

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
September (08/27/23 - 09/30/23)**

**Prepared  
October 23, 2023**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

SEPTEMBER (08/27/23 - 09/30/23)										FY 22-23		FISCAL YEAR 2023-2024										FY 22-23	
CURRENT MONTH										**		YTD 2 MONTHS (07/30/23 - 09/30/23)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
6,723		5,704		1,019	17.9%	(462)	(6.4%)	7,185		<b>GROSS INCOME</b>												10,953	
1,044		1,393		(349)	(25.1%)	(56)	(5.1%)	1,100		UCLA Store												10,274	
510		582		(72)	(12.4%)	75	17.2%	435		UCLA Restaurants												1,761	
1,589		203		1,386	682.8%	1,483	1399.1%	106		Licensing & Services												1,064	
										UCLA Student Union												4,004	
<b>9,866</b>		<b>7,882</b>		<b>1,984</b>	<b>25.2%</b>	<b>1,040</b>	<b>11.8%</b>	<b>8,826</b>		<b>TOTAL</b>												<b>17,103</b>	
2,079	30.9%	1,807	31.7%	272				2,043	28.4%	<b>GROSS MARGIN</b>												3,057	27.9%
771	73.9%	970	69.6%	(199)				781	71.0%	UCLA Store												3,276	31.9%
510	100.0%	582	100.0%	(72)				435	100.0%	UCLA Restaurants												1,298	73.7%
1,561	98.2%	174	85.7%	1,387	12.5%	1,480	21.8%	81	76.4%	Licensing & Services												1,064	100.0%
										UCLA Student Union												3,953	98.7%
<b>4,921</b>	<b>49.9%</b>	<b>3,533</b>	<b>44.8%</b>	<b>1,388</b>	<b>5.1</b>	<b>1,581</b>	<b>12.1</b>	<b>3,340</b>	<b>37.8%</b>	<b>TOTAL</b>												<b>9,591</b>	<b>56.1%</b>
791	11.8%	740	13.0%	(51)	1.2	(222)	(3.9)	569	7.9%	<b>WAGES &amp; BENEFITS</b>												1,419	13.8%
842	80.7%	902	64.8%	60	(15.9)	(139)	(16.8)	703	63.9%	UCLA Store												1,480	84.0%
67	13.1%	74	12.7%	7	(0.4)	(2)	1.8	65	14.9%	UCLA Restaurants												111	10.4%
87	5.5%	113	55.7%	26	50.2	(25)	53.0	62	58.5%	Licensing & Services												179	4.5%
<b>1,787</b>	<b>18.1%</b>	<b>1,829</b>	<b>23.2%</b>	<b>42</b>	<b>5.1</b>	<b>(388)</b>	<b>(2.2)</b>	<b>1,399</b>	<b>15.9%</b>	<b>TOTAL</b>												<b>3,189</b>	<b>18.6%</b>
322	4.8%	322	5.6%	0	0.8	(28)	(0.7)	294	4.1%	<b>OTHER CONTROLLABLES</b>												578	5.6%
123	11.8%	140	10.1%	17	(1.7)	20	1.2	143	13.0%	UCLA Store												217	12.3%
168	32.9%	202	34.7%	34	1.8	(39)	(3.2)	129	29.7%	UCLA Restaurants												357	33.6%
147	9.3%	70	34.5%	(77)	25.2	(81)	53.0	66	62.3%	Licensing & Services												207	5.2%
<b>760</b>	<b>7.7%</b>	<b>734</b>	<b>9.3%</b>	<b>(26)</b>	<b>1.6</b>	<b>(128)</b>	<b>(0.5)</b>	<b>632</b>	<b>7.2%</b>	<b>TOTAL</b>												<b>1,359</b>	<b>7.9%</b>
966	14.4%	745	13.1%	221	1.3	(215)	(2.0)	1,181	16.4%	<b>CONTRIBUTION</b>												1,279	12.4%
(194)	(18.6%)	(73)	(5.2%)	(121)	(13.4)	(129)	(12.7)	(65)	(5.9%)	UCLA Store												(399)	(22.7%)
276	54.1%	306	52.6%	(30)	1.5	35	(1.3)	241	55.4%	UCLA Restaurants												596	56.0%
1,327	83.5%	(9)	(4.4%)	1,336	87.9	1,374	127.8	(47)	(44.3%)	Licensing & Services												3,567	89.1%
<b>2,375</b>	<b>24.1%</b>	<b>969</b>	<b>12.3%</b>	<b>1,406</b>	<b>11.8</b>	<b>1,065</b>	<b>9.3</b>	<b>1,310</b>	<b>14.8%</b>	<b>TOTAL</b>												<b>5,043</b>	<b>29.5%</b>
904	9.2%	890	11.3%	(14)	2.1	(117)	(0.3)	787	8.9%	<b>ALLOCATED EXPENSES</b>												1,793	10.5%
420	4.3%	365	4.6%	(55)	0.3	(105)	(0.7)	315	3.6%	Admin&Support Services												683	4.0%
87	0.9%	63	0.8%	(24)	(0.1)	(25)	(0.2)	62	0.7%	Facilities												172	1.0%
175	1.8%	221	2.8%	46	1.0	(4)	0.1	171	1.9%	Utilities												350	2.0%
<b>1,586</b>	<b>16.1%</b>	<b>1,539</b>	<b>19.5%</b>	<b>(47)</b>	<b>3.4</b>	<b>(251)</b>	<b>(1.0)</b>	<b>1,335</b>	<b>15.1%</b>	<b>TOTAL</b>												<b>2,998</b>	<b>17.5%</b>
<b>789</b>	<b>8.0%</b>	<b>(570)</b>	<b>(7.2%)</b>	<b>1,359</b>	<b>15.2</b>	<b>814</b>	<b>8.3</b>	<b>(25)</b>	<b>(0.3%)</b>	<b>NET INCOME (LOSS) FROM OPERATIONS</b>												<b>2,045</b>	<b>12.0%</b>
52	0.5%	47	0.6%	5	(0.1)	48	0.5	4	0.0%	<b>OTHER INC/(EXP)</b>												65	0.4%
74	0.8%	32	0.4%	42	0.4	32	0.3	42	0.5%	Non-Recurrent Inc/(Exp)												141	0.8%
(10)	(0.1%)	(10)	(0.1%)	0	0.0	4	0.1	(14)	(0.2%)	Interest Income												(20)	(0.1%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Interest (Expense)												0	0.0%
271	2.7%	271	3.4%	0	(0.7)	5	(0.3)	266	3.0%	Income Taxes												542	3.2%
<b>387</b>	<b>3.9%</b>	<b>340</b>	<b>4.3%</b>	<b>47</b>	<b>(0.4)</b>	<b>89</b>	<b>0.5</b>	<b>298</b>	<b>3.4%</b>	<b>TOTAL</b>												<b>728</b>	<b>4.3%</b>
<b>1,176</b>	<b>11.9%</b>	<b>(230)</b>	<b>(2.9%)</b>	<b>1,406</b>	<b>14.8</b>	<b>903</b>	<b>8.8</b>	<b>273</b>	<b>3.1%</b>	<b>NET INCOME (LOSS)</b>												<b>2,773</b>	<b>16.2%</b>

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

SEPTEMBER (08/27/23 - 09/30/23)										FY 22-23		FISCAL YEAR 2023-2024										FY 22-23	
CURRENT MONTH										**		YTD 2 MONTHS (07/30/23 - 09/30/23)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%		
6,723		5,704		1,019	17.9%	(462)	(6.4%)	7,185				10,274		9,282		992	10.7%	(679)	(6.2%)	10,953			
1,044		1,393		(349)	(25.1%)	(56)	(5.1%)	1,100				1,761		2,329		(568)	(24.4%)	85	5.1%	1,676			
510		582		(72)	(12.4%)	75	17.2%	435				1,064		1,226		(162)	(13.2%)	105	10.9%	959			
1,589		203		1,386	682.8%	1,483	1399.1%	106				4,004		312		3,692	1183.3%	3,763	1561.4%	241			
<b>9,866</b>		<b>7,882</b>		<b>1,984</b>	<b>25.2%</b>	<b>1,040</b>	<b>11.8%</b>	<b>8,826</b>				<b>17,103</b>		<b>13,149</b>		<b>3,954</b>	<b>30.1%</b>	<b>3,274</b>	<b>23.7%</b>	<b>13,829</b>			
<b>GROSS INCOME</b>																							
2,079	30.9%	1,807	31.7%	272				2,043	28.4%			3,276	31.9%	2,931	31.6%	345	Pts. 0.3	219	Pts. 4.0	3,057	27.9%		
771	73.9%	970	69.6%	(199)	(25.8%)	36	(17.7%)	781	71.0%			1,298	73.7%	1,629	69.9%	(331)	3.8	107	2.6	1,191	71.1%		
510	100.0%	582	100.0%	(72)	(14.1%)	0	0.0%	435	100.0%			1,064	100.0%	1,226	100.0%	(162)	0.0	105	0.0	959	100.0%		
1,561	98.2%	174	85.7%	1,387	12.5%	1,480	21.8%	81	76.4%			3,953	98.7%	259	83.0%	3,694	15.7	3,769	22.4	184	76.3%		
<b>4,921</b>	<b>49.9%</b>	<b>3,533</b>	<b>44.8%</b>	<b>1,388</b>	<b>5.1</b>	<b>1,581</b>	<b>12.1</b>	<b>3,340</b>	<b>37.8%</b>			<b>9,591</b>	<b>56.1%</b>	<b>6,045</b>	<b>46.0%</b>	<b>3,546</b>	<b>10.1</b>	<b>4,200</b>	<b>17.1</b>	<b>5,391</b>	<b>39.0%</b>		
<b>GROSS MARGIN</b>																							
1,113	16.6%	1,062	18.6%	(51)	2.0	(251)	(4.6)	862	12.0%			1,997	19.4%	1,994	21.5%	(3)	2.1	(307)	(4.0)	1,690	15.4%		
964	92.3%	1,042	74.8%	78	(17.5)	(118)	(15.4)	846	76.9%			1,697	96.4%	1,889	81.1%	192	(15.3)	(186)	(6.2)	1,511	90.2%		
235	46.1%	276	47.4%	41	1.3	(41)	(1.5)	194	44.6%			468	44.0%	562	45.8%	94	1.8	(34)	1.3	434	45.3%		
234	14.7%	183	90.1%	(51)	75.4	(106)	106.1	128	120.8%			386	9.6%	337	108.0%	(49)	98.4	(148)	89.2	238	98.8%		
<b>2,546</b>	<b>25.8%</b>	<b>2,563</b>	<b>32.5%</b>	<b>17</b>	<b>6.7</b>	<b>(516)</b>	<b>(2.8)</b>	<b>2,030</b>	<b>23.0%</b>			<b>4,548</b>	<b>26.6%</b>	<b>4,782</b>	<b>36.4%</b>	<b>234</b>	<b>9.8</b>	<b>(675)</b>	<b>1.4</b>	<b>3,873</b>	<b>28.0%</b>		
<b>TOTAL CONTROLLABLES</b>																							
966	14.4%	745	13.1%	221	1.3	(215)	(2.0)	1,181	16.4%			1,279	12.4%	938	10.1%	341	2.3	(89)	(0.1)	1,368	12.5%		
(194)	(18.6%)	(73)	(5.2%)	(121)	(13.4)	(129)	(12.7)	(65)	(5.9%)			(399)	(22.7%)	(260)	(11.2%)	(139)	(11.5)	(79)	(3.6)	(320)	(19.1%)		
276	54.1%	306	52.6%	(30)	1.5	35	(1.3)	241	55.4%			596	56.0%	663	54.1%	(67)	1.9	71	1.3	525	54.7%		
1,327	83.5%	(9)	(4.4%)	1,336	87.9	1,374	127.8	(47)	(44.3%)			3,567	89.1%	(78)	(25.0%)	3,645	114.1	3,621	111.5	(54)	(22.4%)		
<b>2,375</b>	<b>24.1%</b>	<b>969</b>	<b>12.3%</b>	<b>1,406</b>	<b>11.8</b>	<b>1,065</b>	<b>9.3</b>	<b>1,310</b>	<b>14.8%</b>			<b>5,043</b>	<b>29.5%</b>	<b>1,263</b>	<b>9.6%</b>	<b>3,780</b>	<b>19.9</b>	<b>3,524</b>	<b>18.5</b>	<b>1,519</b>	<b>11.0%</b>		
<b>CONTRIBUTION</b>																							
855	12.7%	862	15.1%	7	2.4	(36)	(1.3)	819	11.4%			1,491	14.5%	1,673	18.0%	182	3.5	40	(0.5)	1,531	14.0%		
352	33.7%	402	28.9%	50	(4.8)	(42)	(5.5)	310	28.2%			659	37.4%	813	34.9%	154	(2.5)	(80)	(2.9)	579	34.5%		
126	24.7%	139	23.9%	13	(0.8)	(26)	(1.7)	100	23.0%			245	23.0%	309	25.2%	64	2.2	(19)	0.6	226	23.6%		
253	15.9%	136	67.0%	(117)	51.1	(147)	84.1	106	100.0%			603	15.1%	260	83.3%	(343)	68.2	(390)	73.3	213	88.4%		
<b>1,586</b>	<b>16.1%</b>	<b>1,539</b>	<b>19.5%</b>	<b>(47)</b>	<b>3.4</b>	<b>(251)</b>	<b>(1.0)</b>	<b>1,335</b>	<b>15.1%</b>			<b>2,998</b>	<b>17.5%</b>	<b>3,055</b>	<b>23.2%</b>	<b>57</b>	<b>5.7</b>	<b>(449)</b>	<b>0.9</b>	<b>2,549</b>	<b>18.4%</b>		
<b>TOTAL ALLOCATED EXPENSES</b>																							
111	1.1%	(116)	(1.5%)	227	2.6	(251)	(3.0)	362	4.1%			(212)	(1.2%)	(735)	(5.6%)	523	4.4	(50)	0.0	(162)	(1.2%)		
(546)	(5.5%)	(475)	(6.0%)	(71)	0.5	(171)	(1.3)	(375)	(4.2%)			(1,058)	(6.2%)	(1,073)	(8.2%)	15	2.0	(159)	0.3	(899)	(6.5%)		
150	1.5%	167	2.1%	(17)	(0.6)	9	(0.1)	141	1.6%			351	2.1%	354	2.7%	(3)	(0.6)	53	(0.1)	298	2.2%		
1,074	10.9%	(146)	(1.9%)	1,220	12.8	1,227	12.6	(153)	(1.7%)			2,964	17.3%	(338)	(2.6%)	3,302	19.9	3,231	19.2	(267)	(1.9%)		
<b>789</b>	<b>8.0%</b>	<b>(570)</b>	<b>(7.2%)</b>	<b>1,359</b>	<b>15.2</b>	<b>814</b>	<b>8.3</b>	<b>(25)</b>	<b>(0.3%)</b>			<b>2,045</b>	<b>12.0%</b>	<b>(1,792)</b>	<b>(13.6%)</b>	<b>3,837</b>	<b>25.6</b>	<b>3,075</b>	<b>19.4</b>	<b>(1,030)</b>	<b>(7.4%)</b>		
<b>NET INCOME (LOSS) FROM OPERATIONS</b>																							
52	0.5%	47	0.6%	5	(0.1)	48	0.5	4	0.0%			65	0.4%	59	0.4%	6	0.0	59	0.4	6	0.0%		
74	0.8%	32	0.4%	42	0.4	32	0.3	42	0.5%			141	0.8%	64	0.5%	77	0.3	66	0.3	75	0.5%		
(10)	(0.1%)	(10)	(0.1%)	0	0.0	4	0.1	(14)	(0.2%)			(20)	(0.1%)	(20)	(0.2%)	0	0.1	8	0.1	(28)	(0.2%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
271	2.7%	271	3.4%	0	(0.7)	5	(0.3)	266	3.0%			542	3.2%	542	4.1%	0	(0.9)	10	(0.6)	532	3.8%		
<b>387</b>	<b>3.9%</b>	<b>340</b>	<b>4.3%</b>	<b>47</b>	<b>(0.4)</b>	<b>89</b>	<b>0.5</b>	<b>298</b>	<b>3.4%</b>			<b>728</b>	<b>4.3%</b>	<b>645</b>	<b>4.9%</b>	<b>83</b>	<b>(0.6)</b>	<b>143</b>	<b>0.1</b>	<b>585</b>	<b>4.2%</b>		
<b>1,176</b>	<b>11.9%</b>	<b>(230)</b>	<b>(2.9%)</b>	<b>1,406</b>	<b>14.8</b>	<b>903</b>	<b>8.8</b>	<b>273</b>	<b>3.1%</b>			<b>2,773</b>	<b>16.2%</b>	<b>(1,147)</b>	<b>(8.7%)</b>	<b>3,920</b>	<b>24.9</b>	<b>3,218</b>	<b>19.4</b>	<b>(445)</b>	<b>(3.2%)</b>		
<b>NET INCOME (LOSS)</b>																							
<b>OTHER INC/(EXP)</b>																							
Non-Recurrent Inc/(Exp)																							
Interest Income																							
Interest (Expense)																							
Income Taxes																							
Student Union Fee Income																							
<b>TOTAL</b>																							
<b>NET INCOME (LOSS)</b>																							

ASUCLA  
P/L Reconciliation  
Sep-23

<i>Financial Analysis</i>		<b>\$000's</b>
		<b>Sep-23</b>
<b>Budgeted Net Income/(Loss)</b>		<b>(230)</b>
<b>UCLA Store</b>		
<b>Gross Margin:</b>		
Bearwear above plan mostly due to strong sales for new shop-in-shop concepts and our Big Bruin Welcome sale		157
Fastrack below plan due to difficulty in getting new products into inventory		(12)
Graduation ETC above plan due to an increase in diploma frame sales		13
Essentials below plan due to supply chain constraints		(10)
Bookzone above plan due to department sales and students returning to campus		20
Custom Shop below plan due to delay in planned promotional products to the University		(21)
Computer Store below plan: higher cost of sales (impact of Apple Promo markdowns and Development Funds)		(14)
HSS Dental above plan due to timing for processing of Summer Dental Hygiene and UCLA D1 earlier than plan		175
Hilltop below plan: lower September activity		(17)
Total Wages above plan		(51)
Other, various negative gross margin variances		(19)
Total Contribution		221
<b>UCLA Restaurants</b>		
<b>Gross Margin:</b>		
Greenhouse above plan: this area was not budgeted for 2023-2024		14
Music Cafe below plan: location closed for summer operations until midway through September		(11)
Northern Lights below plan: the location closed for summer operations until midway through September		(28)
CSSC below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized		(24)
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		(50)
Café 451 below plan: the location closed for summer operations to reduce service points for unanticipated plan of many summer classes being virtual and not on campus		(11)
Jimmy's 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		(37)
Taco Bell below plan: the location closed for summer operations to reduce service points (reopened at the end of September)		(28)
Catering below plan: mostly not having budgeted training table sales		(8)
Total Wages below plan (mostly student)		84
Other, negative controllables (\$6K) and various negative gross margin variances		(22)
Total Contribution		(121)
<b>Licensing &amp; Services</b>		
<b>Gross Margin:</b>		
Licensing Domestic below plan: timing		(6)
Licensing International above plan: timing issue		24
Photography below plan due to timing: earlier than anticipated jobs occurred in prior year		(8)
Leased Ops ahead of plan: mostly higher utilities		8
Marketing Ventures below plan: level of new advertising and sponsorship business has not been achieved		(86)
Total Wages below plan		7
Other, positive controllables mostly Licensing		31
Total Contribution		(30)
<b>UCLA Student Union</b>		
<b>Gross Margin:</b>		
Event Services slightly above plan		5
Student Union Ops. above plan mostly due to recognition of certain operational costs supported by the state funding		1,382
Total Wages below plan		19
Other, negative controllables		(70)
Total Contribution		1,336
<b>Allocated Expenses and Other</b>		
A&SS above plan in various accounts		(14)
Facilities above plan mostly due to unrealized cost sharing with UCLA		(55)
Utilities above plan due to unrealized cost sharing with UCLA and timing for reading the gas and elec-non air cond. meters		(24)
Depreciation below plan due to timing of capital expenditures		46
Non-recurrent higher than plan		5
Interest income higher than plan		42
Total		0
<b>Actual Net Income/(Loss)</b>		<b>1,176</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(1,147)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear above plan due to strong sales for new shop-in-shop vendors, the Big Bruin Welcome sale and visitor/tourist and orientation business	289
Fastrack below plan due to slow selling old stock to make room for new product assortments and delivery delays with new suppliers	(22)
Market above plan due to an increase in foot traffic from student tours and orientations, new food options, and a successful Cal Fresh EBT marketing program	22
Essentials below plan due mostly to supply chain constraints	(12)
Bookzone above plan due to department sales and students returning to campus	23
Custom Shop below plan due to delay in planned promotional products	(33)
Computer Store below plan mostly due to lower demand for Mac and Ipad purchases by businesses, overall slower institutional demand and some product limitations	(36)
HSS Dental above plan due to early timing for processing Summer Dental Hygiene and D1	153
Total Wages above plan	(40)
Other, positive controllables (\$37K) offset by various negative gross margin variances	(3)
Total Contribution	341
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Music Café below plan: location closed for summer operations until midway through September	(22)
Northern Lights below plan: location closed for summer operations and did not reopen until midway through September	(58)
CSSC below plan: assumption of rebound to 2019 traffic and sales levels have not materialized	(32)
ScrubJay Café above plan due to multiple efforts to grow customer traffic in this location	17
LuValle Food Servery below plan: the rebound to 2019 traffic and sales levels have not materialized and many summer classes virtual (Public Policy building reopened 9/25)	(91)
Café 451 below plan: location closed for summer operations and many summer classes virtual and not on campus	(18)
Jimmy's below plan: the rebound to 2019 traffic and sales levels have not materialized and many summer classes virtual (Public Policy building reopened 9/25)	(58)
Taco Bell below plan: summer traffic less than previous years, some summer classes virtual rather than in person+C15	(60)
Total Wages lower than plan (mostly student)	174
Other, positive controllables (\$18K) slightly offset by various negative gross margin variances	9
Total Contribution	(139)
<b>Licensing &amp; Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic below plan: mostly reduced Costco sales (changeover in licensee and product mix)	(17)
Licensing Foreign above plan	24
Licensing Campus Sourcing above plan: more back to school activity earlier than planned	7
Leased Ops above plan: mostly higher utilities	9
Photography below plan: timing for prior year earlier sales	(10)
Marketing Ventures below plan as anticipated new business not yet achieved	(174)
Total Wages below plan	25
Other, mostly positive controllables	69
Total Contribution	(67)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services above plan due to an increase in summer camp usage and new transfer orientation business	68
Student Union Ops. above plan mostly due to higher strategic funding	3,626
Total Wages below plan	30
Other, negative controllables	(79)
Total Contribution	3,645
<b>Allocated Expenses and Other</b>	
A&SS below plan in various accounts	44
Facilities above plan: higher career wages and benefits and various other controllables including unrealized budgeted cost sharing with UCLA	(51)
Utilities above plan: unrealized cost sharing with UCLA and various other controllables	(28)
Depreciation lower than plan due to timing of capitals	92
Non-recurrent higher than plan	6
Interest Income higher than plan	77
Total	140
<b>Actual Net Income/(Loss)</b>	<b>2,773</b>

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

	<b>Current Month</b> September 2023	<b>Prior Month</b> August 2023	<b>Prior Year</b> July 2023
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	13,355	15,751	17,794
Accounts receivable	14,307	11,434	9,704
Less: Allowance for doubtful accounts	(483)	(479)	(478)
Accounts receivable, net	13,825	10,955	9,227
Student fees receivable	649	378	107
Inventories	9,286	9,030	8,363
Prepaid expenses and other current assets	1,224	1,076	1,107
Total current assets	<b>38,338</b>	<b>37,190</b>	<b>36,598</b>
LONG TERM ASSETS			
Property, equipment and improvements	77,303	76,958	76,766
Less: Accumulated depreciation	(59,932)	(59,766)	(59,595)
Total long term assets	<b>17,371</b>	<b>17,192</b>	<b>17,171</b>
<b>TOTAL ASSETS</b>	<b>55,710</b>	<b>54,382</b>	<b>\$53,769</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	10,548	8,715	\$9,298
Wages and payroll taxes payable	34,295	36,464	36,271
Sales tax payable & other liabilities	1,355	1,102	1,352
Interest payable	46	37	359
Deferred income	1,628	1,504	1,439
Funds held for others	408	306	395
Current portion of long term debt	1,087	1,087	1,087
Total current liabilities	<b>49,369</b>	<b>49,214</b>	<b>50,201</b>
LONG TERM DEBT:			
AU expansion loan	2,119	2,119	2,119
Total long term debt	<b>2,119</b>	<b>2,119</b>	<b>2,119</b>
<b>TOTAL LIABILITIES</b>	<b>51,487</b>	<b>51,333</b>	<b>52,320</b>
RETAINED EARNINGS:			
Beginning Balance	1,449	1,449	1,272
Year-to-date net income/(loss)	2,773	1,600	177
Ending Balance	<b>4,222</b>	<b>3,049</b>	<b>1,449</b>
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>55,710</b>	<b>54,382</b>	<b>53,769</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss)  
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:  
   Depreciation  
(Increase)/decrease in current assets:  
   Accounts receivable  
   Student fees receivable  
   Inventories  
   Prepaid expenses and other current assets  
Increase/(decrease) in current liabilities:  
   Accounts payable  
   Sales tax payable & other liabilities  
   Wages and payroll taxes payable  
   Interest payable  
   Deferred Income  
   Funds held for others

Net cash provided/(used) by operating activities

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

Purchase of property, equipment and improvements

Net cash used in investing activities

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

Net cash provided/(used) by financing activities

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

**CASH AND CASH EQUIVALENTS, Beginning**

**CASH AND CASH EQUIVALENTS, Ending**

	<b>Current Month</b>	<b>Year to Date</b>	<b>Prior Year to Date</b>
	1,176	2,773	(445)
	175	350	342
	(2,870)	(4,598)	(428)
	(271)	(542)	(532)
	(255)	(923)	879
	(148)	(117)	(92)
	1,834	1,251	(1,364)
	253	3	396
	(2,172)	(1,976)	(446)
	10	(312)	28
	124	189	(325)
	103	13	(87)
	<b>(2,041)</b>	<b>(3,889)</b>	<b>(2,074)</b>
	(355)	(550)	(396)
	<b>(355)</b>	<b>(550)</b>	<b>(396)</b>
	<b>0</b>	<b>0</b>	<b>0</b>
	<b>(2,396)</b>	<b>(4,439)</b>	<b>(2,470)</b>
	<b>15,751</b>	<b>17,794</b>	<b>22,810</b>
	<b>13,355</b>	<b>13,355</b>	<b>20,340</b>



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

	<b>Current Month September 2023</b>	<b>Prior Month August 2023</b>
<b>CASH AND CASH EQUIVALENTS</b>	<b>13,355</b>	<b>15,751</b>
<b>BOARD REQUIRED CASH RESERVE</b>	<u><b>8,409</b></u>	<u><b>8,838</b></u>
<b>RESERVE SURPLUS (DEFICIT)</b>	<u><u><b>4,946</b></u></u>	<u><u><b>6,913</b></u></u>

ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures - Current Year Projects (\$000's)  
FY 2023-2024 September 2023

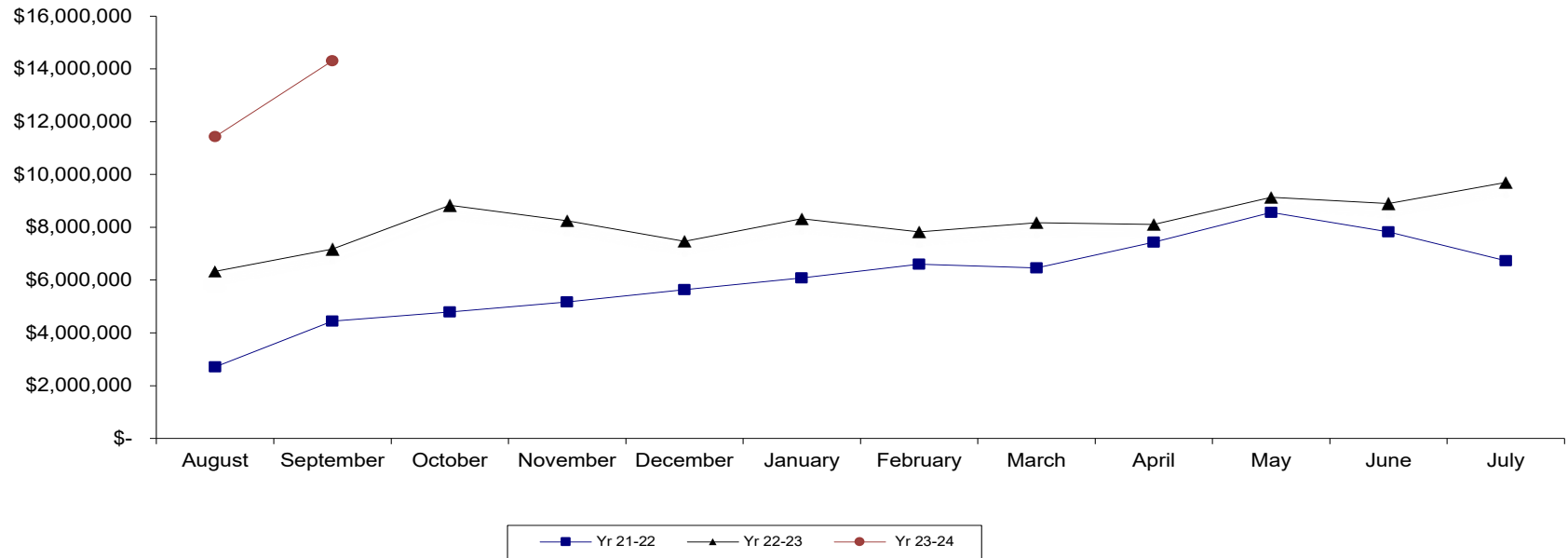
PROJECT NAME	BUDGET	PROJECTED						
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	Status
<b>Store/Services</b>								
2023-001 Store General Replacement	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Pending
2023-002 Printer / Equipment Replacement	65.0	0.0	0.0	0.0	65.0	65.0	0.0	Pending
2023-003 Remodel of Lighting	225.0	0.0	0.0	0.0	225.0	225.0	0.0	Pending
2023-004 Freezers	85.0	0.0	0.0	0.0	85.0	85.0	0.0	Pending
2023-005 General Replacement	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
<b>Total Store/Services</b>	<b>525.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>525.0</b>	<b>525.0</b>	<b>0.0</b>	
<b>Food Service</b>								
2023-006 FS Miscellaneous and Unanticipated	50.0	0.0	10.4	10.4	39.6		(39.6)	In Progress
2023-007 Patio Furniture Upgrade	20.0	0.0	20.3	20.3	(0.3)		0.3	In Progress
2023-008 Electric Cart	35.0	0.0	30.3	30.3	4.7		(4.7)	In Progress
2023-009 Electric Cart	35.0	0.0	27.1	27.1	7.9		(7.9)	In Progress
2023-010 Steamer	12.0	0.0	0.0	0.0	12.0	12.0	0.0	Pending
2023-011 Display Warmer	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
2023-012 Refrigerator	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
2023-013 Chef Express Ovens (3)	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending
2023-014 Replace Laminate Counters	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
2023-015 Office Refurbishments	40.0	0.0	59.8	59.8	(19.8)		19.8	In Progress
2023-016 Olympic Sports Training Table Infrastructure	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Pending
2023-017 Expanded & Improved Waste Diversion Stations	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
<b>Total Food Services</b>	<b>437.0</b>	<b>0.0</b>	<b>147.8</b>	<b>147.8</b>	<b>289.2</b>	<b>257.0</b>	<b>(32.2)</b>	
<b>Technology</b>								
2023-018 Network Infrastructure Upgrade	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
2023-019 Printer Replacement	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2023-020 Misc Hardware / Software (Marketing/Info Photo)	13.0	0.0	0.0	0.0	13.0	13.0	0.0	Pending
2023-021 SQL Server upgrade	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2023-022 Video Equipment	6.0	0.0	0.0	0.0	6.0	6.0	0.0	Pending
2023-023 Signage Supplies / Equipment	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
2023-024 Bruin View Point Room Blackout Curtains	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2023-025 Ackerman A-Level Dining Room Video Wall	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Pending
2023-026 Photo Archive Digitize Negatives	125.0	0.0	0.0	0.0	125.0	125.0	0.0	Pending
2023-043 ASUCLA Restaurant Clover Devices	0.0	0.0	20.8	20.8	(0.8)		20.8	In Progress
<b>Total Technology</b>	<b>394.0</b>	<b>0.0</b>	<b>20.8</b>	<b>20.8</b>	<b>393.2</b>	<b>394.0</b>	<b>20.8</b>	
<b>Others</b>								
2023-027 Fac Misc and Remodels	75.0	0.0	20.8	20.8	54.2		(54.2)	In Progress
2023-028 AU Freight Elevator Fire Curtains	175.0	0.0	0.0	0.0	175.0	175.0	0.0	Pending
2023-029 Custodial Replacements	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2023-030 Ackerman Roof Waterproofing	275.0	0.0	0.0	0.0	275.0	275.0	0.0	Pending
2023-031 NCSC Dining Carpet	35.0	1.4	0.0	1.4	33.6		(33.6)	In Progress
2023-032 CSSC Roof Waterproofing	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
2023-033 LVC Jimmy's Small Dining Room AC Replacement	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
2023-034 LVC Jimmy's Carpet	25.0	1.2	0.0	1.2	23.8		(23.8)	In Progress
2023-035 Kerckhoff 1st Floor ADA Entrance	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2023-036 SUO General Replacement	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending
2023-037 SUO Public Furnishings	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2023-038 Meeting Room / Event Venue Upgrade	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2023-039 Finance Misc Replacements	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2023-040 MCO Refurbishment	80.0	0.0	0.0	0.0	80.0	80.0	0.0	Pending
2023-041 Replace Cameras	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2023-042 Replacements for Broken Furniture	25.0	0.0	0.0	0.0	25.0	25.0	0.0	Pending
2023-044 Underground Storage Tank Parts	0.0	0.0	47.1	47.1	0.0		47.1	In Progress
<b>Total Others</b>	<b>925.0</b>	<b>2.6</b>	<b>67.9</b>	<b>70.5</b>	<b>901.6</b>	<b>790.0</b>	<b>(64.5)</b>	
<b>Total Year Projects</b>	<b>2,281.0</b>	<b>2.6</b>	<b>236.5</b>	<b>239.1</b>	<b>2,109.0</b>	<b>1,966.0</b>	<b>(75.9)</b>	

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

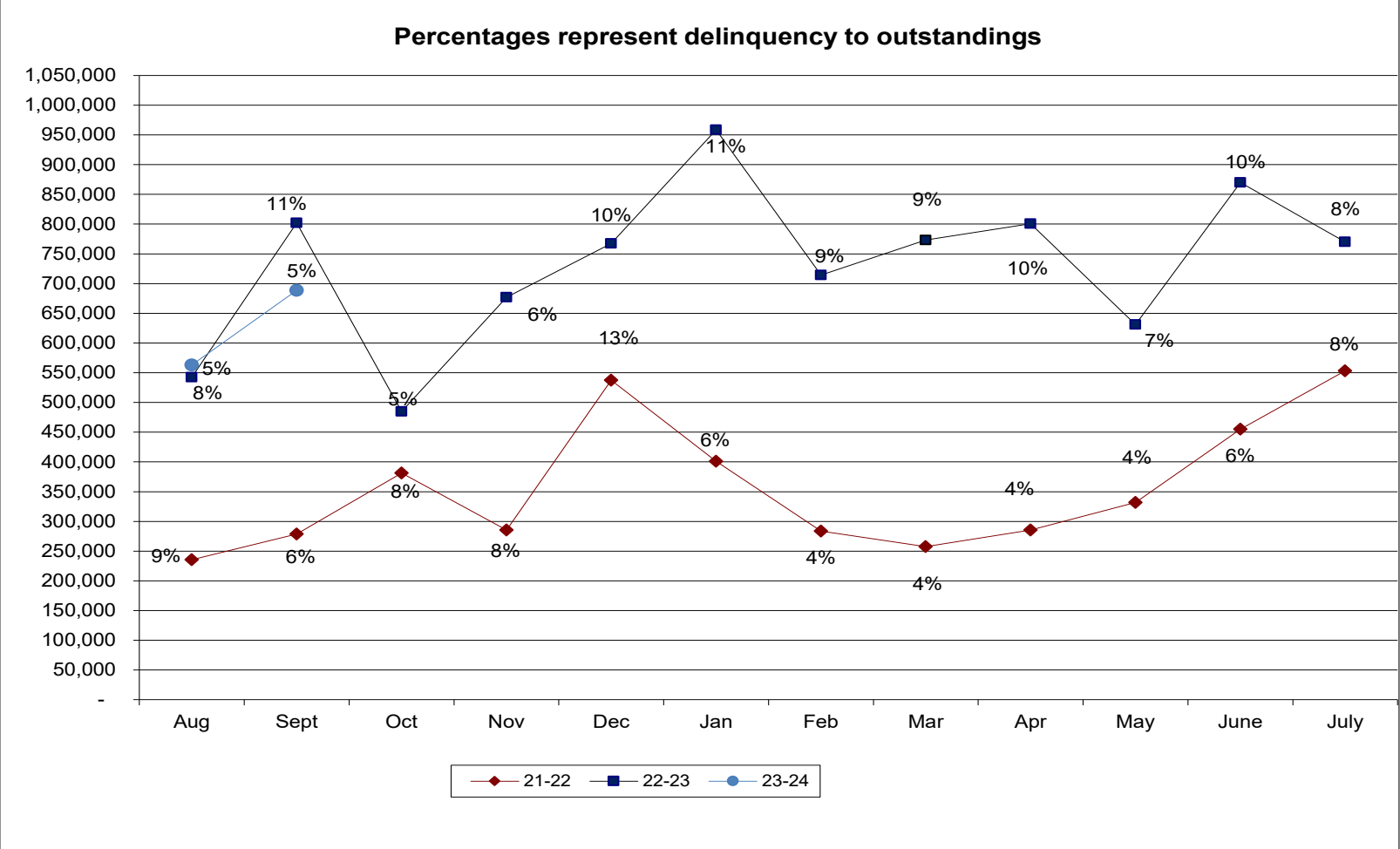
09/30/23	Sep	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,008,722	8%	\$1,084,959	88%	\$87,143	45%	\$38,645	42%	\$27,524	13%	\$57,172	31%	\$2,304,165	16%
ASUCLA PUBLICATIONS		\$159,313	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$159,313	1%
ASUCLA USA/GSA		\$272,048	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$272,048	2%
DUE FROM VENDORS		\$3,873	0%	(\$1,954)	0%	\$28,906	15%	\$16,706	18%	\$187,748	87%	\$125,166	68%	\$360,445	3%
DENTAL KITS		\$1,259,580	10%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$1,259,580	9%
OTHER		9,678,072	78%	\$154,226	12%	\$77,509	40%	\$38,010	41%	\$1,751	1%	\$2,335	1%	\$9,951,903	70%
<b>TOTAL CURRENT MONTH</b>		<b>\$12,381,608</b>	<b>100%</b>	<b>\$1,237,232</b>	<b>100%</b>	<b>\$193,558</b>	<b>100%</b>	<b>\$93,361</b>	<b>100%</b>	<b>\$217,023</b>	<b>100%</b>	<b>\$184,673</b>	<b>100%</b>	<b>\$14,307,455</b>	<b>100%</b>
		86%		9%		1%		1%		2%		1%		100%	
08/26/23	Aug	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,645,308	16%	\$459,909	79%	\$49,387	44%	\$45,990	67%	\$13,085	6%	\$41,539	24%	\$2,255,218	20%
ASUCLA PUBLICATIONS		\$75,672	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$75,672	1%
ASUCLA USA/GSA		\$155,688	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$155,688	1%
DUE FROM VENDORS		(\$21,940)	0%	\$6,111	1%	\$55,033	49%	\$13,260	19%	\$185,192	88%	\$123,461	73%	\$361,117	3%
DENTAL KITS		\$232,987	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$232,987	2%
OTHER		\$8,204,136	80%	\$113,000	20%	\$8,037	7%	\$10,924	16%	\$12,431	6%	\$4,826	3%	\$8,353,354	73%
<b>TOTAL CURRENT MONTH</b>		<b>\$10,291,851</b>	<b>100%</b>	<b>\$579,021</b>	<b>100%</b>	<b>\$112,456</b>	<b>100%</b>	<b>\$70,174</b>	<b>100%</b>	<b>\$210,708</b>	<b>100%</b>	<b>\$169,826</b>	<b>100%</b>	<b>\$11,434,036</b>	<b>100%</b>
		90%		5%		1%		1%		2%		1%		100%	
07/29/23	Jul	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,909,333	24%	\$898,669	91%	\$94,756	57%	\$41,732	20%	\$51,095	23%	\$44,706	27%	\$3,040,291	31%
ASUCLA PUBLICATIONS		\$105,204	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$105,204	1%
ASUCLA USA/GSA		\$201,314	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$201,314	2%
DUE FROM VENDORS		\$31,634	0%	\$65,742	7%	\$47,650	29%	\$155,717	72%	\$174,066	77%	\$116,044	71%	\$590,853	6%
DENTAL KITS		\$272,446	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$272,446	3%
OTHER		\$5,429,443	68%	\$20,638	2%	\$23,011	14%	\$17,509	8%	\$421	0%	\$3,257	2%	\$5,494,278	57%
<b>TOTAL CURRENT MONTH</b>		<b>\$7,949,374</b>	<b>100%</b>	<b>\$985,049</b>	<b>100%</b>	<b>\$165,417</b>	<b>100%</b>	<b>\$214,958</b>	<b>100%</b>	<b>\$225,582</b>	<b>100%</b>	<b>\$164,007</b>	<b>100%</b>	<b>\$9,704,386</b>	<b>100%</b>
		82%		10%		2%		2%		2%		2%		100%	

## Total Accounts Receivable Balances

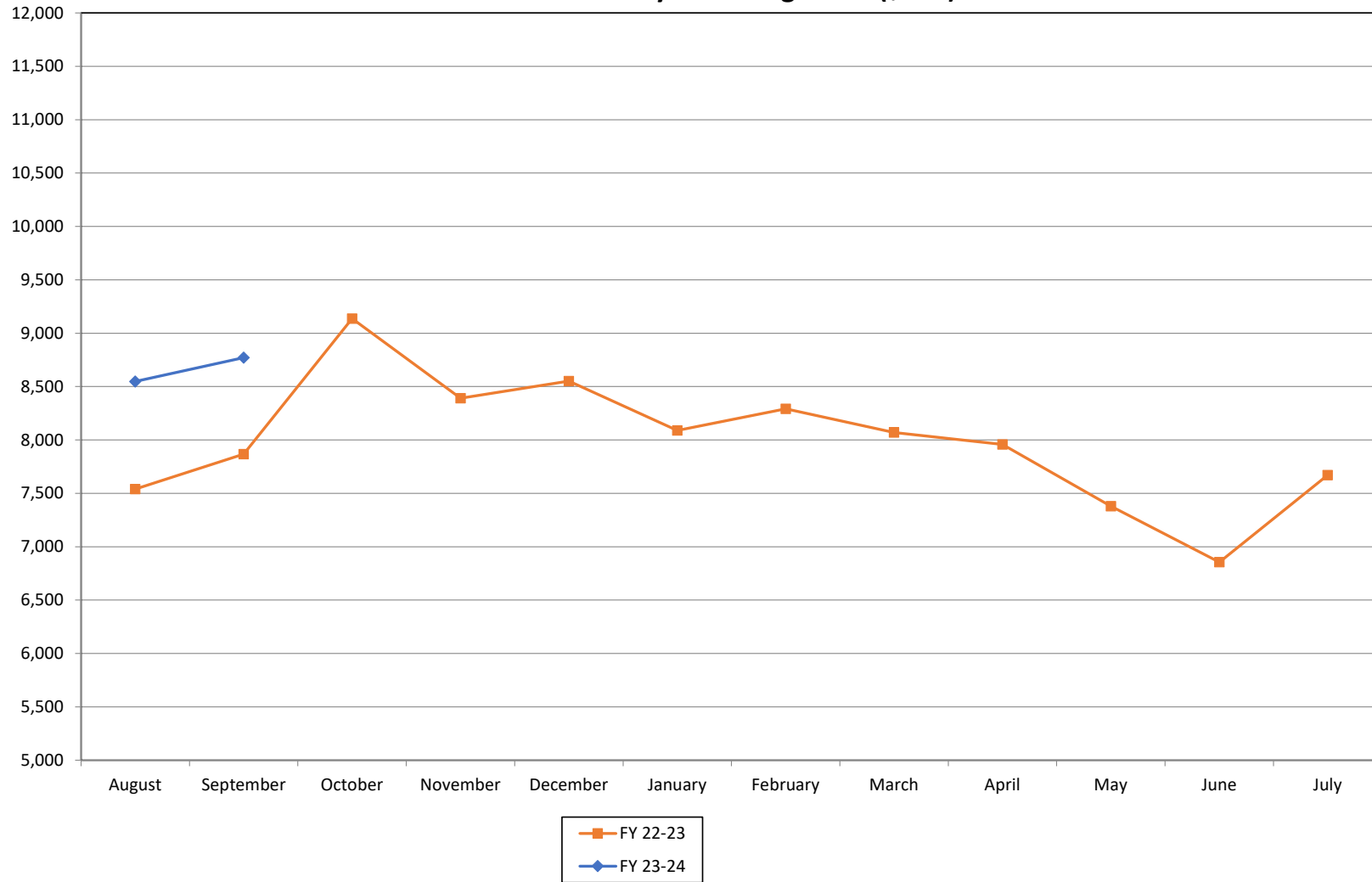
### 12 Month History Aug 22 to Sep 23



# Aged Accounts Receivable Balances > 60 Days Past Due

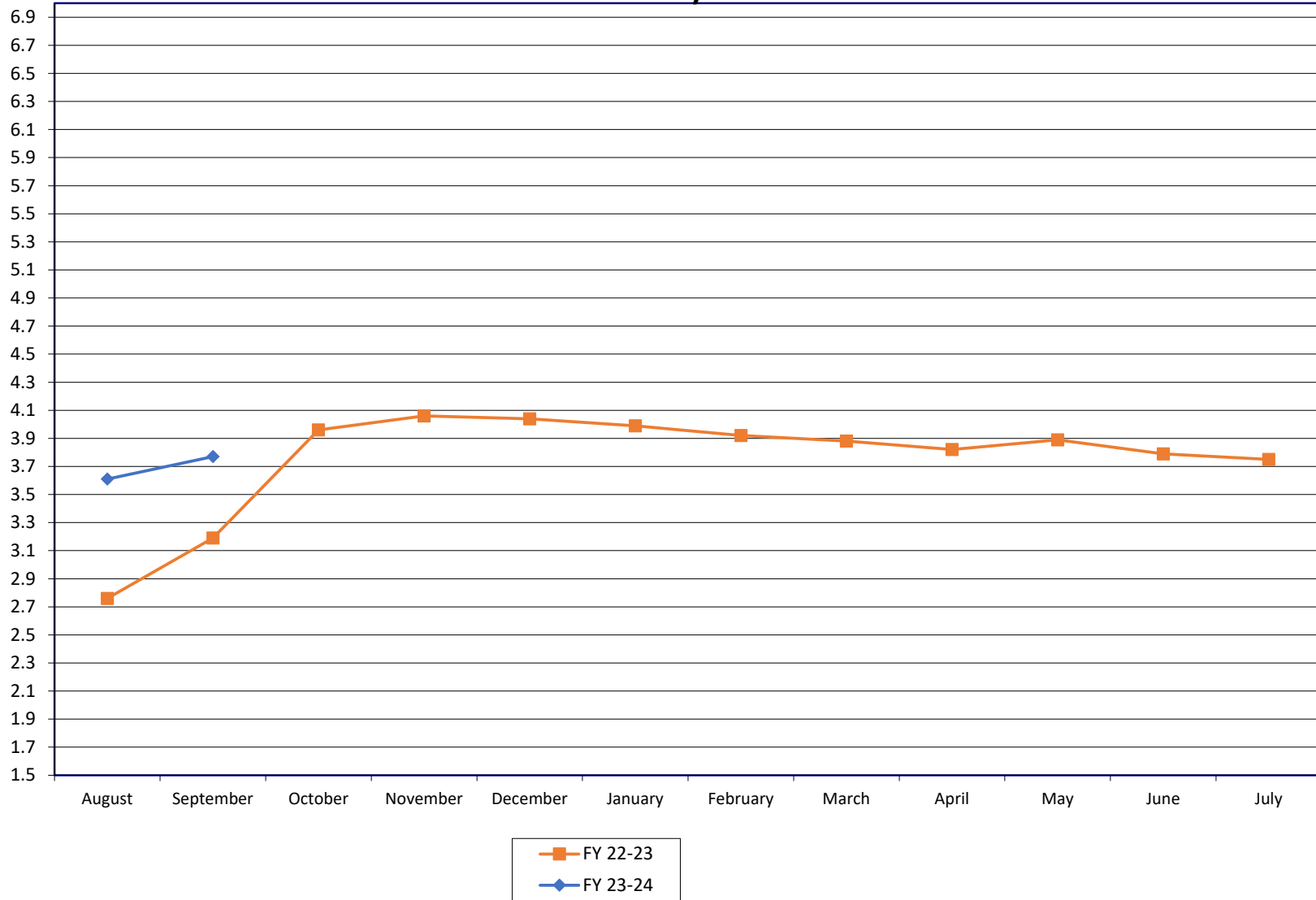


### Associated Students UCLA Store Inventory At Average Cost (\$000)



Data prior to FY22-23 is not presented in the charts due to the NetSuite conversion in October 2021. The NetSuite conversion resulted in a change in accounting for inventory from Retail to Average Cost.

### Associated Students UCLA Store Inventory Turns\*



This value measures how quickly inventory is sold. The average inventory value is calculated as follows  $COGS / [Sum (on\ hand\ value\ on\ last\ day\ of\ each\ month) / \# \text{ of months}]$ .

Data prior to FY22-23 is not presented in the charts due to the NetSuite conversion in October 2021. The NetSuite conversion resulted in a change in accounting for inventory from Retail to Average Cost.

UCLA STORE  
INCOME STATEMENT

SEP. 02(08/27/23-09/30/23)			FISCAL YEAR 23-24			FISCAL YEAR 22-23	
CURRENT MONTH			YTD 2 MO(07/30/23-09/30/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,906,298	1,879,323	26,975	2,976,722	3,297,871	<321,149>	2,045,266	3,699,749
2,458,873	1,996,784	462,089	4,090,667	3,316,690	773,977	1,983,020	3,140,789
82,175	126,073	<43,898>	131,040	171,235	<40,195>	121,418	162,155
124,661	152,260	<27,599>	382,982	402,066	<19,084>	143,445	378,728
197,275	195,000	2,275	297,223	315,000	<17,777>	156,126	240,907
1,713,653	1,196,057	517,596	2,030,363	1,550,132	480,231	2,513,118	3,056,917
<0>	0	<0>	<0>	0	<0>	<0>	<1>
6,482,935	5,545,497	937,438	9,908,996	9,052,994	856,002	6,962,392	10,679,244
4,622,454	3,877,193	<745,261>	6,962,143	6,317,718	<644,425>	5,121,158	7,862,990
4,160	3,290	<870>	6,313	5,730	<583>	4,383	8,349
14,398	10,750	<3,648>	23,256	17,670	<5,586>	12,500	18,853
918	760	<158>	1,439	1,030	<409>	1,427	1,859
795	850	55	1,438	2,210	772	890	1,521
2,076	4,370	2,294	2,940	6,040	3,100	812	1,794
22,347	20,020	<2,327>	35,386	32,680	<2,706>	20,012	32,375
4,644,801	3,897,213	<747,588>	6,997,528	6,350,398	<647,130>	5,141,171	7,895,365
71.3	69.9	<1.4>	70.3	69.8	<0.5>	73.6	73.6
1,838,134	1,648,284	189,850	2,911,467	2,702,596	208,871	1,821,222	2,783,879
28.7	30.1	<1.4>	29.7	30.2	<0.5>	26.5	26.4
0.3	0.4	0.0	0.4	0.4	0.0	0.3	0.3
28.4	29.7	<1.4>	29.4	29.9	<0.5>	26.2	26.1
6.7	12.6	<5.8>	6.6	11.9	<5.3>	12.2	11.1
46.8	49.8	<3.1>	47.8	50.2	<2.4>	48.4	49.1
40.8	40.1	0.7	41.2	40.5	0.7	40.1	40.5
35.2	36.3	<1.1>	29.2	30.7	<1.5>	35.5	29.7
48.4	46.5	1.9	48.6	48.0	0.6	45.7	47.0
22.6	18.5	4.2	22.1	19.5	2.6	17.5	17.8
<252.2>	0.0	<252.2>	<481.8>	0.0	<481.8>	3.9	<22.2>
240,417	158,385	82,032	364,819	228,783	136,036	222,120	273,321
2,078,552	1,806,669	271,883	3,276,286	2,931,379	344,907	2,043,342	3,057,199
303,752	318,203	14,451	603,036	636,406	33,370	261,960	527,767
5,004	0	<5,004>	8,372	0	<8,372>	5,008	11,220
327,695	267,408	<60,287>	526,472	461,165	<65,307>	178,562	366,840
636,451	585,611	<50,840>	1,137,881	1,097,571	<40,310>	445,531	905,827
9.8	10.6	0.7	11.5	12.1	0.6	6.4	8.5
154,916	154,415	<501>	281,050	307,500	26,450	123,089	226,671
18,733	8,359	<10,374>	40,243	25,743	<14,500>	10,899	30,480
7,449	8,105	656	14,911	16,210	1,299	7,957	15,527
15	17	2	29	54	25	15	30
1,371	700	<671>	3,976	3,900	<76>	1,299	1,318
299	300	1	598	950	352	299	598
15,187	8,560	<6,627>	17,941	12,760	<5,181>	12,007	13,280
42,369	43,833	1,464	58,791	78,211	19,420	30,441	48,996
685	685	0	1,370	1,370	0	700	1,400
0	0	0	<54>	0	54	<9>	<9>
29,697	42,417	12,720	34,979	75,263	40,284	33,574	54,126
<750>	<750>	0	<750>	<1,250>	<500>	<500>	<1,353>
40,010	40,000	<10>	140,013	140,000	<13>	707	111,686
3,942	2,495	<1,447>	7,814	5,115	<2,699>	3,803	5,675
96,786	104,123	7,337	168,126	157,788	<10,338>	101,258	157,187
<7,911>	0	7,911	1,393	0	<1,393>	<1,289>	<957>
2,209	53	<2,156>	2,543	114	<2,429>	1,139	3,609
184	0	<184>	184	0	<184>	407	681
660	750	90	1,240	1,500	260	1,007	1,007
<48>	0	48	98	0	<98>	0	561
8,867	8,466	<401>	12,742	16,932	4,190	11,600	17,602
5,123	0	<5,123>	14,666	0	<14,666>	13,507	24,721
771	0	<771>	1,367	0	<1,367>	1,186	1,435
30,932	30,800	<132>	31,132	31,000	<132>	49,730	54,285
134	0	<134>	380	0	<380>	229	1,451
0	2	2	0	4	4	0	0
24,925	22,800	<2,125>	24,499	22,800	<1,699>	13,579	13,828
476,556	476,130	<426>	859,281	895,964	36,683	416,634	783,836
1,113,007	1,061,741	<51,266>	1,997,162	1,993,535	<3,627>	862,165	1,689,663
965,545	744,928	220,617	1,279,124	937,844	341,280	1,181,177	1,367,537
66,104	53,201	<12,903>	144,268	121,458	<22,810>	47,183	89,607
209,823	220,724	10,901	365,557	427,286	61,729	221,678	420,678
120,220	134,725	14,505	207,488	262,472	54,985	136,541	255,104
82,422	83,256	834	127,359	164,831	37,472	62,947	121,530
153,355	160,795	7,440	250,287	304,831	54,544	170,418	296,686
145,626	133,210	<12,416>	240,477	234,888	<5,589>	111,078	206,881
28,073	20,423	<7,650>	55,404	46,437	<8,967>	20,058	41,883
49,508	55,353	5,845	98,998	110,706	11,708	49,264	98,527
855,130	861,687	6,557	1,489,837	1,672,909	183,072	819,167	1,530,897
110,414	<116,759>	227,173	<210,713>	<735,065>	524,352	362,010	<163,360>





LICENSING & SERVICES  
INCOME STATEMENT

SEP. 02(08/27/23-09/30/23)			FISCAL YEAR 23-24			FISCAL YEAR 22-23	
CURRENT MONTH			YTD 2 MO(07/30/23-09/30/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
9,675	17,100	<7,425>	11,500	20,900	<9,400>	16,500	19,725
9,675	17,100	<7,425>	11,500	20,900	<9,400>	16,500	19,725
101	0	<101>	101	0	<101>	0	0
9,574	17,100	<7,526>	11,399	20,900	<9,501>	16,500	19,725
99.0	100.0	<1.0>	99.1	100.0	<0.9>	100.0	100.0
99.0	100.0	<1.0>	99.1	100.0	<0.9>	100.0	100.0
323,495	309,125	14,370	706,303	693,459	12,844	253,328	620,725
144,450	136,867	7,583	282,943	274,024	8,919	126,304	250,926
19,240	19,240	0	38,480	38,480	0	18,819	37,638
13,636	99,333	<85,697>	24,772	198,666	<173,894>	20,000	30,000
500,821	564,565	<63,744>	1,052,498	1,204,629	<152,131>	418,451	939,289
510,395	581,665	<71,270>	1,063,897	1,225,529	<161,632>	434,951	959,014
43,881	50,061	6,180	77,048	100,119	23,071	43,924	87,848
0	833	833	0	1,666	1,666	0	0
43,881	50,894	7,013	77,048	101,785	24,737	43,924	87,848
453.6	297.6	<155.9>	670.0	487.0	<183.0>	266.2	445.4
22,794	22,831	37	33,620	45,645	12,025	21,538	43,564
24	350	326	36	700	664	132	489
392	470	78	782	940	158	468	932
39	100	61	101	200	99	0	0
3,500	31,000	27,500	4,000	32,000	28,000	881	881
0	0	0	600	0	<600>	0	0
50	775	725	50	1,550	1,500	50	50
1,333	4,600	3,267	2,667	9,200	6,533	1,333	2,667
0	7,050	7,050	0	7,600	7,600	0	1,188
12,474	10,000	<2,474>	14,974	22,000	7,026	4,115	4,115
0	100	100	0	200	200	0	0
9,846	1,250	<8,596>	9,846	2,500	<7,346>	3,421	3,421
2,917	5,217	2,300	5,833	10,434	4,601	1,435	1,435
0	1,750	1,750	0	3,500	3,500	0	0
0	5,133	5,133	0	10,266	10,266	3,800	3,800
<369>	0	369	<334>	0	334	4,051	4,051
29,086	30,080	994	66,533	67,680	1,147	23,334	59,226
108,910	103,911	<4,999>	251,847	245,916	<5,931>	85,894	220,772
190,994	224,617	33,623	390,555	460,331	69,776	150,452	346,591
234,876	275,511	40,635	467,604	562,116	94,512	194,376	434,439
275,520	306,154	<30,634>	596,294	663,413	<67,119>	240,576	524,575
4,558	4,624	66	9,728	13,164	3,436	4,652	8,700
14,953	21,238	6,285	37,145	56,254	19,109	12,658	38,966
9,128	13,739	4,611	22,733	36,764	14,031	8,266	24,756
6,258	8,490	2,232	13,264	23,193	9,929	3,811	11,959
11,644	16,397	4,753	26,755	42,357	15,602	10,317	27,879
65,117	59,291	<5,826>	107,529	104,485	<3,044>	49,652	92,477
12,553	9,130	<3,423>	24,774	20,760	<4,014>	8,966	18,722
1,581	6,256	4,675	3,161	12,512	9,351	1,431	2,831
125,792	139,165	13,373	245,088	309,489	64,401	99,753	226,289
149,728	166,989	<17,261>	351,205	353,924	<2,719>	140,822	298,286

UCLA STUDENT UNION  
INCOME STATEMENT

SEP. 02(08/27/23-09/30/23)			FISCAL YEAR 23-24			FISCAL YEAR 22-23	
CURRENT MONTH			YTD 2 MO(07/30/23-09/30/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
55,898	54,496	1,402	213,175	149,559	63,616	38,969	140,323
7,077	16,789	<9,712>	13,270	26,810	<13,540>	14,536	23,213
62,975	71,285	<8,310>	226,444	176,369	50,075	53,506	163,536
9,967	16,420	6,453	15,975	26,220	10,245	14,773	23,095
17,365	12,438	<4,927>	34,730	26,966	<7,764>	10,016	33,598
27,332	28,858	1,526	50,705	53,186	2,481	24,788	56,693
43.4	40.5	<2.9>	22.4	30.2	7.8	46.3	34.7
35,643	42,427	<6,784>	175,740	123,183	52,557	28,717	106,843
56.6	59.5	<2.9>	77.6	69.8	7.8	53.7	65.3
68.9	77.2	<8.3>	83.7	82.0	1.7	74.3	76.1
<40.8>	2.2	<43.0>	<20.4>	2.2	<22.6>	<1.6>	0.5
1,495,607	110,000	1,385,607	3,740,040	110,000	3,630,040	0	0
0	0	0	0	0	0	15,086	32,586
800	650	150	765	1,000	<235>	575	975
26,427	17,680	8,747	32,483	19,712	12,771	33,998	39,114
2,706	3,137	<431>	3,844	5,082	<1,238>	2,728	4,353
1,525,540	131,467	1,394,073	3,777,132	135,794	3,641,338	52,387	77,028
1,561,183	173,894	1,387,289	3,952,872	258,977	3,693,895	81,105	183,871
37,488	54,562	17,074	79,152	109,124	29,972	28,607	55,999
9,350	4,400	<4,950>	21,115	8,800	<12,315>	0	0
21,323	27,987	6,664	37,429	50,065	12,636	21,453	39,914
68,161	86,949	18,788	137,695	167,989	30,294	50,060	95,914
108.2	122.0	13.7	60.8	95.3	34.4	93.6	58.7
35.8	33.1	<2.7>	20.1	23.0	3.0	36.1	20.7
19,044	26,342	7,298	41,745	52,497	10,752	12,269	28,881
791	847	56	2,466	1,598	<868>	2,471	3,529
2,165	3,235	1,070	4,300	6,470	2,170	2,875	4,947
2,400	2,400	0	2,400	2,400	0	3,422	3,422
745	0	<745>	745	0	<745>	0	0
855	1,000	145	1,777	1,000	<777>	<38>	503
21,987	9,348	<12,639>	50,394	26,949	<23,445>	12,806	32,606
14,329	11,492	<2,837>	19,695	12,812	<6,883>	21,041	23,859
0	200	200	0	200	200	0	0
0	750	750	0	750	750	0	0
1,525	1,988	463	1,525	2,373	848	384	584
181	180	<1>	181	360	179	176	347
2,949	5,974	3,025	7,113	10,981	3,868	1,922	9,648
292	884	592	592	1,598	1,006	471	838
0	150	150	0	300	300	<28>	<35>
74,000	0	<74,000>	74,000	0	<74,000>	0	0
15,417	15,417	0	30,834	30,834	0	11,563	23,126
9,594	15,912	6,318	10,883	17,777	6,894	8,518	9,621
166,274	96,119	<70,155>	248,650	168,899	<79,751>	77,850	141,876
234,435	183,068	<51,367>	386,346	336,888	<49,458>	127,910	237,790
1,326,748	<9,174>	1,335,922	3,566,526	<77,911>	3,644,437	<46,805>	<53,919>
7,079	7,899	820	17,919	21,499	3,580	5,301	9,528
46,531	7,403	<39,128>	143,357	13,119	<130,238>	3,082	9,842
28,404	4,789	<23,615>	87,764	8,547	<79,217>	2,012	6,250
19,474	2,959	<16,515>	50,041	5,359	<44,682>	928	3,022
36,233	5,716	<30,517>	102,167	9,954	<92,213>	2,512	7,025
80,090	72,915	<7,175>	132,255	128,493	<3,762>	60,643	112,947
15,439	11,229	<4,210>	30,470	25,533	<4,937>	10,951	22,866
19,545	23,556	4,011	38,974	47,112	8,138	20,968	41,912
252,795	136,466	<116,329>	602,946	259,616	<343,330>	106,397	213,391
1,073,953	<145,640>	1,219,593	2,963,580	<337,527>	3,301,107	<153,202>	<267,309>

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

SEP. 02(08/27/23-09/30/23)			FISCAL YEAR 23-24			FISCAL YEAR 22-23	
CURRENT MONTH			YTD 2 MO(07/30/23-09/30/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
450,665	459,352	8,687	894,360	918,703	24,343	401,919	781,248
705	850	145	7,138	2,435	<4,703>	17,173	28,098
45,960	43,925	<2,035>	74,999	87,464	12,465	28,479	53,471
497,330	504,127	6,797	976,496	1,008,602	32,106	447,571	862,818
5.0	6.4	1.4	5.7	7.7	2.0	5.1	6.2
0	0	0	0	515	515	0	500
2,655	500	<2,155>	3,399	1,000	<2,399>	644	1,356
207,648	219,363	11,715	417,781	438,720	20,939	179,753	348,555
8,545	10,098	1,553	13,861	15,970	2,109	16,887	20,617
6,173	6,216	43	11,797	12,809	1,012	5,700	11,760
415	417	2	806	867	61	420	833
5,913	5,061	<852>	12,572	14,121	1,549	79	574
171	761	590	755	977	222	739	950
5,265	1,300	<3,965>	14,976	12,300	<2,676>	752	4,120
<622>	5,504	6,126	<398>	10,808	11,206	1,054	6,698
675	1,318	643	1,800	2,636	836	3,581	3,581
12,414	1,000	<11,414>	58,012	51,000	<7,012>	3,558	4,813
0	2,057	2,057	0	2,057	2,057	1,997	1,997
107	100	<7>	143	625	482	29	530
316	600	284	1,304	1,200	<104>	1,988	1,988
942	500	<442>	942	1,000	58	0	300
0	<167>	<167>	422	<317>	<739>	<162>	<362>
111	206	95	195	412	217	<1,774>	1,212
2,561	2,600	39	5,515	5,200	<315>	3,423	5,957
4,385	7,338	2,953	9,326	14,676	5,350	390	390
9,347	6,835	<2,512>	19,456	17,840	<1,616>	6,577	16,636
2,519	6,285	3,766	5,164	12,570	7,406	1,236	4,022
13,590	16,239	2,649	28,578	32,478	3,900	14,734	18,943
0	195	195	0	390	390	0	0
3,500	3,500	0	6,900	6,900	0	2,500	5,000
<15>	42	57	<314>	84	398	4	6
53,795	48,000	<5,795>	107,591	96,000	<11,591>	42,245	83,938
33,064	18,334	<14,730>	42,428	36,667	<5,761>	11,427	27,854
1,301	1,302	1	2,602	2,603	1	1,264	2,528
8,974	8,974	0	17,948	17,948	0	8,879	17,758
2,157	1,500	<657>	3,684	2,500	<1,184>	12,156	16,925
10,000	10,000	0	20,000	20,000	0	8,751	17,502
46,138	42,262	<3,876>	90,295	84,524	<5,771>	41,760	79,104
14,333	13,500	<833>	27,373	23,500	<3,873>	12,547	20,237
711	500	<211>	711	1,000	289	339	597
3,077	3,390	313	6,434	6,845	411	3,291	6,646
4,928	5,356	428	9,856	10,712	856	5,090	8,962
25,000	25,000	0	50,000	50,000	0	17,750	34,416
4,926	4,926	0	9,780	9,781	2	4,783	9,495
8,654	8,654	0	17,308	17,308	0	8,402	16,804
5,687	3,500	<2,187>	5,948	7,000	1,052	3,204	6,404
509,361	493,066	<16,295>	1,024,950	1,043,226	18,276	425,997	810,146
1,006,691	997,193	<9,498>	2,001,446	2,051,828	50,382	873,568	1,672,963
33,864	30,768	<3,096>	55,921	54,203	<1,718>	26,498	49,352
6,528	4,749	<1,779>	12,884	10,799	<2,085>	4,785	9,991
24,617	31,215	6,598	49,161	62,430	13,269	22,417	44,701
65,009	66,732	1,723	117,966	127,432	9,466	53,700	104,045
1,071,700	1,063,925	<7,775>	2,119,413	2,179,260	59,848	927,268	1,777,008
<968,688>	<956,497>	12,191	<1,911,119>	<1,964,204>	<53,085>	<840,577>	<1,598,442>
<54,305>	<54,305>	0	<108,943>	<108,946>	<3>	<44,109>	<88,574>
<4,772>	<4,772>	0	<9,581>	<9,581>	0	<3,998>	<8,090>
<43,935>	<48,351>	<4,416>	<89,770>	<96,529>	<6,759>	<38,584>	<81,902>
<1,071,700>	<1,063,925>	7,775	<2,119,412>	<2,179,260>	<59,848>	<927,268>	<1,777,008>
0	0	<0>	0	0	<0>	0	0

FACILITIES  
EXPENSE STATEMENT

SEP. 02(08/27/23-09/30/23)			FISCAL YEAR 23-24			FISCAL YEAR 22-23	
CURRENT MONTH			YTD 2 MO(07/30/23-09/30/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
237,783	229,779	<8,004>	407,471	392,554	<14,917>	181,555	333,514
2,830	9,911	7,081	3,463	17,840	14,377	730	4,219
4,711	2,146	<2,565>	5,822	3,578	<2,244>	924	1,609
<5,716>	<825>	4,891	<7,602>	<1,585>	6,017	0	<1,240>
<9,999>	<10,427>	<428>	<21,937>	<20,464>	1,473	<9,837>	<19,863>
<10,255>	<3,000>	7,255	<11,348>	<6,000>	5,348	<2,666>	<2,666>
219,354	227,584	8,230	375,870	385,923	10,053	170,706	315,574
143,355	135,541	<7,814>	242,826	230,630	<12,196>	101,200	187,038
150	190	40	819	480	<339>	61	<749>
762	995	233	1,683	1,990	307	802	1,861
799	2,500	1,701	799	4,000	3,201	0	0
0	0	0	0	250	250	0	0
5,875	5,550	<325>	9,284	11,100	1,816	9,166	14,822
9.3	7.8	<1.5>	4.1	6.3	2.2	17.1	9.1
3,232	3,420	188	4,990	6,840	1,850	4,910	8,527
1,728	1,675	<53>	2,120	3,275	1,155	2,721	5,095
454	525	71	866	1,030	164	882	1,225
23,257	30,400	7,143	17,188	56,300	39,112	25,792	49,876
10,599	5,150	<5,449>	18,042	10,300	<7,742>	3,164	8,933
1,114	300	<814>	1,177	600	<577>	185	185
<85>	400	485	482	2,800	2,318	<113>	748
1,422	0	<1,422>	2,002	1,500	<502>	9	<3,138>
6,900	7,300	400	10,687	10,300	<387>	10,540	14,314
20,631	10,490	<10,141>	30,615	22,840	<7,775>	4,650	15,347
3,414	3,250	<164>	7,422	7,300	<122>	3,213	7,630
4,433	590	<3,843>	5,936	1,430	<4,506>	407	561
0	<45,765>	<45,765>	0	<79,683>	<79,683>	0	0
228,039	162,511	<65,528>	356,939	293,282	<63,657>	167,589	312,275
447,393	390,095	<57,298>	732,808	679,205	<53,603>	338,295	627,848
31,895	46,763	14,868	63,129	93,526	30,397	29,288	58,410
31,895	46,763	14,868	63,129	93,526	30,397	29,288	58,410
479,288	436,858	<42,430>	795,937	772,731	<23,206>	367,583	686,259
<417,754>	<380,975>	36,779	<689,850>	<671,508>	18,342	<317,868>	<592,027>
<9,610>	<9,610>	0	<19,220>	<19,220>	0	<8,585>	<17,170>
<3,226>	<3,518>	<292>	<6,452>	<7,036>	<584>	<3,322>	<6,644>
<14,833>	<11,987>	2,846	<24,494>	<20,764>	3,730	<11,311>	<21,066>
<33,864>	<30,768>	3,096	<55,921>	<54,203>	1,718	<26,498>	<49,352>
<479,288>	<436,858>	42,430	<795,937>	<772,731>	23,206	<367,583>	<686,259>
0	0	<0>	0	0	<0>	<0>	<0>

UTILITIES  
EXPENSE STATEMENT

SEP. 02(08/27/23-09/30/23)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
23,341	21,420	<1,921>	Chiller Water
45,176	40,245	<4,931>	Elec-Non Air Cond.
9,675	6,924	<2,751>	Water-Non Air Cond.
1,940	3,368	1,428	Steam-Non Air Cond.
12,652	4,395	<8,257>	Gas
0	<8,017>	<8,017>	UCLA Cost Sharing
92,784	68,335	<24,449>	TOTAL OTHER CONTROL.
92,784	68,335	<24,449>	TOTAL CONTROLLABLE EXP
<80,532>	<58,578>	21,954	Allocated-Svs and Ent
<2,144>	<2,144>	0	Allocated-USAC
<720>	<784>	<64>	Allocated-GSA
<2,859>	<2,080>	779	Allocated-Comm Board
<6,528>	<4,749>	1,779	Allocated-A & SS
<92,784>	<68,335>	24,449	TOTAL OTHER
0	0	<0>	TOTAL EXPENSE

FISCAL YEAR 23-24			FISCAL YEAR 22-23	
YTD 2 MO(07/30/23-09/30/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
59,703	49,871	<9,832>	25,861	44,848
96,361	92,021	<4,340>	35,428	76,862
6,880	14,913	8,033	<397>	5,549
1,657	6,599	4,942	742	4,176
18,589	9,310	<9,279>	5,442	8,375
0	<18,135>	<18,135>	0	0
183,190	154,579	<28,611>	67,076	139,810
183,190	154,579	<28,611>	67,076	139,810
<158,935>	<133,195>	25,740	<57,399>	<119,854>
<4,288>	<4,288>	0	<2,055>	<4,110>
<1,440>	<1,568>	<128>	<795>	<1,590>
<5,643>	<4,729>	914	<2,042>	<4,265>
<12,884>	<10,799>	2,085	<4,785>	<9,991>
<183,190>	<154,579>	28,611	<67,076>	<139,810>
0	0	<0>	0	0