

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

May (04/30/23 - 05/27/23)

**Prepared
June 14, 2023**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

MAY (04/30/23 - 05/27/23)										FY 21-22		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
4,366		3,769		597	15.8%	615	16.4%	3,751				GROSS INCOME
1,838		2,043		(205)	(10.0%)	139	8.2%	1,699				UCLA Store
560		675		(115)	(17.0%)	(94)	(14.4%)	654				UCLA Restaurants
145		172		(27)	(15.7%)	(97)	(40.1%)	242				Licensing & Services
												UCLA Student Union
6,909		6,659		250	3.8%	563	8.9%	6,346				TOTAL
												GROSS MARGIN
1,525	34.9%	1,283	34.0%	242	Pts.	293	Pts.	1,232	32.8%			UCLA Store
1,322	71.9%	1,433	70.1%	(111)	1.8	116	0.9	1,206	71.0%			UCLA Restaurants
560	100.0%	674	99.9%	(114)	0.1	(94)	0.0	654	100.0%			Licensing & Services
125	86.2%	140	81.4%	(15)	4.8	(83)	0.2	208	86.0%			UCLA Student Union
3,532	51.1%	3,530	53.0%	2	(1.9)	232	(0.9)	3,300	52.0%			TOTAL
												WAGES & BENEFITS
704	16.1%	663	17.6%	(41)	1.5	(99)	0.0	605	16.1%			UCLA Store
889	48.4%	884	43.3%	(5)	(5.1)	(104)	(2.2)	785	46.2%			UCLA Restaurants
47	8.4%	72	10.7%	25	2.3	22	2.2	69	10.6%			Licensing & Services
76	52.4%	98	57.0%	22	4.6	(5)	(23.1)	71	29.3%			UCLA Student Union
1,716	24.8%	1,717	25.8%	1	1.0	(186)	(0.7)	1,530	24.1%			TOTAL
												OTHER CONTROLLABLES
173	4.0%	133	3.5%	(40)	(0.5)	71	2.5	244	6.5%			UCLA Store
153	8.3%	219	10.7%	66	2.4	11	1.4	164	9.7%			UCLA Restaurants
147	26.3%	197	29.2%	50	2.9	35	1.5	182	27.8%			Licensing & Services
86	59.3%	88	51.2%	2	(8.1)	12	(18.8)	98	40.5%			UCLA Student Union
559	8.1%	637	9.6%	78	1.5	129	2.7	688	10.8%			TOTAL
												CONTRIBUTION
649	14.9%	487	12.9%	162	2.0	266	4.7	383	10.2%			UCLA Store
279	15.2%	330	16.2%	(51)	(1.0)	21	0.0	258	15.2%			UCLA Restaurants
366	65.4%	406	60.1%	(40)	5.3	(36)	3.9	402	61.5%			Licensing & Services
(36)	(24.8%)	(46)	(26.7%)	10	1.9	(76)	(41.3)	40	16.5%			UCLA Student Union
1,258	18.2%	1,177	17.7%	81	0.5	175	1.1	1,083	17.1%			TOTAL
												ALLOCATED EXPENSES
846	12.2%	836	12.6%	(10)	0.4	(145)	(1.2)	701	11.0%			Admin&Support Services
238	3.4%	249	3.7%	11	0.3	40	1.0	278	4.4%			Facilities
47	0.7%	66	1.0%	19	0.3	13	0.2	60	0.9%			Utilities
170	2.5%	202	3.0%	32	0.5	(3)	0.1	167	2.6%			Depreciation
1,301	18.8%	1,353	20.3%	52	1.5	(95)	0.2	1,206	19.0%			TOTAL
												NET INCOME (LOSS)
(43)	(0.6%)	(176)	(2.6%)	133	2.0	80	1.3	(123)	(1.9%)			FROM OPERATIONS
												OTHER INC/(EXP)
8	0.1%	2	0.0%	6	0.1	0	0.0	8	0.1%			Non-Recurrent Inc/(Exp)
60	0.9%	18	0.3%	42	0.6	46	0.7	14	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
301	4.4%	266	4.0%	35	0.4	18	(0.1)	283	4.5%			Student Union Fee Income
355	5.1%	272	4.1%	83	1.0	68	0.6	287	4.5%			TOTAL
312	4.5%	96	1.4%	216	3.1	148	1.9	164	2.6%			NET INCOME (LOSS)

FISCAL YEAR 2022-2023										FY 21-22		
YTD 10 MONTHS (07/31/22 - 05/27/23)										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
38,903		37,432		1,471	3.9%	5,938	18.0%	32,965				GROSS INCOME
14,487		18,274		(3,787)	(20.7%)	4,267	41.8%	10,220				UCLA Store
5,504		5,855		(351)	(6.0%)	169	3.2%	5,335				UCLA Restaurants
1,057		2,716		(1,659)	(61.1%)	(311)	(22.7%)	1,368				Licensing & Services
												UCLA Student Union
59,951		64,277		(4,326)	(6.7%)	10,063	20.2%	49,888				TOTAL
												GROSS MARGIN
13,231	34.0%	12,697	33.9%	534	Pts.	2,246	Pts.	10,985	33.3%			UCLA Store
10,295	71.1%	12,870	70.4%	(2,575)	0.7	3,123	0.9	7,172	70.2%			UCLA Restaurants
5,504	100.0%	5,849	99.9%	(345)	0.1	170	0.0	5,334	100.0%			Licensing & Services
796	75.3%	2,365	87.1%	(1,569)	(11.8)	(378)	(10.5)	1,174	85.8%			UCLA Student Union
29,826	49.8%	33,781	52.6%	(3,955)	(2.8)	5,161	0.4	24,665	49.4%			TOTAL
												WAGES & BENEFITS
6,707	17.2%	6,544	17.5%	(163)	0.3	(829)	0.6	5,878	17.8%			UCLA Store
8,232	56.8%	8,752	47.9%	(520)	(8.9)	(1,209)	11.9	7,023	68.7%			UCLA Restaurants
555	10.1%	717	12.2%	162	2.1	97	2.1	652	12.2%			Licensing & Services
761	72.0%	970	35.7%	209	(36.3)	(150)	(27.3)	611	44.7%			UCLA Student Union
16,255	27.1%	16,983	26.4%	728	(0.7)	(2,091)	1.3	14,164	28.4%			TOTAL
												OTHER CONTROLLABLES
1,924	4.9%	1,760	4.7%	(164)	(0.2)	(67)	0.7	1,857	5.6%			UCLA Store
1,594	11.0%	2,013	11.0%	419	0.0	(249)	2.2	1,345	13.2%			UCLA Restaurants
1,747	31.7%	1,798	30.7%	51	(1.0)	(20)	0.7	1,727	32.4%			Licensing & Services
581	55.0%	607	22.3%	26	(32.7)	(95)	(19.5)	486	35.5%			UCLA Student Union
5,846	9.8%	6,178	9.6%	332	(0.2)	(431)	1.1	5,415	10.9%			TOTAL
												CONTRIBUTION
4,600	11.8%	4,392	11.7%	208	0.1	1,349	1.9	3,251	9.9%			UCLA Store
469	3.2%	2,105	11.5%	(1,636)	(8.3)	1,665	14.9	(1,196)	(11.7%)			UCLA Restaurants
3,202	58.2%	3,335	57.0%	(133)	1.2	247	2.8	2,955	55.4%			Licensing & Services
(546)	(51.7%)	788	29.0%	(1,334)	(80.7)	(623)	(57.3)	77	5.6%			UCLA Student Union
7,725	12.9%	10,620	16.5%	(2,895)	(3.6)	2,638	2.7	5,087	10.2%			TOTAL
												ALLOCATED EXPENSES
7,964	13.3%	7,991	12.4%	27	(0.9)	(1,093)	0.5	6,871	13.8%			Admin&Support Services
2,787	4.6%	2,727	4.2%	(60)	(0.4)	9	1.0	2,796	5.6%			Facilities
574	1.0%	647	1.0%	73	0.0	(55)	0.0	519	1.0%			Utilities
1,702	2.8%	2,022	3.1%	320	0.3	(26)	0.6	1,676	3.4%			Depreciation
13,027	21.7%	13,387	20.8%	360	(0.9)	(1,165)	2.1	11,862	23.8%			TOTAL
												NET INCOME (LOSS)
(5,302)	(8.8%)	(2,767)	(4.3%)	(2,535)	(4.5)	1,473	4.8	(6,775)	(13.6%)			FROM OPERATIONS
												OTHER INC/(EXP)
245	0.4%	20	0.0%	225	0.4	(744)	(1.6)	989	2.0%			Non-Recurrent Inc/(Exp)
457	0.8%	179	0.3%	278	0.5	379	0.6	78	0.2%			Interest Income
(140)	(0.2%)	(140)	(0.2%)	0	0.0	40	0.2	(180)	(0.4%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
2,693	4.5%	2,658	4.1%	35	0.4	67	(0.8)	2,626	5.3%			Student Union Fee Income
3,255	5.4%	2,717	4.2%	538	1.2	(258)	(1.6)	3,513	7.0%			TOTAL
(2,047)	(3.4%)	(50)	(0.1%)	(1,997)	(3.3)	1,215	3.1	(3,262)	(6.5%)			NET INCOME (LOSS)

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

MAY (04/30/23 - 05/27/23)										FY 21-22		FISCAL YEAR 2022-2023										FY 21-22	
CURRENT MONTH										**		YTD 10 MONTHS (07/31/22 - 05/27/23)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
4,366		3,769		597	15.8%	615	16.4%	3,751				38,903		37,432		1,471	3.9%	5,938	18.0%	32,965			
1,838		2,043		(205)	(10.0%)	139	8.2%	1,699				14,487		18,274		(3,787)	(20.7%)	4,267	41.8%	10,220			
560		675		(115)	(17.0%)	(94)	(14.4%)	654				5,504		5,855		(351)	(6.0%)	169	3.2%	5,335			
145		172		(27)	(15.7%)	(97)	(40.1%)	242				1,057		2,716		(1,659)	(61.1%)	(311)	(22.7%)	1,368			
6,909		6,659		250	3.8%	563	8.9%	6,346				59,951		64,277		(4,326)	(6.7%)	10,063	20.2%	49,888			
1,525	34.9%	1,283	34.0%	242	Pts.	293	Pts.	1,232	32.8%			13,231	34.0%	12,697	33.9%	534	Pts.	2,246	Pts.	10,985	33.3%		
1,322	71.9%	1,433	70.1%	(111)	1.8	116	0.9	1,206	71.0%			10,295	71.1%	12,870	70.4%	(2,575)	0.7	3,123	0.9	7,172	70.2%		
560	100.0%	674	99.9%	(114)	0.1	(94)	0.0	654	100.0%			5,504	100.0%	5,849	99.9%	(345)	0.1	170	0.0	5,334	100.0%		
125	86.2%	140	81.4%	(15)	4.8	(83)	0.2	208	86.0%			796	75.3%	2,365	87.1%	(1,569)	(11.8)	(378)	(10.5)	1,174	85.8%		
3,532	51.1%	3,530	53.0%	2	(1.9)	232	(0.9)	3,300	52.0%			29,826	49.8%	33,781	52.6%	(3,955)	(2.8)	5,161	0.4	24,665	49.4%		
877	20.1%	796	21.1%	(81)	1.0	(28)	2.5	849	22.6%			8,630	22.2%	8,305	22.2%	(325)	0.0	(896)	1.3	7,734	23.5%		
1,043	56.7%	1,103	54.0%	60	(2.7)	(94)	(0.8)	949	55.9%			9,826	67.8%	10,765	58.9%	939	(8.9)	(1,458)	14.1	8,368	81.9%		
194	34.6%	268	39.7%	74	5.1	58	3.9	252	38.5%			2,302	41.8%	2,515	43.0%	213	1.2	77	2.8	2,379	44.6%		
162	111.7%	186	108.1%	24	(3.6)	7	(41.9)	169	69.8%			1,342	127.0%	1,578	58.1%	236	(68.9)	(245)	(46.8)	1,097	80.2%		
2,276	32.9%	2,353	35.3%	77	2.4	(57)	2.1	2,219	35.0%			22,100	36.9%	23,163	36.0%	1,063	(0.9)	(2,522)	2.3	19,578	39.2%		
649	14.9%	487	12.9%	162	2.0	266	4.7	383	10.2%			4,600	11.8%	4,392	11.7%	208	0.1	1,349	1.9	3,251	9.9%		
279	15.2%	330	16.2%	(51)	(1.0)	21	0.0	258	15.2%			469	3.2%	2,105	11.5%	(1,636)	(8.3)	1,665	14.9	(1,196)	(11.7%)		
366	65.4%	406	60.1%	(40)	5.3	(36)	3.9	402	61.5%			3,202	58.2%	3,335	57.0%	(133)	1.2	247	2.8	2,955	55.4%		
(36)	(24.8%)	(46)	(26.7%)	10	1.9	(76)	(41.3)	40	16.5%			(546)	(51.7%)	788	29.0%	(1,334)	(80.7)	(623)	(57.3)	77	5.6%		
1,258	18.2%	1,177	17.7%	81	0.5	175	1.1	1,083	17.1%			7,725	12.9%	10,620	16.5%	(2,895)	(3.6)	2,638	2.7	5,087	10.2%		
687	15.7%	646	17.1%	(41)	1.4	(96)	0.1	591	15.8%			6,835	17.6%	6,434	17.2%	(401)	(0.4)	(580)	1.4	6,255	19.0%		
408	22.2%	461	22.6%	53	0.4	(29)	0.1	379	22.3%			3,900	26.9%	4,392	24.0%	492	(2.9)	(644)	5.0	3,256	31.9%		
110	19.6%	133	19.7%	23	0.1	13	(0.8)	123	18.8%			1,260	22.9%	1,279	21.8%	19	(1.1)	34	1.4	1,294	24.3%		
96	66.2%	113	65.7%	17	(0.5)	17	(19.5)	113	46.7%			1,032	97.6%	1,282	47.2%	250	(50.4)	25	(20.3)	1,057	77.3%		
1,301	18.8%	1,353	20.3%	52	1.5	(95)	0.2	1,206	19.0%			13,027	21.7%	13,387	20.8%	360	(0.9)	(1,165)	2.1	11,862	23.8%		
(38)	(0.6%)	(160)	(2.4%)	122	1.8	169	2.7	(207)	(3.3%)			(2,235)	(3.7%)	(2,041)	(3.2%)	(194)	(0.5)	769	2.3	(3,004)	(6.0%)		
(129)	(1.9%)	(130)	(2.0%)	1	0.1	(8)	0.0	(121)	(1.9%)			(3,430)	(5.7%)	(2,286)	(3.6%)	(1,144)	(2.1)	1,022	3.2	(4,452)	(8.9%)		
256	3.7%	273	4.1%	(17)	(0.4)	(23)	(0.7)	279	4.4%			1,941	3.2%	2,055	3.2%	(114)	0.0	280	(0.1)	1,661	3.3%		
(132)	(1.9%)	(159)	(2.4%)	27	0.5	(58)	(0.7)	(74)	(1.2%)			(1,578)	(2.6%)	(495)	(0.8%)	(1,083)	(1.8)	(598)	(0.6)	(980)	(2.0%)		
(43)	(0.6%)	(176)	(2.6%)	133	2.0	80	1.3	(123)	(1.9%)			(5,302)	(8.8%)	(2,767)	(4.3%)	(2,535)	(4.5)	1,473	4.8	(6,775)	(13.6%)		
8	0.1%	2	0.0%	6	0.1	0	0.0	8	0.1%			245	0.4%	20	0.0%	225	0.4	(744)	(1.6)	989	2.0%		
60	0.9%	18	0.3%	42	0.6	46	0.7	14	0.2%			457	0.8%	179	0.3%	278	0.5	379	0.6	78	0.2%		
(14)	(0.2%)	(14)	(0.2%)	0	0.0	4	0.1	(18)	(0.3%)			(140)	(0.2%)	(140)	(0.2%)	0	0.0	40	0.2	(180)	(0.4%)		
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%		
301	4.4%	266	4.0%	35	0.4	18	(0.1)	283	4.5%			2,693	4.5%	2,658	4.1%	35	0.4	67	(0.8)	2,626	5.3%		
355	5.1%	272	4.1%	83	1.0	68	0.6	287	4.5%			3,255	5.4%	2,717	4.2%	538	1.2	(258)	(1.6)	3,513	7.0%		
312	4.5%	96	1.4%	216	3.1	148	1.9	164	2.6%			(2,047)	(3.4%)	(50)	(0.1%)	(1,997)	(3.3)	1,215	3.1	(3,262)	(6.5%)		

ASUCLA
P/L Reconciliation
May-23

<i>Financial Analysis</i>		\$000's
		May-23
Budgeted Net Income/(Loss)		96
UCLA Store		
Gross Margin:		
Bearwear above plan due to strong sales from Bruin Transfer , one-day spirit sale and successful sports programs such as softball and baseball	125	
Fastrack below plan due to the reduction of products (will soon be replaced by gifts and items bearing the UCLA logo)	(17)	
Campus Portrait Studio below plan: less traffic based on yearbook department restrictions and reduced CPS Express expansion orders	(20)	
Market above plan due to increased foot traffic from new product assortment, accepting EBT and ResHall Meal vouchers and successful social media and branding campaigns	33	
E-Commerce below plan due to shift of business to in-person purchases	(41)	
Course Reader Solutns above plan: spring department orders higher than expected due to increased outreach efforts	26	
Bookzone above plan due to the annual Grad School of Education order of math books (timing related as budget is in June)	42	
HSS Dental above plan mostly related to cost of sales data (in review by management)	38	
Hilltop above plan due to increased traffic from the resident hall food voucher program	63	
Total Wages above plan (mostly student)	(35)	
Other, negative controllables	(52)	
Total Contribution		162
UCLA Restaurants		
Gross Margin:		
Wetzel's above plan: mostly correction for past month sales	31	
Panda above plan due to popularity for this brand and increasing customer trends in Ackerman this month	12	
Northern Lights ahead of plan due to increasing customer trends for several areas across campus and new marketing campaigns	12	
Anderson Cafe ahead of plan due to increasing customer trends for several areas across campus and new marketing campaigns	48	
CSSC below plan due to the delay in opening the new menu concept	(12)	
ScrubJay Cafe below plan: initial sales expectations lower than projected (no history for first budget)	(31)	
South Cafe 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	(17)	
Cafe 451 below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized	(17)	
Jimmy's below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized	(23)	
Catering below plan: assumption of growth this year has not yet fully materialized	(33)	
Concession above plan: one extra softball game and the USA Track & Filed Grand Prix was as not budgeted	16	
Total Wages below plan	9	
Other, positive controllables (\$52K) slightly offset by various gross margin variances	15	
Total Contribution		(51)
Licensing & Services		
Gross Margin:		
Licensing Foreign below plan: lower overall sales	(65)	
Licensing Domestic above plan as Amazon and Fanatics is driving growth	28	
Licensing Campus Sourcing below plan: fewer event/date specific items being purchased by internal campus departments	(18)	
Leased Ops ahead of plan: higher utility charges and new CSSC Wescom ATM	13	
Marketing Ventures below plan: level of new business has not been achieved	(74)	
Total Wages below plan	18	
Other, positive controllables mostly Licensing	58	
Total Contribution		(40)
UCLA Student Union		
Gross Margin:		
Event Services above plan due to increases in University events and student programming	37	
Student Union Ops. below plan mostly due to lower strategic funding opportunities	(52)	
Total Wages below plan	12	
Other, positive controllables	13	
Total Contribution		10
Allocated Expenses and Other		
A&SS slightly above plan	(10)	
Facilities below plan in various wage accounts and some unrealized cost sharing with UCLA	11	
Utilities below plan: decreased consumption and positive impact of retrofitting light fixtures to LED	19	
Depreciation below plan due to timing of capital expenditures	32	
Non-recurrent higher than plan	6	
Student Union Fees higher than plan	35	
Interest income higher than plan	42	
Total		135
Actual Net Income/(Loss)		312

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

<i>Financial Analysis</i>	\$000's
Budgeted Net Income/(Loss)	(50)
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	954
Graduation ETC. above plan due to an increase in retail purchases for undergraduate and graduate regalia	110
Campus Portrait Studio below plan due to less traffic due to yearbook deadlines	(133)
Market above plan: strong launching of CalFresh/EBT program, new food items and the redemption of marketing coupons for Joe N Go coffee	178
Essentials below plan due to a change in the materials and supplies students use, and some impact from the UAW strike	(100)
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	(298)
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)	(177)
Used Text below plan: impact of remote learning and strong transition to Inclusive Access titles reduced sales of traditional print textbooks	(153)
Custom Shop below plan due to less bulk orders and marked out slow sellers	(126)
HSS Dental above plan	120
Hilltop above plan: more visitors and expanded product selection	207
Total Wages above plan	(202)
Other, negative controllables (\$124K) and various negative gross margin variances	(172)
Total Contribution	208
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	(96)
Northern Lights below plan: location did not reopen until last week of September once Fall classes began	(39)
Anderson Café above plan due to increasing customer trends for several areas across campus and new marketing campaigns	167
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	(122)
Café Synapse below plan: expectation for rebound of customers around this area has not been realized	(142)
ScrubJay Café below plan: new operation opened January 25, 2023	(503)
South Café below plan: location will not go forward as planned	(579)
LuValle Food Servery below plan; the rebound to 2019 traffic and sales levels have not materialized and the negative impact of the UAW strike	(251)
Café 451 below plan as the assumption of rebound to 2019 traffic and sales levels have not materialized	(116)
Jimmy's below plan as the assumption of rebound to 2019 traffic and sales has not occurred	(172)
Cooperage below plan: summer traffic less than previous years, some summer classes virtual rather than in person, and closed buildings due to hot weather	(29)
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	(138)
Catering below plan: assumption of growth this year has not yet fully materialized, and Basic Needs Committee cancelled/postponed meals for food insecurity	(603)
Concessions above plan: higher attendance related to MBB, Softball and Gymnastics	175
Total Wages lower than plan (mostly student)	483
Other, positive controllables (\$456K) slightly offset by various negative gross margin variances	329
Total Contribution	(1,636)
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	829
Licensing Foreign below plan: overall lower sales than expected and early receipts in prior months	(383)
Licensing Campus Sourcing below plan due to less campus product requests	(109)
Leased Ops above plan: mostly higher utilities	66
Marketing Ventures below plan due to the delay in LED project and anticipated new business not yet achieved	(747)
Total Wages below plan	114
Other, positive controllables	97
Total Contribution	(133)
UCLA Student Union	
Gross Margin:	
Event Services above plan due to an increase in student programming	74
Student Union Ops. below plan mostly due to lower strategic funding opportunities	#####
Total Wages below plan	125
Other, positive controllables	111
Total Contribution	(1,334)
Allocated Expenses and Other	
A&SS below plan in various accounts	27
Facilities above plan: higher wages, benefits and various other controllables including some unrealized budgeted cost sharing with UCLA	(60)
Utilities below plan: UCLA rebate for prior chiller water costs and lower consumption, slightly offset by some unrealized cost sharing with UCLA	73
Depreciation lower than plan due to timing of capitals	320
Non-recurrent higher than plan	225
Interest Income higher than plan	278
Student Union Fees higher than plan	35
Total	898
Actual Net Income/(Loss)	(2,047)

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

	Current Month May 2023	Prior Month April 2023	Prior Year July 2022
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	18,974	16,166	22,810
Accounts receivable	9,141	8,103	6,727
Less: Allowance for doubtful accounts	(465)	(461)	(425)
Accounts receivable, net	8,677	7,642	6,302
Student fees receivable	0	361	258
Inventories	7,802	8,356	7,220
Prepaid expenses and other current assets	1,058	964	872
Total current assets	36,510	33,489	37,462
LONG TERM ASSETS			
Property, equipment and improvements	76,415	76,111	75,569
Less: Accumulated depreciation	(59,286)	(59,116)	(57,740)
Total long term assets	17,129	16,995	17,828
TOTAL ASSETS	53,639	50,484	\$55,290
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	9,168	8,699	\$9,394
Wages and payroll taxes payable	37,656	34,751	36,776
Sales tax payable & other liabilities	1,190	1,356	1,191
Interest payable	(1)	74	37
Deferred income	2,756	2,012	2,105
Funds held for others	440	434	268
Current portion of long term debt	1,087	1,040	1,040
Total current liabilities	52,296	48,367	50,811
LONG TERM DEBT:			
AU expansion loan	2,119	3,206	3,206
Total long term debt	2,119	3,206	3,206
TOTAL LIABILITIES	54,414	51,573	54,017
RETAINED EARNINGS:			
Beginning Balance	1,272	1,272	4,337
Year-to-date net income/(loss)	(2,047)	(2,361)	(3,064)
Ending Balance	(775)	(1,089)	1,273
TOTAL LIABILITIES AND RETAINED EARNINGS	53,639	50,484	55,290

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

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) 312
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:
 Depreciation 170
 (Increase)/decrease in current assets:
 Accounts receivable (1,035)
 Student fees receivable 361
 Inventories 554
 Prepaid expenses and other current assets (94)
 Increase/(decrease) in current liabilities:
 Accounts payable 848
 Sales tax payable & other liabilities (167)
 Wages and payroll taxes payable 2,908
 Interest payable (75)
 Deferred Income 743
 Funds held for others 6

 Net Cash provided/(used) by operating activities **4,531**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (683)

 Net Cash provided/(used) by investing activities **(683)**

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

Principal payments on AU expansion loan (1,040)

 Net cash provided/(used) by financing activities **(1,040)**

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
	312	(2,047)	(3,262)
	170	1,702	1,676
	(1,035)	(2,375)	(5,887)
	361	258	0
	554	(582)	(1,127)
	(94)	(186)	(342)
	848	289	966
	(167)	(1)	98
	2,908	878	3,741
	(75)	(38)	(46)
	743	651	1,135
	6	172	94
	4,531	(1,279)	(2,954)
	(683)	(1,517)	(929)
	(683)	(1,517)	(929)
	(1,040)	(1,040)	(992)
	(1,040)	(1,040)	(992)
	2,808	(3,836)	(4,876)
	16,166	22,810	28,519
	18,974	18,974	23,644

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

	Current Month May 2023	Prior Month April 2023
CASH AND CASH EQUIVALENTS	18,974	16,166
BOARD REQUIRED CASH RESERVE	6,973	7,757
RESERVE SURPLUS (DEFICIT)	12,001	8,409

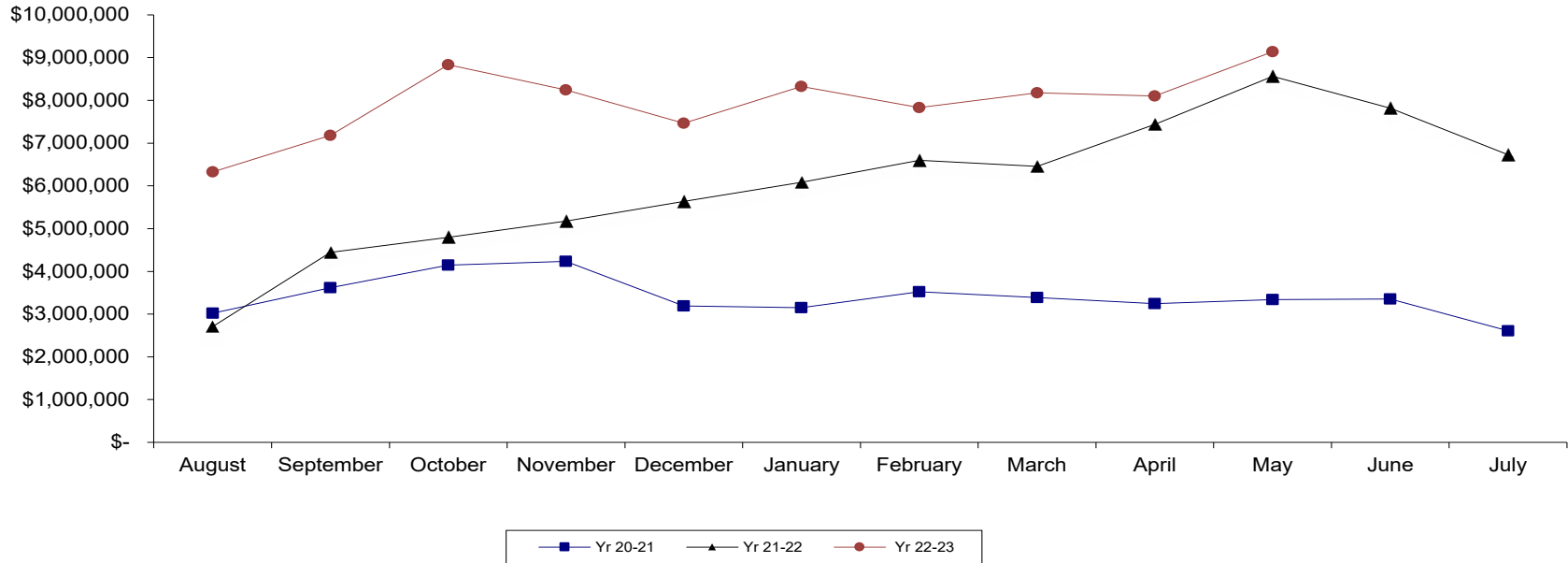
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures - Current Year Projects (\$000's)
FY 2022-2023 May 2023

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PQ's	Total	Remaining Balance	Pending	Over (Under)	
Store/Services								
2022-001 Store General Replacement	100.0	84.9	1.7	86.5	13.5		(13.5)	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	15.0	0.0	Pending
Total Store/Services	135.0	117.7	1.7	119.4	15.6	15.0	(0.6)	
Food Service								
2022-004 FS Miscellaneous and Unanticipated	50.0	23.9	17.0	40.9	9.1		(9.1)	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	43.8	2.9	46.7	13.3		46.7	In Progress
2022-058 Luvalle Water Station TGIF	0.0	0.0	2.2	2.2	1.3		2.2	In Progress
Total Food Services	505.0	67.7	94.9	162.6	432.9	305.0	(37.4)	
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	103.4	0.3	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	42.0	104.7	146.8	153.2		146.8	In Progress
2022-059 ASUCLA App	0.0	0.0	0.0	0.0	15.0		15.0	In Progress
2022-060 Bruin Voice	0.0	0.0	0.0	0.0	50.0		50.0	In Progress
Total Technology	368.0	154.4	108.4	262.8	482.2	38.0	0.0	
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	12.3	14.4	0.6		(0.6)	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	39.1	39.1	210.9		(210.9)	In Progress
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 Replacemen	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
2022-061 RISE Center Flooring	0.0	57.9	0.0	57.9	42.1		57.9	In Progress
Total Others	1,225.0	121.9	155.2	277.1	5,230.7	465.0	(482.9)	
Total Year Projects	2,283.0	461.7	360.2	821.9	6,211.4	823.0	(570.9)	

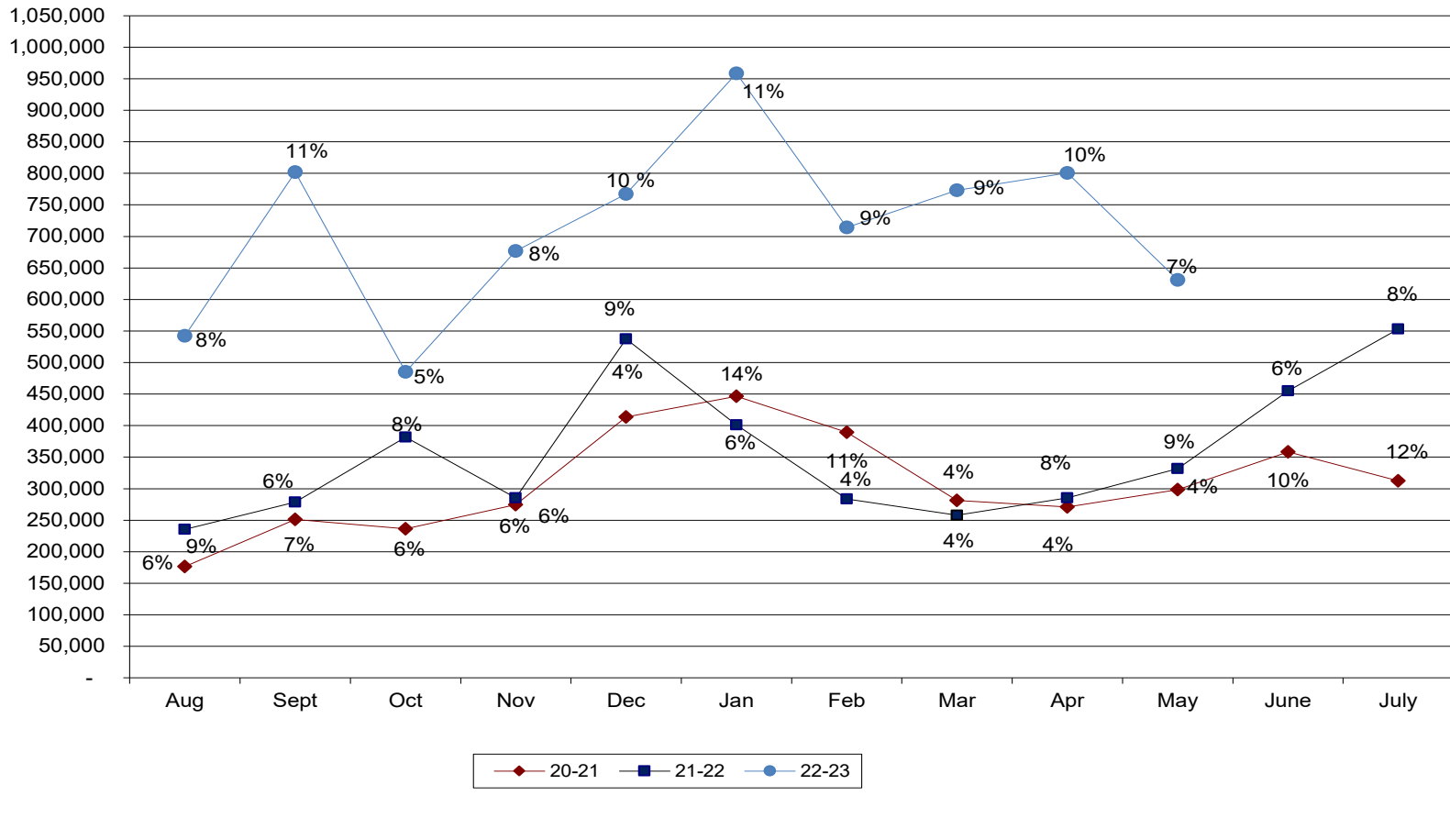
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

05/27/23	May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$2,073,880	29%	\$988,141	76%	\$103,674	88%	\$80,023	89%	\$31,908	16%	\$120,418	53%	\$3,398,044	37%
ASUCLA PUBLICATIONS		\$129,857	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$129,857	1%
ASUCLA USA/GSA		\$208,644	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$208,644	2%
DUE FROM VENDORS		\$109,884	2%	\$290,420	23%	(\$3,343)	-4%	\$9,048	10%	\$157,674	81%	\$105,116	46%	\$668,799	7%
DENTAL KITS		\$429,627	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$429,627	5%
OTHER		4,270,186	59%	\$9,705	1%	\$18,550	16%	\$569	1%	\$6,134	3%	\$1,385	1%	\$4,306,529	47%
TOTAL CURRENT MONTH		\$7,222,077	100%	\$1,288,266	100%	\$118,881	100%	\$89,640	100%	\$195,716	100%	\$226,919	100%	\$9,141,499	100%
		79%		14%		1%		1%		2%		3%		100%	
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%	

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



Percentages represent delinquency to outstandings



UCLA STORE
INCOME STATEMENT

MAY. 10(04/30/23-05/27/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22	
CURRENT MONTH			YTD 10 MO(07/31/22-05/27/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,386,846	1,191,524	195,322	13,140,574	14,228,259	<1,087,685>	1,134,797	12,829,282
1,863,856	1,494,377	369,479	15,382,400	13,234,265	2,148,135	1,560,150	12,225,996
247,268	99,387	147,881	1,612,468	1,064,306	548,162	158,957	1,091,715
135,321	128,075	7,246	1,417,058	1,583,794	<166,736>	101,363	1,185,983
109,561	175,000	<65,439>	1,218,791	1,640,000	<421,209>	89,914	1,135,433
506,006	605,700	<99,694>	4,728,012	4,239,430	488,582	617,537	3,315,555
<0>	0	<0>	1	0	1	1,364	1,996
4,248,858	3,694,063	554,795	37,499,304	35,990,054	1,509,250	3,664,082	31,785,961
2,822,143	2,472,696	<349,447>	25,510,094	24,599,468	<910,626>	2,503,640	21,851,791
3,106	2,080	<1,026>	28,741	29,620	879	2,235	27,034
10,478	7,280	<3,198>	93,582	74,740	<18,842>	8,493	67,889
2,898	580	<2,318>	19,119	6,120	<12,999>	1,890	10,725
1,255	650	<605>	9,757	8,360	<1,397>	938	7,146
1,327	2,280	953	11,318	16,700	5,382	1,362	15,859
19,063	12,870	<6,193>	162,517	135,540	<26,977>	14,918	128,652
2,841,205	2,485,566	<355,639>	25,672,612	24,735,008	<937,604>	2,518,558	21,980,443
66.4	66.9	0.5	68.0	68.4	0.3	68.3	68.8
1,407,653	1,208,497	199,156	11,826,692	11,255,046	571,646	1,145,524	9,805,517
33.6	33.1	0.5	32.0	31.7	0.3	31.7	31.3
0.5	0.4	<0.1>	0.4	0.4	<0.1>	0.4	0.4
33.1	32.7	0.4	31.5	31.3	0.3	31.3	30.9
13.4	12.9	0.5	12.0	13.7	<1.7>	15.9	13.5
46.1	50.0	<3.9>	48.7	49.7	<1.1>	48.3	49.8
40.3	40.9	<0.6>	40.0	41.3	<1.3>	38.9	38.9
43.2	43.2	<0.0>	35.9	35.3	0.5	38.9	31.5
48.2	51.7	<3.5>	47.2	50.4	<3.2>	49.6	49.9
29.9	19.9	10.0	22.0	21.4	0.5	10.3	18.5
<29,050.0>	0.0	<29,050.0>	3,495.0	0.0	3,495.0	100.1	100.4
117,587	74,649	42,938	1,403,855	1,441,556	<37,701>	86,777	1,179,295
1,525,240	1,283,146	242,094	13,230,547	12,696,602	533,945	1,232,301	10,984,813
290,847	284,607	<6,240>	2,813,781	2,848,377	34,596	261,114	2,673,428
6,481	0	<6,481>	88,601	0	<88,601>	3,399	5,000
261,529	239,515	<22,014>	2,459,273	2,311,190	<148,083>	222,385	1,907,361
558,857	524,122	<34,735>	5,361,655	5,159,567	<202,088>	486,898	4,585,789
13.2	14.2	1.0	14.3	14.3	0.0	13.3	14.4
145,178	138,510	<6,668>	1,345,298	1,384,730	39,432	117,964	1,291,855
11,813	6,308	<5,505>	124,170	68,953	<55,217>	8,122	99,571
7,712	8,163	451	77,796	81,396	3,600	8,205	80,370
16	13	<3>	157	230	73	52	214
<935>	1,700	2,635	24,406	29,950	5,544	0	8,099
299	600	301	3,990	8,750	4,760	299	4,248
3,696	3,750	54	39,616	42,400	2,784	3,999	40,020
24,184	7,859	<16,325>	233,552	230,270	<3,282>	22,340	222,280
3,000	3,000	0	13,362	9,300	<4,062>	1,070	8,102
0	0	0	<21>	0	21	0	29
18,002	10,920	<7,082>	176,614	189,616	13,002	12,122	172,547
<755>	<1,000>	<245>	<67,278>	<66,700>	578	<984>	<43,462>
2	0	<2>	200,319	206,000	5,681	8,999	203,652
1,576	1,303	<273>	25,818	22,709	<3,109>	1,641	23,943
78,022	79,478	1,456	688,708	606,873	<81,835>	73,393	596,498
4,283	0	<4,283>	7,749	0	<7,749>	2,912	23,029
811	0	<811>	20,146	0	<20,146>	1,864	18,386
9,975	20	<9,955>	21,723	200	<21,523>	2,497	25,538
0	1,500	1,500	1,822	3,000	1,178	0	1,417
0	0	0	763	300	<463>	0	1,700
4,283	9,450	5,167	73,355	91,000	17,645	3,191	96,313
2,063	0	<2,063>	43,769	0	<43,769>	1,295	20,095
1,858	0	<1,858>	7,609	6,500	<1,109>	1,375	10,592
100	100	<0>	105,109	103,800	<1,309>	88	60,297
108	0	<108>	3,653	0	<3,653>	94	14,342
0	2	2	0	8	8	0	<3>
2,402	0	<2,402>	96,616	125,675	29,059	91,532	168,845
317,694	271,676	<46,018>	3,268,822	3,144,960	<123,862>	362,068	3,148,518
876,551	795,798	<80,753>	8,630,477	8,304,527	<325,950>	848,966	7,734,307
648,689	487,348	161,341	4,600,070	4,392,075	207,995	383,334	3,250,506
58,297	50,980	<7,317>	506,100	442,526	<63,574>	46,499	442,625
179,163	160,360	<18,803>	1,773,994	1,610,602	<163,392>	150,086	1,604,499
107,345	107,455	110	1,065,682	1,013,326	<52,356>	85,607	1,003,469
59,363	57,481	<1,882>	570,361	572,378	2,017	37,504	507,613
131,849	103,178	<28,671>	1,250,162	1,053,205	<196,957>	104,640	1,035,759
85,939	90,717	4,778	993,109	983,245	<9,864>	98,019	982,449
15,118	21,168	6,050	185,234	208,706	23,472	19,289	167,382
49,329	54,877	5,548	491,242	548,772	57,530	48,754	511,087
686,403	646,216	<40,187>	6,835,882	6,432,760	<403,122>	590,397	6,254,884
<37,713>	<158,868>	121,155	<2,235,812>	<2,040,685>	<195,127>	<207,063>	<3,004,378>

UCLA RESTAURANTS
INCOME STATEMENT

MAY. 10(04/30/23-05/27/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22	
CURRENT MONTH			YTD 10 MO(07/31/22-05/27/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
363,611	344,483	19,128	2,723,364	2,840,308	<116,944>	322,019	1,755,950
291,786	224,089	67,697	1,827,871	1,764,978	62,893	137,574	1,077,040
257,566	449,481	<191,915>	1,909,451	4,073,407	<2,163,956>	226,151	1,520,261
283,930	373,834	<89,904>	2,227,765	3,005,474	<777,709>	257,655	1,434,784
127,906	136,576	<8,670>	1,013,559	1,236,272	<222,713>	118,267	754,047
218,112	245,850	<27,738>	2,321,626	2,833,895	<512,269>	317,656	1,694,600
1,542,910	1,774,313	<231,403>	12,023,635	15,754,334	<3,730,699>	1,379,322	8,236,682
516,669	609,583	92,914	4,191,529	5,404,086	1,212,557	492,691	3,047,841
33.5	34.4	0.9	34.9	34.3	<0.6>	35.7	37.0
1,026,242	1,164,730	<138,488>	7,832,106	10,350,248	<2,518,142>	886,631	5,188,840
66.5	65.6	0.9	65.1	65.7	<0.6>	64.3	63.0
69.0	67.2	1.8	64.9	67.0	<2.1>	66.1	63.8
66.0	64.1	1.9	65.8	64.1	1.7	55.3	57.5
69.4	66.4	3.0	69.3	66.2	3.1	69.3	70.5
64.3	65.8	<1.4>	62.6	65.7	<3.1>	61.5	59.1
60.6	68.7	<8.0>	64.2	68.9	<4.7>	64.9	64.3
65.8	61.9	3.9	65.4	63.3	2.0	67.2	63.9
295,260	268,291	26,969	2,463,165	2,519,987	<56,822>	319,630	1,983,013
1,321,502	1,433,021	<111,519>	10,295,272	12,870,235	<2,574,963>	1,206,261	7,171,853
358,223	358,977	754	3,576,633	3,659,383	82,750	342,199	3,368,848
0	0	0	0	0	0	0	0
394,436	403,510	9,074	3,346,097	3,783,359	437,262	313,091	2,254,986
<54,902>	<56,005>	<1,103>	<483,821>	<520,769>	<36,948>	<50,992>	<359,518>
697,757	706,482	8,725	6,438,909	6,921,973	483,064	604,299	5,264,317
45.2	39.8	<5.4>	53.6	43.9	<9.6>	43.8	63.9
191,485	177,473	<14,012>	1,793,280	1,829,694	36,414	180,245	1,758,357
1,485	1,230	<255>	21,177	17,465	<3,712>	3,447	18,919
2,525	2,940	415	27,334	29,710	2,376	2,559	27,800
0	0	0	0	0	0	0	0
0	0	0	0	300	300	0	315
0	1,000	1,000	12,582	13,000	418	0	6,886
0	0	0	139	0	<139>	0	0
61,439	92,569	31,130	543,957	805,824	261,867	66,649	457,908
4.0	5.2	1.2	4.5	5.1	0.6	4.8	5.6
4,346	7,621	3,275	59,538	75,907	16,369	6,777	51,683
0	0	0	0	0	0	0	0
<10,000>	<9,500>	500	<90,161>	<95,000>	<4,839>	<7,831>	<79,484>
4,999	3,775	<1,224>	53,148	36,880	<16,268>	12,235	64,881
5,223	5,455	232	53,634	51,288	<2,346>	7,730	40,074
2,640	1,115	<1,525>	24,220	24,240	20	1,128	34,325
5,022	2,455	<2,567>	35,122	35,465	343	383	26,023
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
8,364	4,475	<3,889>	103,082	50,055	<53,027>	7,047	102,007
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
40,069	61,688	21,619	331,086	555,539	224,453	34,099	239,957
0	0	0	0	0	0	0	0
2,753	2,659	<94>	20,561	22,477	1,916	2,286	14,130
<1,793>	939	2,732	14,177	8,237	<5,940>	<56>	8,067
238	0	<238>	410	0	<410>	0	26
0	0	0	0	0	0	0	0
0	0	0	2,368	0	<2,368>	1,205	36,790
0	325	325	9,002	3,130	<5,872>	0	3,888
0	0	0	23,412	0	<23,412>	0	0
238	932	694	4,772	9,520	4,748	238	3,429
0	0	0	660	1,200	540	0	955
1,966	2,000	34	49,416	20,000	<29,416>	7,675	133,739
23,808	37,249	13,441	294,173	348,111	53,938	18,515	137,705
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
344,809	396,400	51,591	3,387,089	3,843,042	455,953	344,331	3,103,782
1,042,566	1,102,882	60,316	9,825,998	10,765,015	939,017	948,630	8,368,099
278,936	330,139	<51,204>	469,273	2,105,220	<1,635,947>	257,631	<1,196,246>
72,786	68,718	<4,068>	610,480	598,893	<11,587>	57,711	502,264
75,423	86,912	11,489	679,612	808,119	128,507	67,981	491,939
45,190	58,239	13,049	409,499	509,140	99,641	38,776	304,710
24,990	31,154	6,164	222,387	285,884	63,497	16,988	151,843
55,506	55,922	417	479,011	530,437	51,426	47,397	316,495
74,656	78,809	4,153	862,730	854,174	<8,556>	85,151	853,469
13,133	18,389	5,256	160,916	181,301	20,385	16,756	145,408
46,643	62,376	15,733	474,938	623,756	148,818	48,104	489,595
408,327	460,519	52,192	3,899,572	4,391,704	492,132	378,863	3,255,724
<129,392>	<130,380>	988	<3,430,298>	<2,286,484>	<1,143,814>	<121,232>	<4,451,970>
264,990	313,856	<48,866>	2,126,492	2,803,324	<676,832>	242,656	1,556,199
90,674	100,702	<10,028>	768,752	927,345	<158,593>	86,340	547,606
174,316	213,154	<38,838>	1,357,740	1,875,979	<518,239>	156,316	1,008,593
8.94	8.40	0.55	9.06	8.42	0.64	8.56	8.36
11.04	10.77	0.27	11.10	10.67	0.43	10.56	10.58
7.85	7.28	0.58	7.90	7.31	0.60	7.45	7.16
28,048	59,320	31,272	256,141	315,460	59,320	25,930	210,525
55.01	29.91	25.10	46.96	49.93	<2.97>	53.17	39.15

LICENSING & SERVICES
INCOME STATEMENT

MAY. 10(04/30/23-05/27/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22	
CURRENT MONTH			YTD 10 MO(07/31/22-05/27/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
9,725	7,800	1,925	78,280	82,000	<3,720>	19,715	83,156
0	5,000	<5,000>	0	50,000	<50,000>	0	9,225
9,725	12,800	<3,075>	78,280	132,000	<53,720>	19,715	92,381
0	770	770	666	5,593	4,927	0	80
9,725	12,030	<2,305>	77,614	126,407	<48,793>	19,715	92,301
100.0	94.0	6.0	99.2	95.8	3.4	100.0	99.9
100.0	93.3	6.7	99.3	96.2	3.1	100.0	99.9
0.0	95.0	<95.0>	0.0	95.0	<95.0>	0.0	100.0
372,802	428,230	<55,428>	3,765,937	3,428,838	337,099	482,027	3,812,479
143,955	131,012	12,943	1,331,192	1,265,641	65,551	123,940	1,181,935
18,819	18,819	<0>	188,189	188,190	<1>	18,409	184,091
14,786	84,000	<69,214>	140,794	840,000	<699,206>	10,000	63,640
550,362	662,061	<111,699>	5,426,111	5,722,669	<296,558>	634,377	5,242,145
560,088	674,091	<114,003>	5,503,725	5,849,076	<345,351>	654,092	5,334,446
31,706	47,492	15,786	379,043	474,909	95,866	45,665	440,314
0	1,834	1,834	0	18,332	18,332	0	<0>
31,706	49,326	17,620	379,043	493,241	114,198	45,665	440,314
326.0	385.4	59.4	484.2	373.7	<110.5>	231.6	476.6
15,719	22,364	6,645	175,546	223,561	48,015	23,729	211,931
53	375	322	1,114	3,750	2,636	1,061	1,940
388	470	82	4,203	4,875	672	460	4,635
0	85	85	398	945	547	0	28
2,514	8,334	5,820	9,852	83,332	73,480	0	10,711
495	0	<495>	495	3,500	3,005	0	2,400
0	750	750	1,300	7,500	6,200	0	765
2,444	4,267	1,823	18,285	42,666	24,381	1,333	23,799
0	7,526	7,526	3,025	135,260	132,235	0	87,880
3,211	6,459	3,248	20,663	69,082	48,419	4,500	26,982
0	0	0	0	1,000	1,000	0	0
305	0	<305>	4,239	20,000	15,761	0	22,590
2,917	5,575	2,658	44,949	55,750	10,801	3,200	46,153
0	1,750	1,750	185	17,500	17,315	0	5,250
0	5,134	5,134	18,793	51,332	32,539	0	57,770
69,095	107,423	38,328	333,557	520,013	186,456	90,740	527,311
15,629	14,690	<939>	273,164	197,251	<75,913>	18,045	199,981
49,821	33,889	<15,932>	1,013,268	584,004	<429,264>	62,999	708,912
162,591	219,091	56,500	1,923,033	2,021,321	98,288	206,066	1,939,038
194,297	268,417	74,120	2,302,076	2,514,562	212,486	251,731	2,379,352
365,791	405,674	<39,883>	3,201,650	3,334,514	<132,864>	402,361	2,955,094
3,307	4,798	1,491	36,006	42,929	6,923	4,361	42,568
21,617	27,100	5,483	250,029	248,185	<1,844>	24,912	270,614
13,769	19,242	5,473	160,521	163,902	3,381	14,929	175,113
7,615	10,293	2,678	86,253	93,421	7,168	6,540	93,410
16,912	18,476	1,564	185,872	172,108	<13,764>	18,248	177,304
38,415	40,566	2,151	443,926	439,678	<4,248>	43,815	439,161
6,758	9,464	2,706	82,801	93,313	10,512	8,622	74,821
1,491	2,575	1,084	14,877	25,754	10,877	1,447	20,742
109,885	132,514	22,629	1,260,285	1,279,290	19,005	122,874	1,293,732
255,906	273,160	<17,254>	1,941,365	2,055,224	<113,859>	279,487	1,661,362

UCLA STUDENT UNION
INCOME STATEMENT

MAY. 10(04/30/23-05/27/23)		
CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE
58,055	49,046	9,009
12,532	20,956	<8,424>
70,586	70,002	584
12,362	20,495	8,133
7,610	11,937	4,327
19,972	32,432	12,460
28.3	46.3	18.0
50,614	37,570	13,044
71.7	53.7	18.0
86.9	75.7	11.2
1.4	2.2	<0.9>
0	50,000	<50,000>
0	0	0
4,052	1,450	2,602
68,226	46,684	21,542
2,441	3,827	<1,386>
74,719	101,961	<27,242>
125,333	139,531	<14,198>
23,244	49,615	26,371
8,925	0	<8,925>
29,863	24,523	<5,340>
62,032	74,138	12,106
87.9	105.9	18.0
32.0	33.6	1.6
13,611	23,832	10,221
523	675	152
2,072	3,154	1,082
0	0	0
2,654	0	<2,654>
<1,725>	0	1,725
256	750	494
6,273	4,519	<1,754>
36,567	40,787	4,220
0	0	0
5,228	0	<5,228>
344	478	134
181	180	<1>
2,259	3,640	1,381
527	591	64
<148>	50	198
0	0	0
0	250	250
11,563	11,563	0
19,424	21,065	1,641
99,609	111,534	11,925
161,641	185,672	24,031
<36,308>	<46,141>	9,833
6,471	7,211	740
5,608	6,905	1,297
3,572	4,903	1,331
1,975	2,623	648
4,388	4,708	320
46,918	49,526	2,608
8,254	11,556	3,302
18,749	25,760	7,011
95,936	113,192	17,256
<132,243>	<159,333>	27,090

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 Airt
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 10 MO(07/31/22-05/27/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
475,963	521,826	<45,863>	57,232	367,070
139,526	221,908	<82,382>	14,310	101,447
615,489	743,734	<128,245>	71,541	468,517
135,698	217,025	81,327	13,745	97,529
126,170	134,107	7,937	19,732	96,704
261,868	351,132	89,264	33,477	194,233
42.6	47.2	4.7	46.8	41.5
353,622	392,602	<38,980>	38,064	274,285
57.5	52.8	4.7	53.2	58.5
73.5	74.3	<0.8>	65.5	73.7
2.7	2.2	0.5	4.0	3.9
43,558	1,690,000	<1,646,442>	69,298	602,630
35,000	17,000	18,000	17,500	61,250
14,691	8,200	6,491	1,310	8,865
322,413	217,074	105,339	79,266	206,153
26,239	40,439	<14,200>	2,746	21,011
441,901	1,972,713	<1,530,812>	170,120	899,909
795,522	2,365,315	<1,569,793>	208,184	1,174,194
308,521	496,150	187,629	32,324	276,758
60,375	0	<60,375>	0	0
237,695	235,569	<2,126>	20,922	196,052
606,591	731,719	125,128	53,246	472,810
98.6	98.4	<0.2>	74.4	100.9
35.2	30.4	<4.8>	29.8	34.1
154,349	238,548	84,199	17,434	138,395
12,577	9,726	<2,851>	757	7,014
23,291	31,687	8,396	2,475	21,630
2,374	7,775	5,401	<2,322>	2,924
2,654	7,972	5,318	552	552
3,632	6,556	2,924	2,302	2,399
10,866	7,300	<3,566>	265	4,342
63,201	65,307	2,106	5,002	76,232
198,086	174,791	<23,295>	66,638	151,567
1,455	300	<1,155>	0	300
6,428	2,568	<3,860>	0	1,637
1,992	6,714	4,722	36	3,845
1,788	1,800	12	185	1,694
25,989	43,333	17,344	2,247	26,664
5,177	6,194	1,017	516	3,953
<254>	500	754	0	<279>
3,213	3,060	<153>	0	3,060
0	1,250	1,250	0	34,055
115,628	115,630	3	7,709	77,090
102,670	114,917	12,247	11,515	66,867
735,115	845,928	110,813	115,313	623,944
1,341,706	1,577,647	235,941	168,559	1,096,754
<546,184>	787,668	<1,333,852>	39,625	77,440
57,810	63,585	5,775	5,085	45,189
46,919	113,368	66,449	9,204	63,339
29,917	75,543	45,626	5,515	41,000
16,100	42,352	26,252	2,416	21,264
35,029	79,031	44,002	6,742	45,135
542,187	536,794	<5,393>	53,513	536,367
101,128	113,935	12,807	10,531	91,382
203,103	257,602	54,499	20,358	213,597
1,032,194	1,282,210	250,016	113,365	1,057,273
<1,578,378>	<494,542>	<1,083,836>	<73,740>	<979,834>

FACILITIES
EXPENSE STATEMENT

MAY. 10(04/30/23-05/27/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22	
CURRENT MONTH			YTD 10 MO(07/31/22-05/27/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
158,835	148,875	<9,960>	1,719,520	1,611,120	<108,400>	143,848	1,528,947
0	15,117	15,117	6,146	157,848	151,702	3,870	30,128
1,879	1,332	<547>	7,168	14,652	7,484	415	6,321
0	<760>	<760>	<13,156>	<7,840>	5,316	<569>	<13,969>
<18,424>	<12,427>	5,997	<98,178>	<124,270>	<26,092>	<9,781>	<93,293>
<19,037>	<4,000>	15,037	<21,939>	<40,000>	<18,061>	<1,240>	<26,443>
123,255	148,137	24,882	1,599,562	1,611,510	11,948	136,542	1,431,690
91,744	89,956	<1,788>	992,175	975,662	<16,513>	81,370	874,059
305	80	<225>	3,867	2,510	<1,357>	163	2,057
810	1,035	225	8,498	10,350	1,852	828	9,550
0	0	0	4,216	4,500	284	0	0
0	250	250	0	1,000	1,000	0	12,000
11,017	5,200	<5,817>	79,178	52,000	<27,178>	7,985	50,176
15.6	7.4	<8.2>	12.9	7.0	<5.9>	11.2	10.7
11,359	3,420	<7,939>	39,414	34,200	<5,214>	5,337	33,146
3,050	1,790	<1,260>	16,682	17,525	843	1,853	20,103
425	365	<60>	6,218	10,145	3,927	346	4,802
29,061	27,550	<1,511>	252,777	288,600	35,823	33,174	349,239
6,512	4,650	<1,862>	47,431	49,500	2,069	3,390	56,521
281	0	<281>	2,187	1,200	<987>	0	1,445
<667>	600	1,267	4,831	12,000	7,169	57	1,723
<695>	500	1,195	123	5,000	4,877	9,473	1,496
8,618	2,600	<6,018>	46,127	46,925	798	4,537	34,091
14,631	10,075	<4,556>	104,262	104,850	588	10,499	85,004
3,213	3,909	696	27,483	39,090	11,607	3,538	31,982
1,020	775	<245>	16,070	7,750	<8,320>	1,359	16,472
0	0	0	0	6,800	6,800	0	2,114
<45,475>	<31,593>	13,882	<243,529>	<344,516>	<100,987>	0	0
135,208	121,162	<14,046>	1,408,010	1,325,091	<82,919>	163,910	1,585,982
258,462	269,299	10,837	3,007,571	2,936,601	<70,970>	300,452	3,017,672
28,625	32,112	3,487	291,482	321,118	29,636	25,580	249,921
28,625	32,112	3,487	291,482	321,118	29,636	25,580	249,921
287,087	301,411	14,324	3,299,054	3,257,719	<41,335>	326,032	3,267,593
<245,929>	<259,618>	<13,689>	<2,841,951>	<2,813,891>	28,060	<280,498>	<2,811,446>
<8,585>	<8,585>	0	<85,850>	<85,850>	0	<8,761>	<87,634>
<3,322>	<3,322>	0	<33,220>	<33,220>	0	<3,410>	<34,109>
<8,751>	<8,322>	429	<101,123>	<90,970>	10,153	<9,981>	<100,038>
<20,501>	<21,564>	<1,063>	<236,909>	<233,788>	3,121	<23,383>	<234,366>
<287,087>	<301,411>	<14,324>	<3,299,054>	<3,257,719>	41,335	<326,032>	<3,267,593>
<0>	0	0	<0>	0	0	0	0

UTILITIES
EXPENSE STATEMENT

MAY. 10(04/30/23-05/27/23)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
14,321	7,591	<6,730>	Chiller Water
32,009	47,103	15,094	Elec-Non Air Cond.
5,264	9,845	4,581	Water-Non Air Cond.
4,933	9,494	4,561	Steam-Non Air Cond.
2,271	4,884	2,613	Gas
0	0	0	Energy Management
<7,540>	<8,286>	<746>	UCLA Cost Sharing
51,258	70,631	19,373	TOTAL OTHER CONTROL.
51,258	70,631	19,373	TOTAL CONTROLLABLE EXP
<43,263>	<60,577>	<17,314>	Allocated-Svs and Ent
<2,054>	<2,054>	0	Allocated-USAC
<795>	<795>	0	Allocated-GSA
<1,539>	<2,156>	<617>	Allocated-Comm Board
<3,606>	<5,049>	<1,443>	Allocated-A & SS
<51,258>	<70,631>	<19,373>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 22-23			FISCAL YEAR 21-22	
YTD 10 MO(07/31/22-05/27/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
131,123	122,023	<9,100>	9,858	80,319
388,197	473,033	84,836	40,211	371,242
70,047	92,772	22,725	5,197	55,405
37,354	60,048	22,694	7,857	39,875
46,336	43,160	<3,176>	1,540	18,133
<1,804>	<12,500>	<10,696>	0	0
<49,627>	<81,747>	<32,120>	0	0
621,626	696,789	75,163	64,663	564,974
621,626	696,789	75,163	64,663	564,974
<530,078>	<597,255>	<67,177>	<55,198>	<478,993>
<20,548>	<20,548>	0	<2,088>	<20,880>
<7,950>	<7,950>	0	<812>	<8,128>
<18,861>	<21,256>	<2,395>	<1,964>	<17,044>
<44,188>	<49,780>	<5,592>	<4,601>	<39,929>
<621,626>	<696,789>	<75,163>	<64,663>	<564,974>
0	0	<0>	0	<0>