%
DUE FROM VENDORS		\$161,571	3%	\$106,668	8%	(\$4,031)	-3%	\$44,557	26%	\$168,139	81%	\$112,092	49%	\$588,997	7%
DENTAL KITS		\$115,394	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$115,394	1%
OTHER		4,545,413	75%	\$19,577	1%	\$22,402	11%	\$19,302	11%	\$1,254	1%	\$3,407	1%	\$4,611,355	57%
TOTAL CURRENT MONTH		\$5,976,224	100%	\$1,326,002	100%	\$196,101	100%	\$171,362	100%	\$205,443	100%	\$227,681	100%	\$8,102,811	100%
		74%		16%		2%		2%		3%		3%		100%	
04/01/23	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$2,152,261	33%	\$619,890	79%	\$83,881	50%	\$81,628	83%	\$80,455	31%	\$117,992	49%	\$3,136,108	38%
ASUCLA PUBLICATIONS		\$198,243	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$198,243	2%
ASUCLA USA/GSA		\$283,787	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$283,787	3%
DUE FROM VENDORS		\$104,142	2%	\$118,075	15%	\$67,811	39%	\$16,278	16%	\$179,982	69%	\$119,988	49%	\$606,276	7%
DENTAL KITS		\$220,485	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$220,485	3%
OTHER		\$3,656,178	55%	\$48,188	6%	\$19,143	11%	\$965	1%	\$1,126	1%	\$3,739	2%	\$3,729,339	46%
TOTAL CURRENT MONTH		\$6,615,096	100%	\$786,153	100%	\$170,836	100%	\$98,871	100%	\$261,563	100%	\$241,719	100%	\$8,174,239	100%
		81%		10%		2%		1%		3%		3%		100%	
02/25/23	Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,819,268	29%	\$257,504	30%	\$92,556	73%	\$93,424	57%	\$47,180	22%	\$94,364	45%	\$2,404,296	31%
ASUCLA PUBLICATIONS		\$94,716	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$94,716	1%
ASUCLA USA/GSA		\$202,486	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$202,486	3%
DUE FROM VENDORS		\$150,386	2%	\$65,814	8%	\$21,461	16%	\$59,130	36%	\$170,142	80%	\$113,428	54%	\$580,361	7%
DENTAL KITS		\$338,190	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$338,190	4%
OTHER		\$3,643,970	59%	\$542,408	62%	\$13,673	11%	\$11,991	7%	(\$5,325)	-2%	\$2,203	1%	\$4,208,920	54%
TOTAL CURRENT MONTH		\$6,249,016	100%	\$865,726	100%	\$127,690	100%	\$164,545	100%	\$211,997	100%	\$209,995	100%	\$7,828,969	100%
		80%		11%		1%		2%		3%		3%		100%	

Total Accounts Receivable Balances 12 Month History Aug 21 to Apr 23



Percentages represent delinquency to outstandings



UCLA STORE
INCOME STATEMENT

APR. 09(04/02/23-04/29/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22	
CURRENT MONTH			YTD 9 MO(07/31/22-04/29/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,107,131	1,642,281	<535,150>	11,753,728	13,036,735	<1,283,007>	1,134,591	11,694,485
2,085,979	1,592,093	493,886	13,518,544	11,739,888	1,778,656	1,614,133	10,665,846
198,977	101,290	97,687	1,365,199	964,919	400,280	154,757	932,758
147,239	142,625	4,614	1,281,736	1,455,719	<173,983>	108,005	1,084,620
79,787	150,000	<70,213>	1,109,230	1,465,000	<355,770>	80,530	1,045,519
193,155	131,200	61,955	4,222,006	3,633,730	588,276	299,738	2,698,018
2	0	2	1	0	1	12	633
3,812,270	3,759,489	52,781	33,250,445	32,295,991	954,454	3,391,766	28,121,878
2,327,848	2,470,617	142,769	22,687,952	22,126,772	<561,180>	2,158,576	19,348,151
2,415	3,910	1,495	25,635	27,540	1,905	2,507	24,798
12,354	7,990	<4,364>	83,104	67,460	<15,644>	8,012	59,396
2,396	580	<1,816>	16,221	5,540	<10,681>	1,840	8,836
1,387	720	<667>	8,502	7,710	<792>	1,033	6,208
1,036	750	<286>	9,991	14,420	4,429	1,004	14,497
19,587	13,950	<5,637>	143,455	122,670	<20,785>	14,397	113,734
2,347,436	2,484,567	137,131	22,831,406	22,249,442	<581,964>	2,172,973	19,461,885
61.1	65.7	4.7	68.2	68.5	0.3	63.6	68.8
1,464,834	1,274,922	189,912	10,419,039	10,046,549	372,490	1,218,793	8,659,994
38.9	34.3	4.7	31.8	31.5	0.3	36.4	31.2
0.5	0.4	<0.1>	0.4	0.4	<0.1>	0.4	0.4
38.4	33.9	4.5	31.3	31.1	0.2	35.9	30.8
13.9	15.0	<1.0>	11.8	13.7	<1.9>	15.9	13.3
51.7	50.2	1.5	49.0	49.7	<0.7>	50.4	50.1
39.9	41.7	<1.8>	40.0	41.4	<1.4>	39.1	38.8
41.7	42.2	<0.5>	35.1	34.6	0.4	43.3	30.8
52.1	51.9	0.2	47.1	50.3	<3.2>	49.7	49.9
25.6	38.0	<12.4>	21.0	21.7	<0.7>	26.0	20.4
115.3	0.0	115.3	1,061.7	0.0	1,061.7	103.1	101.2
212,171	157,036	55,135	1,286,268	1,366,907	<80,639>	139,888	1,092,518
1,677,005	1,431,958	245,047	11,705,307	11,413,456	291,851	1,358,681	9,752,512
296,411	284,607	<11,804>	2,522,934	2,563,770	40,836	269,029	2,412,314
9,901	0	<9,901>	82,120	0	<82,120>	1,601	1,601
357,529	238,992	<118,537>	2,197,744	2,071,675	<126,069>	281,921	1,684,975
663,840	523,599	<140,241>	4,802,798	4,635,445	<167,353>	552,552	4,098,890
17.4	13.9	<3.5>	14.4	14.4	<0.1>	16.3	14.6
149,359	138,500	<10,859>	1,200,119	1,246,220	46,101	137,883	1,173,891
15,020	4,763	<10,257>	112,357	62,645	<49,712>	7,274	91,449
7,493	8,163	670	70,084	73,233	3,149	7,613	72,165
16	33	17	141	217	76	13	163
189	1,950	1,761	25,341	28,250	2,909	0	8,099
1,299	3,000	1,701	3,691	8,150	4,459	1,299	3,949
2,331	3,850	1,519	35,920	38,650	2,730	3,667	36,021
18,619	25,559	6,940	209,367	222,411	13,044	19,389	199,939
700	700	0	10,362	6,300	<4,062>	1,060	7,032
0	0	0	<21>	0	21	0	29
6,600	13,570	6,970	158,612	178,696	20,084	21,957	160,426
<10,627>	<4,000>	6,627	<66,522>	<65,700>	822	<2,422>	<42,478>
0	0	0	200,317	206,000	5,683	299	194,653
2,492	1,678	<814>	24,242	21,406	<2,836>	1,185	22,303
75,433	64,775	<10,658>	610,685	527,395	<83,290>	66,889	523,105
<2,376>	0	2,376	3,466	0	<3,466>	2,886	20,117
192	0	<192>	19,335	0	<19,335>	2,574	16,522
322	20	<302>	11,749	180	<11,569>	78	23,041
0	0	0	1,822	1,500	<322>	0	1,417
21	0	<21>	763	300	<463>	125	1,700
11,832	7,950	<3,882>	69,072	81,550	12,478	7,086	93,123
395	0	<395>	41,706	0	<41,706>	1,868	18,800
1,049	1,000	<49>	5,751	6,500	749	<248>	9,218
100	100	0	105,009	103,700	<1,309>	203	60,209
477	0	<477>	3,545	0	<3,545>	342	14,248
0	2	2	0	6	6	0	<3>
1,106	38,675	37,569	94,215	125,675	31,460	2,105	77,313
282,043	310,288	28,245	2,951,128	2,873,284	<77,844>	283,126	2,786,450
945,882	833,887	<111,995>	7,753,926	7,508,729	<245,197>	835,678	6,885,340
731,123	598,071	133,052	3,951,381	3,904,727	46,654	523,003	2,867,172
51,295	43,668	<7,627>	447,803	391,546	<56,257>	46,379	396,126
173,341	157,768	<15,573>	1,594,831	1,450,242	<144,589>	157,818	1,454,414
99,673	99,958	285	958,337	905,871	<52,466>	93,391	917,863
58,089	55,249	<2,840>	510,998	514,897	3,899	42,244	470,109
137,868	107,688	<30,180>	1,118,312	950,027	<168,285>	100,999	931,118
130,316	123,084	<7,232>	907,170	892,528	<14,642>	126,260	884,430
19,031	22,306	3,275	170,116	187,538	17,422	23,489	148,094
48,503	54,877	6,374	441,912	493,895	51,983	48,612	462,334
718,117	664,598	<53,519>	6,149,479	5,786,544	<362,935>	639,191	5,664,487
13,006	<66,527>	79,533	<2,198,098>	<1,881,817>	<316,281>	<116,188>	<2,797,315>

UCLA RESTAURANTS
INCOME STATEMENT

APR. 09(04/02/23-04/29/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22	
CURRENT MONTH			YTD 9 MO(07/31/22-04/29/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
374,580	340,917	33,663	2,359,753	2,495,825	<136,072>	352,311	1,433,931
304,511	224,089	80,422	1,536,085	1,540,889	<4,804>	140,959	939,466
237,195	442,966	<205,771>	1,651,885	3,623,926	<-1,972,042>	237,641	1,294,109
301,082	387,438	<86,356>	1,943,835	2,631,640	<-687,805>	279,942	1,177,129
145,969	140,084	5,885	885,653	1,099,696	<-214,043>	126,654	635,780
251,558	256,410	<4,852>	2,103,514	2,588,045	<-484,531>	213,241	1,376,944
1,614,895	1,791,904	<-177,009>	10,480,725	13,980,021	<-3,499,296>	1,350,749	6,857,359
542,131	614,736	72,605	3,674,860	4,794,503	1,119,643	483,621	2,555,150
33.6	34.3	0.7	35.1	34.3	<0.8>	35.8	37.3
1,072,764	1,177,168	<-104,404>	6,805,865	9,185,518	<-2,379,653>	867,128	4,302,209
66.4	65.7	0.7	64.9	65.7	<0.8>	64.2	62.7
65.0	67.4	<-2.4>	64.3	67.0	<-2.7>	63.8	63.2
68.8	64.1	4.8	65.7	64.1	1.6	53.9	57.8
68.1	66.3	1.8	69.2	66.2	3.0	70.7	70.7
64.9	65.7	<0.8>	62.3	65.7	<-3.4>	59.2	58.5
68.2	68.6	<-0.5>	64.8	68.9	<-4.2>	68.0	64.1
64.7	62.2	2.5	65.3	63.5	1.8	69.0	63.1
313,534	275,406	38,128	2,167,905	2,251,696	<-83,791>	363,323	1,663,382
1,386,298	1,452,574	<-66,276>	8,973,770	11,437,214	<-2,463,444>	1,230,451	5,965,592
369,868	360,228	<9,640>	3,218,411	3,300,406	81,995	371,268	3,026,649
0	0	0	0	0	0	0	0
398,132	410,068	11,936	2,951,660	3,379,849	428,189	295,607	1,941,895
<60,778>	<-57,757>	3,021	<428,919>	<-464,764>	<-35,845>	<-56,442>	<-308,526>
707,221	712,539	5,318	5,741,152	6,215,491	474,339	610,432	4,660,018
43.8	39.8	<4.0>	54.8	44.5	<10.3>	45.2	68.0
223,753	177,591	<46,162>	1,601,794	1,652,221	50,427	228,265	1,578,112
3,112	1,830	<1,282>	19,692	16,235	<-3,457>	1,296	15,472
3,181	2,940	<-241>	24,809	26,770	1,961	2,650	25,241
0	0	0	0	0	0	0	0
0	0	0	0	300	300	20	315
1,000	1,000	0	12,582	12,000	<-582>	0	6,886
0	0	0	139	0	<-139>	0	0
70,366	93,379	23,013	482,518	713,255	230,737	68,937	391,258
4.4	5.2	0.9	4.6	5.1	0.5	5.1	5.7
8,774	7,692	<-1,082>	55,192	68,286	13,094	5,875	44,906
0	0	0	0	0	0	0	0
<-10,226>	<-9,500>	726	<-80,161>	<-85,500>	<-5,339>	<-6,708>	<-71,653>
8,561	3,775	<4,786>	48,149	33,105	<-15,044>	7,424	52,646
7,758	5,455	<-2,303>	48,410	45,833	<-2,577>	5,983	32,344
<-314>	1,315	1,629	21,581	23,125	1,544	2,425	33,197
2,060	2,355	295	30,100	33,010	2,910	704	25,641
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
12,148	4,875	<-7,273>	94,718	45,580	<-49,138>	7,301	94,960
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
40,954	62,524	21,570	291,017	493,851	202,834	36,564	205,858
2,858	2,670	<-188>	17,808	19,818	2,010	2,482	11,845
1,871	940	<-931>	15,970	7,298	<-8,672>	64,717	8,122
0	0	0	172	0	<-172>	12	26
1,585	0	<-1,585>	0	0	0	0	0
0	325	325	2,368	0	<-2,368>	0	35,585
3,806	0	<-3,806>	9,002	2,805	<-6,197>	0	3,888
1,738	932	<-806>	23,412	0	<-23,412>	0	0
0	0	0	4,533	8,588	4,055	737	3,191
4,729	2,000	<-2,729>	660	1,200	540	0	955
7,010	37,553	30,543	47,450	18,000	<-29,450>	8,020	126,064
0	0	0	270,365	310,862	40,497	12,905	119,189
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	15,403
0	0	0	0	0	0	0	0
394,721	399,651	4,930	3,042,280	3,446,642	404,362	449,609	2,759,451
1,101,942	1,112,190	10,248	8,783,432	9,662,133	878,701	1,060,041	7,419,469
284,356	340,384	<-56,028>	190,338	1,775,081	<-1,584,743>	170,409	<-1,453,877>
54,647	59,426	4,779	537,695	530,175	<-7,520>	51,237	444,553
83,062	83,276	214	604,188	721,207	117,019	76,596	423,958
47,761	52,762	5,001	364,309	450,901	86,592	45,327	265,935
27,835	29,163	1,328	197,397	254,730	57,333	20,503	134,856
66,064	56,842	<-9,222>	423,505	474,515	51,010	49,020	269,098
113,208	106,927	<-6,281>	788,073	775,365	<-12,708>	109,684	768,318
16,533	19,377	2,844	147,782	162,912	15,130	20,405	128,651
46,643	62,376	15,733	428,295	561,380	133,085	47,033	441,491
455,752	470,149	14,397	3,491,244	3,931,185	439,941	419,804	2,876,860
<-171,397>	<-129,765>	<-41,632>	<-3,300,907>	<-2,156,104>	<-1,144,803>	<-249,395>	<-4,330,738>
278,494	317,735	<-39,241>	1,861,502	2,489,468	<-627,966>	256,695	1,294,837
99,341	102,809	<-3,468>	678,078	826,643	<-148,565>	95,266	461,266
179,153	214,926	<-35,773>	1,183,424	1,662,825	<-479,401>	161,429	833,571
9.16	8.43	0.73	9.08	8.42	0.65	9.38	9.15
11.27	10.79	0.48	11.11	10.66	0.45	11.26	11.00
7.99	7.30	0.69	7.91	7.31	0.60	6.86	6.42
27,880	29,774	1,894	228,092	256,140	28,048	24,825	184,595
57.92	60.18	<-2.26>	45.97	54.56	<-8.59>	54.41	34.63

LICENSING & SERVICES
INCOME STATEMENT

APR. 09(04/02/23-04/29/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22	
CURRENT MONTH			YTD 9 MO(07/31/22-04/29/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
5,560	9,200	<3,640>	68,555	74,200	<5,645>	3,650	63,441
0	5,000	<5,000>	0	45,000	<45,000>	0	9,225
5,560	14,200	<8,640>	68,555	119,200	<50,645>	3,650	72,666
0	582	582	666	4,823	4,157	0	80
5,560	13,618	<8,058>	67,889	114,377	<46,488>	3,650	72,586
100.0	95.9	4.1	99.0	96.0	3.1	100.0	99.9
100.0	96.4	3.6	99.2	96.5	2.7	100.0	99.9
0.0	95.0	<95.0>	0.0	95.0	<95.0>	0.0	100.0
306,554	150,230	156,324	3,393,135	3,000,608	392,527	230,884	3,330,452
138,787	130,534	8,253	1,187,237	1,134,629	52,608	120,619	1,057,995
18,819	18,819	<0>	169,370	169,371	<1>	18,409	165,682
14,336	84,000	<69,664>	126,008	756,000	<629,992>	10,000	53,640
478,496	383,583	94,913	4,875,749	5,060,608	<184,859>	379,912	4,607,768
484,056	397,201	86,855	4,943,638	5,174,985	<231,347>	383,562	4,680,354
33,706	47,492	13,786	347,337	427,417	80,080	45,665	394,649
0	1,834	1,834	0	16,498	16,498	0	<0>
33,706	49,326	15,620	347,337	443,915	96,578	45,665	394,649
606.2	347.4	<258.9>	506.7	372.4	<134.2>	1,251.1	543.1
16,125	22,361	6,236	159,827	201,197	41,370	22,557	188,202
51	375	324	1,061	3,375	2,314	45	879
390	470	80	3,815	4,405	590	461	4,176
0	85	85	398	860	462	0	28
723	8,334	7,611	7,337	74,998	67,661	0	10,711
0	0	0	0	3,500	3,500	0	2,400
0	750	750	1,300	6,750	5,450	35	765
2,666	4,267	1,601	15,841	38,399	22,558	1,334	22,466
0	7,526	7,526	3,025	127,734	124,709	0	87,880
3,770	6,459	2,689	17,452	62,623	45,171	4,783	22,482
0	0	0	0	1,000	1,000	0	0
0	0	0	3,933	20,000	16,067	0	22,590
6,333	5,575	<758>	42,032	50,175	8,143	4,270	42,953
0	1,750	1,750	185	15,750	15,565	0	5,250
0	5,134	5,134	18,793	46,198	27,405	0	57,770
21,756	0	<21,756>	264,461	412,590	148,129	14,129	436,571
43,222	14,190	<29,032>	257,535	182,561	<74,974>	15,331	181,936
160,356	33,889	<126,467>	963,447	550,115	<413,332>	52,112	645,913
255,393	111,165	<144,228>	1,760,442	1,802,230	41,788	115,056	1,732,972
289,099	160,491	<128,608>	2,107,779	2,246,145	138,366	160,721	2,127,621
194,957	236,710	<41,753>	2,835,859	2,928,840	<92,981>	222,841	2,552,733
2,604	4,114	1,510	32,699	38,131	5,432	3,833	38,207
19,631	15,099	<4,532>	228,412	221,085	<7,327>	16,187	245,701
11,989	10,152	<1,837>	146,752	144,660	<2,092>	10,143	160,185
6,987	5,611	<1,376>	78,639	83,128	4,489	4,588	86,870
16,583	10,937	<5,646>	168,960	153,632	<15,328>	10,969	159,056
58,252	55,040	<3,212>	405,511	399,112	<6,399>	56,439	395,346
8,507	9,973	1,466	76,043	83,849	7,806	10,500	66,199
1,491	2,575	1,084	13,386	23,179	9,793	1,447	19,295
126,045	113,501	<12,544>	1,150,400	1,146,776	<3,624>	114,105	1,170,858
68,913	123,209	<54,296>	1,685,459	1,782,064	<96,605>	108,736	1,381,874

UCLA STUDENT UNION
INCOME STATEMENT

APR. 09(04/02/23-04/29/23)		
CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE
58,237	43,552	14,685
22,556	30,632	<8,076>
80,794	74,184	6,610
21,698	29,958	8,260
26,070	11,402	<14,668>
47,767	41,360	<6,407>
59.1	55.8	<3.4>
33,026	32,824	202
40.9	44.3	<3.4>
55.2	73.8	<18.6>
3.8	2.2	1.6
100	470,000	<469,900>
0	0	0
277	1,200	<923>
39,321	21,383	17,938
4,163	5,530	<1,367>
43,861	498,113	<454,252>
76,887	530,937	<454,050>
27,410	49,615	22,205
9,975	0	<9,975>
25,988	24,683	<1,305>
63,374	74,298	10,924
78.4	100.2	21.7
28.4	37.9	9.4
13,554	23,854	10,300
478	697	219
2,079	3,154	1,075
0	1,000	1,000
0	0	0
5,107	5,592	485
1,739	0	<1,739>
657	6,059	5,402
31,940	12,645	<19,295>
752	0	<752>
0	0	0
0	679	679
181	180	<1>
1,580	3,196	1,616
773	864	91
<0>	50	50
0	0	0
0	0	0
11,563	11,563	0
15,754	17,050	1,296
86,157	86,583	426
149,531	160,881	11,350
<72,644>	370,056	<442,700>
4,897	6,196	1,299
5,055	21,723	16,668
3,087	14,606	11,519
1,799	8,073	6,274
4,270	15,736	11,466
71,146	67,197	<3,949>
10,390	12,177	1,787
18,733	25,760	7,027
119,379	171,468	52,089
<192,022>	198,588	<390,610>

EVENT SERVICES OFFICE
AU POST OFFICE
TOTAL SALES
AU Post Office Cost
Facilities Costs
Less: Cost of Sales
COST OF SALES %
GROSS MARGIN
GROSS MARGIN %
EVENT SERVICES OFFICE
AU POST OFFICE
STRATEGIC FUNDING
STUDENT UNION OPS
EVENT SERVICES OFFICE
STUDENT PROGRAMMING
AU POST OFFICE
OTHER INCOME
GROSS MARGIN/OTHER
Less: Controllable Exp
Career Wages
Limited Appointment
Student Wages
TOTAL WAGES
WAGE % TO SALES
EVENT SERVICES OFFICE
Employee Benefits
Office Supplies
Telephone
Trav/Trips/Conference
24 Hour Study Lounge
Student Comm Art
Training Programs
Annual ASUCLA Events
Student Event Exp
Operating Supplies
Uniforms
Advertising
Business Promotion
Repairs & Maintenance
Bank Card Expense
Overs/Shorts
Student Support Svcs
COVID-19
Interaction Fund
STUDENT UNION EVENT F
TOTAL OTHER CONTROL.
TOTAL CONTROLLABLE EXP
GROSS CONTRIBUTION TO
SVCS AND ENTERPRISES
Less: Allocated Exp
Allocated Exp. -HR
Allocated Exp. Fin
Allocated Exp. -IS
Allocated Exp. Mktg
Allocated Exp Othr SA
Maintenance
Utilities
Depreciation
TOTAL ALLOCATED EXP
NET INCOME (LOSS)

FISCAL YEAR 22-23			FISCAL YEAR 21-22	
YTD 9 MO(07/31/22-04/29/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
417,908	472,780	<54,872>	37,664	309,839
126,994	200,952	<73,958>	19,784	87,137
544,903	673,732	<128,829>	57,448	396,976
123,336	196,530	73,194	18,869	83,784
118,560	122,170	3,610	19,606	76,971
241,895	318,700	76,805	38,474	160,756
44.4	47.3	2.9	67.0	40.5
303,007	355,032	<52,025>	18,974	236,220
55.6	52.7	2.9	33.0	59.5
71.6	74.2	<2.5>	48.0	75.2
2.9	2.2	0.7	4.6	3.9
43,558	1,640,000	<1,596,442>	0	533,332
35,000	17,000	18,000	17,500	43,750
10,640	6,750	3,890	1,000	7,555
254,187	170,390	83,797	27,586	126,887
23,798	36,612	<12,814>	3,608	18,265
367,182	1,870,752	<1,503,570>	49,695	729,789
670,189	2,225,784	<1,555,595>	68,668	966,010
285,278	446,535	161,257	32,126	244,434
51,450	0	<51,450>	0	0
207,832	211,046	3,214	29,353	175,130
544,560	657,581	113,021	61,479	419,564
99.9	97.6	<2.3>	107.0	105.7
35.6	30.0	<5.6>	43.7	34.8
140,738	214,716	73,978	15,680	120,961
12,054	9,051	<3,003>	503	6,257
21,219	28,533	7,314	2,035	19,155
2,374	7,775	5,401	0	5,246
0	7,972	7,972	0	0
5,357	6,556	1,199	98	98
10,610	6,550	<4,060>	1,510	4,078
56,928	60,788	3,860	3,768	71,229
161,519	134,004	<27,515>	13,603	84,929
1,455	300	<1,155>	0	300
1,200	2,568	1,368	0	1,637
1,648	6,236	4,588	240	3,809
1,607	1,620	13	175	1,510
23,730	39,693	15,963	1,378	24,416
4,650	5,603	953	701	3,437
<107>	450	557	<6>	<279>
3,213	3,060	<153>	0	3,060
0	1,000	1,000	0	34,055
104,065	104,067	2	7,709	69,381
83,246	93,852	10,606	12,854	55,352
635,506	734,394	98,888	60,246	508,631
1,180,066	1,391,975	211,909	121,725	928,195
<509,876>	833,809	<1,343,685>	<53,057>	37,815
51,339	56,374	5,035	5,160	40,104
41,311	106,463	65,152	4,522	54,135
26,345	70,640	44,295	2,833	35,484
14,124	39,729	25,605	1,282	18,848
30,641	74,323	43,682	3,064	38,394
495,269	487,268	<8,001>	68,931	482,854
92,875	102,379	9,504	12,824	80,852
184,353	231,842	47,489	20,325	193,239
936,258	1,169,018	232,760	118,940	943,909
<1,446,134>	<335,209>	<1,110,925>	<171,998>	<906,094>

UTILITIES
EXPENSE STATEMENT

APR. 09(04/02/23-04/29/23)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
8,769	9,639	870	Chiller Water
43,984	50,961	6,977	Elec-Non Air Cond.
10,347	12,143	1,796	Water-Non Air Cond.
5,915	5,792	<123>	Steam-Non Air Cond.
2,793	4,453	1,660	Gas
0	0	0	Energy Management
<8,019>	<8,714>	<695>	UCLA Cost Sharing
63,789	74,274	10,485	TOTAL OTHER CONTROL.
63,789	74,274	10,485	TOTAL CONTROLLABLE EXP
<54,462>	<63,833>	<9,371>	Allocated-Svs and Ent
<2,054>	<2,054>	0	Allocated-USAC
<795>	<795>	0	Allocated-GSA
<1,938>	<2,272>	<334>	Allocated-Comm Board
<4,540>	<5,320>	<780>	Allocated-A & SS
<63,789>	<74,274>	<10,485>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 22-23			FISCAL YEAR 21-22	
YTD 9 MO(07/31/22-04/29/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
116,802	114,432	<2,370>	13,585	70,461
356,188	425,930	69,742	46,701	331,031
64,783	82,927	18,144	10,750	50,208
32,421	50,554	18,133	4,678	32,018
44,065	38,276	<5,789>	2,398	16,593
<1,804>	<12,500>	<10,696>	0	0
<42,087>	<73,461>	<31,374>	0	0
570,368	626,158	55,790	78,112	500,311
570,368	626,158	55,790	78,112	500,311
<486,815>	<536,678>	<49,863>	<67,217>	<423,795>
<18,494>	<18,494>	0	<2,088>	<18,792>
<7,155>	<7,155>	0	<812>	<7,316>
<17,322>	<19,100>	<1,778>	<2,392>	<15,080>
<40,582>	<44,731>	<4,149>	<5,603>	<35,328>
<570,368>	<626,158>	<55,790>	<78,112>	<500,311>
0	0	<0>	<0>	<0>