

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES
December (11/28/21 - 01/01/22)**

**Prepared
February 21, 2022**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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DIVISIONS AT CONTRIBUTION LEVEL

NET INCOME (LOSS)

**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES
INCOME AND LOSS SUMMARY - DECEMBER 2021 (\$000's)
DIVISIONS FULLY ALLOCATED**

DECEMBER (11/28/21 - 01/01/22)								FY 20-21	
CURRENT MONTH								**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT	
				ACT/BUD		ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%
2,379		3,409		(1,030)	(30.2%)	521	28.0%	1,858	
617		1,390		(773)	(55.6%)	537	671.3%	80	
1,179		393		786	200.0%	908	335.1%	271	
52		77		(25)	(32.5%)	33	173.7%	19	
4,227		5,269		(1,042)	(19.8%)	1,999	89.7%	2,228	
772	32.5%	1,062	31.2%	(290)		Pts. 1.3		499	26.9%
424	68.7%	996	71.7%	(572)		(3.0)		55	68.8%
1,193	101.2%	393	100.0%	800		1.2		271	100.0%
30	57.7%	52	67.5%	(22)		(9.8)		15	78.9%
2,419	57.2%	2,503	47.5%	(84)	9.7	1,579	19.5	840	37.7%
690	29.0%	780	22.9%	90	(6.1)	(50)	5.4	640	34.4%
723	117.2%	1,000	71.9%	277	(45.3)	(265)	455.3	458	572.5%
511	43.3%	207	52.7%	(304)	9.4	(368)	9.5	143	52.8%
89	171.2%	114	148.1%	25	(23.1)	(17)	207.7	72	378.9%
2,013	47.6%	2,101	39.9%	88	(7.7)	(700)	11.3	1,313	58.9%
82	3.4%	282	8.3%	(200)	(4.9)	223	11.0	(141)	(7.6%)
(300)	(48.6%)	(4)	(0.3%)	(296)	(48.3)	103	455.2	(403)	(503.8%)
682	57.8%	186	47.3%	496	10.5	554	10.6	128	47.2%
(59)	(113.5%)	(63)	(81.8%)	4	(31.7)	(2)	186.5	(57)	(300.0%)
405	9.6%	401	7.6%	4	2.0	878	30.8	(473)	(21.2%)
547	23.0%	621	18.2%	74	(4.8)	101	11.9	648	34.9%
277	44.9%	375	27.0%	98	(17.9)	(89)	190.1	188	235.0%
224	19.0%	101	25.7%	(123)	6.7	(112)	22.3	112	41.3%
88	169.2%	96	124.7%	8	(44.5)	(12)	230.8	76	400.0%
1,136	26.9%	1,193	22.6%	57	(4.3)	(112)	19.1	1,024	46.0%
(464)	(11.0%)	(339)	(6.4%)	(125)	(4.6)	326	24.5	(790)	(35.5%)
(577)	(13.7%)	(379)	(7.2%)	(198)	(6.5)	14	12.8	(591)	(26.5%)
458	10.8%	85	1.6%	373	9.2	441	10.0	17	0.8%
(148)	(3.5%)	(159)	(3.0%)	11	(0.5)	(15)	2.5	(133)	(6.0%)
(731)	(17.3%)	(792)	(15.0%)	61	(2.3)	766	49.9	(1,497)	(67.2%)
35	0.8%	7	0.1%	28	0.7	24	0.3	11	0.5%
5	0.1%	15	0.3%	(10)	(0.2)	(15)	(0.8)	20	0.9%
(18)	(0.4%)	(18)	(0.3%)	0	(0.1)	4	0.6	(22)	(1.0%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
258	6.1%	258	4.9%	0	1.2	11	(5.0)	247	11.1%
280	6.6%	262	5.0%	18	1.6	24	(4.9)	256	11.5%
(451)	(10.7%)	(530)	(10.1%)	79	(0.6)	790	45.0	(1,241)	(55.7%)
								GROSS INCOME	
								UCLA Store	
								UCLA Restaurants	
								Licensing & Services	
								UCLA Student Union	
								TOTAL	
								GROSS MARGIN	
								UCLA Store	
								UCLA Restaurants	
								Licensing & Services	
								UCLA Student Union	
								TOTAL	
								TOTAL CONTROLLABLES	
								UCLA Store	
								UCLA Restaurants	
								Licensing & Services	
								UCLA Student Union	
								TOTAL	
								CONTRIBUTION	
								UCLA Store	
								UCLA Restaurants	
								Licensing & Services	
								UCLA Student Union	
								TOTAL	
								ALLOCATED EXPENSES	
								UCLA Store	
								UCLA Restaurants	
								Licensing & Services	
								UCLA Student Union	
								TOTAL	
								NET INCOME (LOSS)	
								FROM OPERATIONS	
								UCLA Store	
								UCLA Restaurants	
								Licensing & Services	
								UCLA Student Union	
								TOTAL	
								OTHER INC/(EXP)	
								Non-Recurrent Inc/(Exp)	
								Interest Income	
								Interest (Expense)	
								Income Taxes	
								Student Union Fee Income	
								TOTAL	
								NET INCOME (LOSS)	

FISCAL YEAR 2021-2022								FY 20-21	
YTD 5 MONTHS (08/01/21 - 01/01/22)								**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT	
				ACT/BUD		ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%
16,956		18,240		(1,284)	(7.0%)	5,430	47.1%	11,526	
3,772		6,832		(3,060)	(44.8%)	3,412	947.8%	360	
2,642		2,278		364	16.0%	967	57.7%	1,675	
630		545		85	15.6%	453	255.9%	177	
24,000		27,895		(3,895)	(14.0%)	10,262	74.7%	13,738	
5,688	33.5%	5,720	31.4%	(32)	Pts. 2.1	3,087	Pts. 10.9	2,601	22.6%
2,620	69.5%	4,875	71.4%	(2,255)	(1.9)	2,309	(16.9)	311	86.4%
2,642	100.0%	2,277	100.0%	365	0.0	967	0.0	1,675	100.0%
571	90.6%	445	81.7%	126	8.9	413	1.3	158	89.3%
11,521	48.0%	13,317	47.7%	(1,796)	0.3	6,776	13.5	4,745	34.5%
4,060	23.9%	4,132	22.7%	72	(1.2)	(762)	4.7	3,298	28.6%
3,954	104.8%	4,576	67.0%	622	(37.8)	(1,565)	558.8	2,389	663.6%
1,288	48.8%	1,169	51.3%	(119)	2.5	(459)	0.7	829	49.5%
470	74.6%	555	101.8%	85	27.2	(58)	158.2	412	232.8%
9,772	40.7%	10,432	37.4%	660	(3.3)	(2,844)	9.7	6,928	50.4%
1,629	9.6%	1,587	8.7%	42	0.9	2,326	15.6	(697)	(6.0%)
(1,333)	(35.3%)	299	4.4%	(1,632)	(39.7)	746	542.2	(2,079)	(577.5%)
1,353	51.2%	1,108	48.6%	245	2.6	507	0.7	846	50.5%
101	16.0%	(110)	(20.2%)	211	36.2	355	159.5	(254)	(143.5%)
1,750	7.3%	2,884	10.3%	(1,134)	(3.0)	3,934	23.2	(2,184)	(15.9%)
3,270	19.3%	3,263	17.9%	(7)	(1.4)	110	10.0	3,380	29.3%
1,512	40.1%	1,824	26.7%	312	(13.4)	(540)	229.9	972	270.0%
666	25.2%	572	25.1%	(94)	(0.1)	(2)	14.4	664	39.6%
522	82.9%	524	96.1%	2	13.2	(60)	178.1	462	261.0%
5,970	24.9%	6,183	22.2%	213	(2.7)	(492)	15.0	5,478	39.9%
(1,641)	(6.8%)	(1,674)	(6.0%)	33	(0.8)	2,436	22.9	(4,077)	(29.7%)
(2,845)	(11.9%)	(1,526)	(5.5%)	(1,319)	(6.4)	206	10.3	(3,051)	(22.2%)
687	2.9%	535	1.9%	152	1.0	505	1.6	182	1.3%
(421)	(1.8%)	(634)	(2.3%)	213	0.5	295	3.4	(716)	(5.2%)
4,220	(17.6%)	(3,299)	(11.8%)	(921)	(5.8)	3,442	38.2	(7,662)	(55.8%)
68	0.3%	35	0.1%	33	0.2	(4,552)	(33.3)	4,620	33.6%
37	0.2%	76	0.3%	(39)	(0.1)	(51)	(0.4)	88	0.6%
(90)	(0.4%)	(90)	(0.3%)	0	(0.1)	19	0.4	(109)	(0.8%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
1,288	5.4%	1,288	4.6%	0	0.8	53	(3.6)	1,235	9.0%
1,303	5.4%	1,309	4.7%	(6)	0.7	(4,531)	(37.1)	5,834	42.5%
(2,917)	(12.2%)	(1,990)	(7.1%)	(927)	(5.1)	(1,089)	1.1	(1,828)	(13.3%)

**ASUCLA
P/L Reconciliation
Dec-21**

<i>Financial Analysis</i>	\$000's	
	Dec-21	
Budgeted Net Income/(Loss)		(530)
UCLA Store		
Gross Margin:		
Bearwear below plan: rescheduling of three basketball games negatively impacted foot traffic at Ackerman and Pauley Pavilion, impact of Omicron variant and extended winter break	(80)	
E-Commerce below plan: limited stock availability on key styles due to supply chain interruptions	(16)	
New Text below plan: early departure of students due to shift to remote learning negatively impacted foot traffic for those who would be shopping in the store	(25)	
Used Text below plan: early departure of students due to shift to remote learning negatively impacted foot traffic, and continual decline of availability of eligible rental titles	(71)	
Custom Shop below plan due to correction related to prior month	(21)	
Computer Store below plan: while demand was strong, supply shortages negatively impacted sales of popular devices (some revenue to be recovered in future periods)	(17)	
Hilltop below plan: dramatic drop in Hill traffic due to new covid-related positive cases and some finals shifted to virtual platform which allowed students to leave earlier for winter break	(24)	
Total Wages below plan (mostly student)	40	
Other, positive controllables (\$50K) slightly offset by various negative gross margin variances	14	
Total Contribution		(200)
UCLA Restaurants		
Gross Margin:		
Kerckhoff Coffeehouse below plan: overall campus population significantly lower than expected, and food delivery volume not as high as anticipated	(42)	
Northern Lights below plan: overall campus population significantly lower than expected, and FY calendar shift so finals and winter break budgets don't align with academic calendar	(24)	
North Campus Student CTR below plan: overall campus population significantly lower than expected, food delivery volume not as high as anticipated and FY calendar shift	(68)	
Court Science Stu Ctr below plan: overall campus population significantly lower, food delivery volume not as high as anticipated and FY calendar shift	(40)	
Med 100 Café below plan: new operation not open yet	(50)	
Luvall Food Servery below plan: overall campus population significantly lower than expected, food delivery volume lower (no history for food delivery) and FY calendar shift	(70)	
Café 451 below plan: library administration has not allowed for location to re-open for service	(29)	
Jimmy's below plan: overall campus population significantly lower than anticipated when the budget was written, and food delivery volume not as high as anticipated	(30)	
Taco Bell below plan: overall campus population significantly lower than expected, food delivery volume not as high as anticipated and FY calendar shift	(31)	
Concessions below plan: eight scheduled events were cancelled in December for both men's and women's basketball due to various covid protocols of either UCLA or visiting team	(66)	
Total Wages below plan (mostly student)	141	
Other, positive controllables (\$135K) offset by various negative gross margin variances	13	
Total Contribution		(296)
Licensing & Services		
Gross Margin:		
Licensing Domestic above plan due to timing: as reported last month later than anticipated reporting of Q3 results for several key licensees (now accounted for)	183	
Licensing Foreign above plan due to timing: as reported last month later than anticipated reported of Q3 results (now accounted for)	627	
Photography below plan (staff retirement)	(7)	
Total Wages below plan	3	
Other, negative controllables mostly Licensing	(310)	
Total Contribution		496
UCLA Student Union		
Gross Margin:		
Event Services ahead of plan	2	
Student Union Ops below plan due to lower post office sales, and the Helix eSports Lounge opening contract date is delayed from the date anticipated in the budget	(24)	
Total Wages below plan	17	
Other, positive controllables	9	
Total Contribution		4
Allocated Expenses and Other		
A&SS below plan (student wages and various other controllables)	26	
Utilities below plan due to positive results in water-non air cond. and elec-non air cond. (slightly offset by budgeted cost sharing with UCLA)	13	
Depreciation lower than plan due to timing of capitals (impacted by lower purchases during the pandemic)	19	
Other, mostly positive non-recurrent income	17	
Total		75
Actual Net Income/(Loss)		(451)

ASUCLA
P/L Reconciliation
Year-To-Date Through December, 2021

Financial Analysis	\$000's	
Budgeted Net Income/(Loss)		(1,990)
UCLA Store		
Gross Margin:		
Bearwear above plan due to strong performance from Nike/Jordan launch in July, momentum from well attended football games, and stronger move in weekend and BTS	524	
Market above plan as a higher percentage of the population returned to campus than forecasted	48	
E-Commerce below plan: out of stock positions on key styles due to supply chain issues	(95)	
New Text below plan: higher than anticipated transition to Inclusive Access titles, contraction of available rental titles and competition in online sales	(116)	
Used Text below plan: impact of remote learning, strong transition to Inclusive Access titles reduced sales of traditional print textbooks, and reduced availability of rental titles	(105)	
CRS below plan: sales of print readers have not recovered due to continued impact of remote learning	(63)	
Custom Shop above plan due to larger department purchases	39	
Computer Store above plan: strong demand from returning students coupled with last chance for Apple Back-To-School promotion	60	
HSS Dental below plan: mostly timing related	(153)	
Hilltop below plan: student population less than anticipated	(68)	
Total Wages below plan	64	
Other, positive controllables (\$8K) offset by various negative gross margin variances	(93)	
Total Contribution		42
UCLA Restaurants		
Gross Margin:		
Kerckhoff Coffeehouse below plan: overall campus population significantly lower than expected and lower food delivery volume than expected	(134)	
Northern Lights below plan: overall campus population significantly lower campus population	(113)	
No Campus Student CTR below plan: overall campus population significantly lower than expected, breadth of operating hours strategically reduced, and lower food volume	(251)	
Anderson Café below plan: overall campus population significantly lower than expected, and food delivery volume not as high as anticipated	(78)	
Court Science Stu Ctr below plan: overall campus population significantly lower than expected, and food delivery volume not as high as anticipated	(100)	
Med 100 Café below plan: new operation not open yet	(309)	
Luvalle Food Servery below plan: overall campus population significantly lower than expected, and operating hours temporarily reduced due to student staffing shortages	(297)	
Café 451 below plan: library administration has not allowed for location to re-open for service	(111)	
Jimmy's below plan: overall campus population significantly lower than expected, and food delivery volume not as high as anticipated	(112)	
Taco Bell below plan: overall campus population significantly lower than expected, lower food delivery volume and operating hours reduced due to student staffing shortages	(126)	
Catering below plan: overall campus population significantly lower than expected, and campus event restrictions has reduced overall demand	(163)	
Concessions below plan: eight scheduled events were cancelled in December due to various covid protocols of either UCLA or visiting basketball teams	(79)	
Total Wages lower than plan (mostly student)	416	
Other, positive controllables (\$206K) offset by various negative gross margin variances	(175)	
Total Contribution		(1,632)
Licensing & Services		
Gross Margin:		
Licensing Domestic below plan due mostly to timing for recovery from the pandemic including delayed shipments as supply chain and transportation challenges continue	(16)	
Licensing Foreign above plan: it is anticipated most if not all of this positive variance will hold through fiscal year end	471	
Licensing Campus Sourcing below plan (actual royalty rate of 6% versus budgeted 15%)	(15)	
Leased Ops below plan (Hair On Campus space vacant, utilities reduced as campus not fully opened)	(22)	
Marketing Ventures below plan (less activity due to pandemic)	(19)	
Photography below plan (less events due to pandemic)	(33)	
Total Wages below plan	14	
Other, negative controllables mostly Licensing	(135)	
Total Contribution		245
UCLA Student Union		
Gross Margin:		
Event Services below plan as several events were moved to virtual or canceled	(45)	
Student Union Ops above plan due mostly to more contributions, with some offset for Helix eSports Lounge timing (delay from budgeted start date)	171	
Total Wages below plan	65	
Other, positive controllables	20	
Total Contribution		211
Allocated Expenses and Other		
A&SS below plan in various controllables	71	
Facilities above plan: lower wages, benefits and various other controllables offset by budgeted cost sharing with UCLA and higher repairs	(42)	
Utilities below plan: savings due to lower consumption (hours of operation reduced compared to plan), slightly offset by budgeted cost sharing with UCLA	90	
Depreciation lower than plan due to timing of capitals	94	
Other	(6)	
Total		207
Actual Net Income/(Loss)		(2,917)

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

	Current Month December 2021	Prior Month November 2021
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents	24,977	26,117
Accounts receivable	5,637	5,173
Less: Allowance for doubtful accounts	(402)	(401)
Accounts receivable, net	5,235	4,772
Student fees receivable	0	917
Inventories	6,878	5,960
Prepaid expenses and other current assets	727	719
Total current assets	37,817	38,486
LONG TERM ASSETS		
Property, equipment and improvements	74,299	74,176
Less: Accumulated depreciation	(56,579)	(56,406)
Total long term assets	17,720	17,770
TOTAL ASSETS	55,537	56,256
LIABILITIES AND RETAINED EARNINGS		
CURRENT LIABILITIES:		
Accounts payable	10,538	11,062
Wages and payroll taxes payable	33,448	33,573
Sales tax payable & other liabilities	1,191	1,225
Interest payable	24	6
Deferred income	3,352	2,957
Funds held for others	327	324
Current portion of long term debt	992	992
Total current liabilities	49,872	50,139
LONG TERM DEBT:		
AU expansion loan	4,246	4,246
Total long term debt	4,246	4,246
TOTAL LIABILITIES	54,118	54,385
RETAINED EARNINGS:		
Beginning Balance	4,337	4,337
Year-to-date net income/(loss)	(2,917)	(2,465)
Ending Balance	1,419	1,871
TOTAL LIABILITIES AND RETAINED EARNINGS	55,537	56,256

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
STATEMENTS OF CASH FLOWS
December 2021
(\$000's)**

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) (451)

Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:

Depreciation 173

(Increase)/decrease in current assets:

Accounts receivable (463)

Student fees receivable 916

Inventories (917)

Prepaid expenses and other current assets (7)

Increase/(decrease) in current liabilities:

Accounts payable (525)

Sales tax payable & other liabilities (34)

Wages and payroll taxes payable (124)

Interest payable 18

Deferred Income 394

Funds held for others 2

Net cash provided/(used) by operating activities **(1,018)**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (123)

Net cash used in investing activities **(123)**

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

Refundable Advance 0

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

NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS

CASH AND CASH EQUIVALENTS, Beginning

CASH AND CASH EQUIVALENTS, Ending

Current Month	Year to Date	Prior Year to Date
(451)	(2,917)	(1,828)
173	864	939
(463)	(3,008)	(19)
916	0	(1,235)
(917)	(1,483)	516
(7)	(129)	(69)
(525)	1,760	(456)
(34)	31	(224)
(124)	321	4,858
18	(23)	109
394	1,452	703
2	(43)	(17)
(1,018)	(3,175)	3,277
(123)	(368)	(78)
(123)	(368)	(78)
0	0	(4,685)
0	0	(4,685)
(1,141)	(3,543)	(1,486)
26,117	28,519	18,663
24,977	24,977	17,177

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
CASH RESERVE COMPUTATION
December 2021
(\$000's)**

	Current Month December 2021	Prior Month November 2021
CASH AND CASH EQUIVALENTS	24,977	26,117
BOARD REQUIRED CASH RESERVE	<u>7,660</u>	<u>7,733</u>
RESERVE SURPLUS (DEFICIT)	<u><u>17,317</u></u>	<u><u>18,384</u></u>

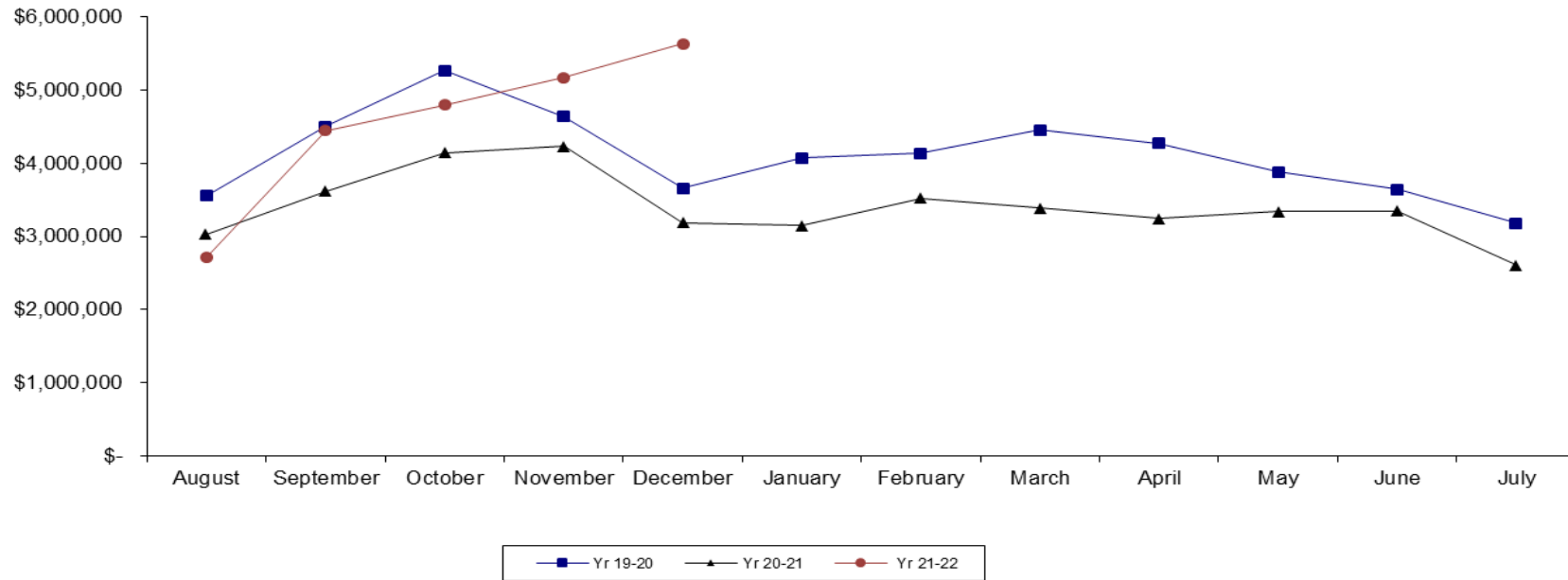
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures - FY2021-22 Projects (\$000's)
FY 2021-2022 December 2021

PROJECT NAME	BUDGET	PROJECTED						
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	Status
Store/Services								
2021-001 Store General Replacement	75.0	9.3	4.7	13.9	61.1		(61.1)	In Progress
2021-002 Printer/Equipment Replacement	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2021-003 B-Level Reconfiguration	500.0	0.0	0.0	0.0	500.0	500.0	0.0	Pending
2021-004 Dental/Medical Counter Reconfiguration	200.0	0.0	0.0	0.0	200.0	200.0	0.0	Pending
2021-005 Computer Store Refresh	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2021-006 Printer/Copier	12.0	0.0	8.5	8.5	3.5		(3.5)	In Progress
2021-007 Refrigerators	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2021-047 BCP Reconfiguration	0.0	7.0	24.2	31.2	3.8		31.2	In Progress
Total Store/Services	957.0	16.3	37.3	53.6	938.4	870.0	(33.4)	
Food Service								
2021-008 FS Miscellaneous and Unanticipated	50.0	2.3	9.6	11.9	38.1		(38.1)	In Progress
2021-009 Digital Menu Board Replacement	75.0	39.3	2.7	42.0	33.0		(33.0)	Completed - Awaiting Invoice
2021-010 Patio Awning Replacement	10.0	12.1	0.0	12.1	(2.1)		2.1	Completed
2021-011 Kettle Replacement	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2021-012 Replacement Kitchen Cooking Equipment	15.0	0.0	11.1	11.1	3.9		(3.9)	In Progress
2021-013 Panini Press Replacement	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
2021-014 Merchandizing Display	5.0	0.0	0.0	0.0	5.0		(5.0)	Canceled
2021-015 Production Equipment for New Menus	150.0	0.0	45.8	45.8	104.2		(104.2)	In Progress
2021-016 Register Replacement	5.0	0.0	3.9	3.9	1.1		(1.1)	In Progress
2021-017 Electric Cart	25.0	0.0	23.7	23.7	1.3		(1.3)	Completed - Awaiting Invoice
2021-045 100 Medical Plaza Café	0.0	0.0	44.1	44.1	180.9		44.1	In Progress
Total Food Services	355.0	53.8	96.8	150.6	204.4	20.0	(184.4)	
Technology								
2021-018 Network Infrastructure Upgrade	20.0	0.0	4.8	4.8	15.2		(15.2)	In Progress
2021-019 Printer Replacement	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2021-020 Food Service POS	600.0	0.0	40.9	40.9	559.1		(559.1)	In Progress
2021-021 Remote Office	70.0	1.1	23.9	25.0	45.0		(45.0)	In Progress
2021-022 Survey Kiosks	18.0	0.0	0.0	0.0	18.0	18.0	0.0	Pending
2021-023 Remote Office (Marketing)	40.0	0.0	33.2	33.2	6.8		(6.8)	In Progress
2021-024 Misc hardware/Software (Marketing/Info Photo)	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
2021-025 Informal Photography - Camera, Lens, Light	10.0	2.0	0.4	2.4	7.6		(7.6)	In Progress
2021-026 Video Equipment	6.0	0.0	1.9	1.9	4.1		(4.1)	In Progress
Total Technology	779.0	3.0	105.0	108.1	670.9	33.0	(637.9)	
Trademarks & Licensing								
2021-027 Miscellaneous and Unanticipated	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
Total: Trademarks & Licensing	50.0	0.0	0.0	0.0	50.0	50.0	0.0	
Others								
2021-028 Fac Misc and Remodels	75.0	17.3	0.2	17.5	57.5		(57.5)	In Progress
2021-029 Cooperage Patio Deck	40.0	25.5	0.0	25.5	14.5		(14.5)	Completed
2021-030 Custodial Replacements	20.0	2.4	0.0	2.4	17.6		(17.6)	In Progress
2021-031 LuValle Kitchen Make-up Air	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
2021-032 Taco Bell Heat Exhaust System	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2021-033 North Campus Roof Waterproofing	300.0	0.0	0.0	0.0	300.0	300.0	0.0	Pending
2021-034 KH Roof Waterproofing (4th & 6th Floors)	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Pending
2021-035 Office Space Remodeling - Phase I	250.0	110.9	19.4	130.3	119.7		(119.7)	In Progress
2021-036 SUO General Replacement	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2021-037 Meeting Room /Venue Upgrades	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2021-038 Stateroom Refurbishment	108.0	0.0	0.0	0.0	108.0	108.0	0.0	Pending
2021-039 SUO General AV Upgrades	60.0	0.0	0.0	0.0	60.0	60.0	0.0	Pending
2021-040 New Event Layout Software	23.0	0.0	0.0	0.0	23.0	23.0	0.0	Pending
2021-041 New Virtual Event Platform	40.0	0.0	0.0	0.0	40.0		(40.0)	Canceled
2021-042 Finance Misc. Replacements	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2021-043 Replace Cameras	50.0	0.0	50.7	50.7	(0.7)		0.7	Completed - Awaiting Invoice
2021-044 Upgrade Virtual Server Environments	0.0	0.0	53.2	53.2	76.8		53.2	In Progress
2021-046 VFD replacements	0.0	0.0	27.3	27.3	0.0		27.3	In Progress
2021-048 A-Level Furniture	0.0	0.0	54.6	54.6	0.4		54.6	In Progress
2021-049 KH Coffee House Patio Furniture	0.0	0.0	99.6	99.6	0.4		99.6	In Progress
Total Others	1,296.0	156.1	305.1	461.2	1,147.2	821.0	(13.8)	
Total Year Projects	3,437.0	229.2	544.3	773.4	3,010.9	1,794.0	(869.6)	

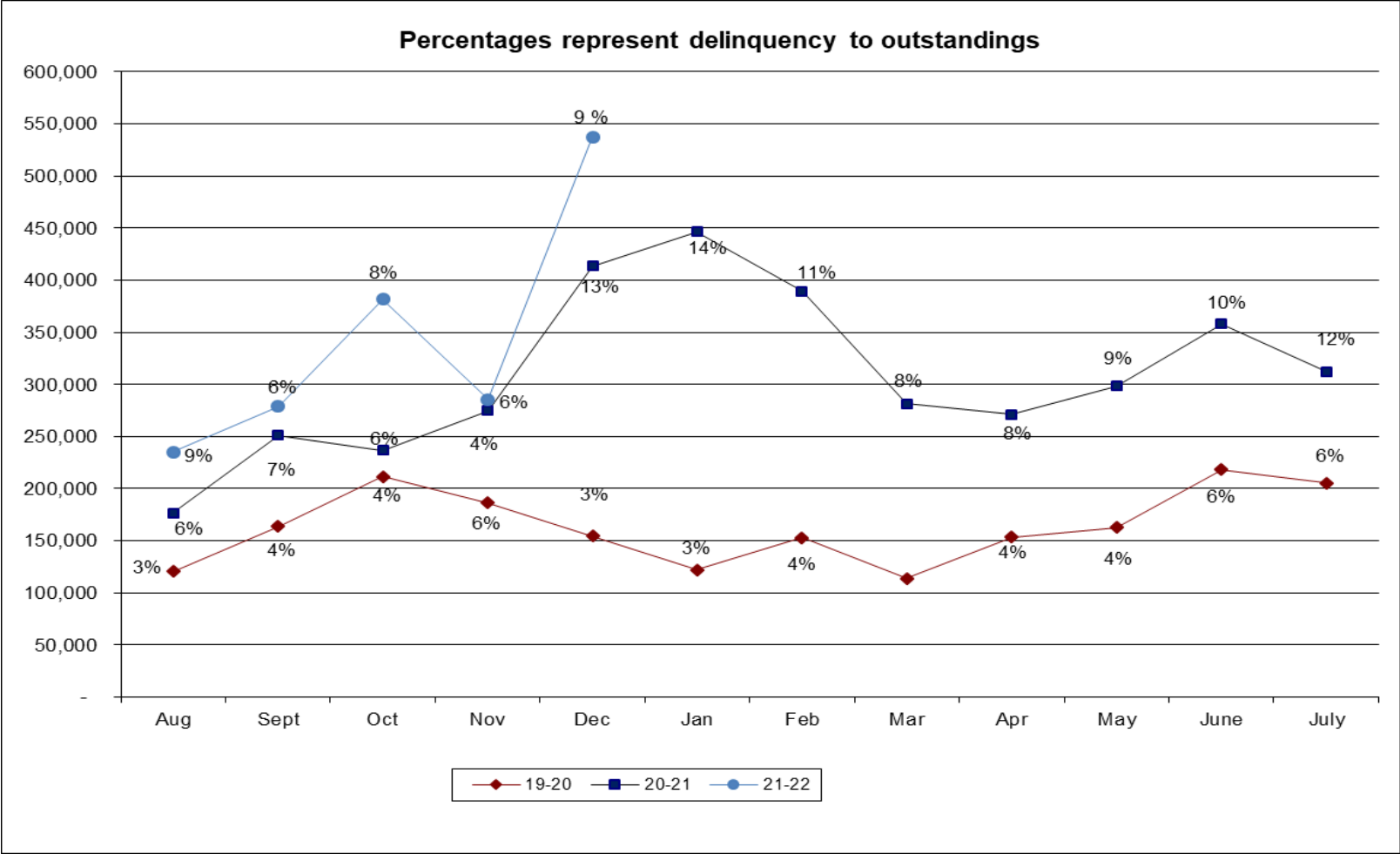
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

01/01/22	Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$619,107	16%	\$842,880	100%	\$135,433	90%	\$94,678	49%	\$5,383	5%	\$129	0%	\$1,697,610	31%
ASUCLA PUBLICATIONS		\$192,668	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$192,668	3%
ASUCLA USA/GSA		\$248,754	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$248,754	4%
DUE FROM VENDORS		\$240,505	6%	(\$31,691)	-4%	(\$5,364)	-5%	(\$16,796)	-9%	\$115,795	98%	\$77,196	100%	\$379,645	7%
DENTAL KITS		\$547,166	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$547,166	10%
OTHER		2,407,600	57%	\$32,462	4%	\$21,831	15%	\$113,625	60%	(\$4,023)	-3%	(\$351)	0%	\$2,571,144	46%
TOTAL CURRENT MONTH		\$4,255,800	100%	\$843,651	100%	\$151,900	100%	\$191,507	100%	\$117,155	100%	\$76,974	100%	\$5,636,987	100%
		76%		15%		3%		3%		2%		1%		100%	
11/27/21	Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$651,985	15%	\$504,066	85%	\$89,858	126%	\$14,505	70%	\$0	0%	\$136	0%	\$1,260,550	25%
ASUCLA PUBLICATIONS		\$199,773	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$199,773	4%
ASUCLA USA/GSA		\$259,430	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$259,430	5%
DUE FROM VENDORS		\$314,032	7%	(\$5,500)	-1%	(\$17,120)	-25%	\$1,026	5%	\$115,877	100%	\$77,252	100%	\$485,567	9%
DENTAL KITS		\$644,481	15%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$644,481	12%
OTHER		\$2,225,869	52%	\$93,487	16%	(\$967)	0%	\$5,122	25%	(\$262)	0%	(\$89)	0%	\$2,323,158	45%
TOTAL CURRENT MONTH		\$4,295,570	100%	\$592,053	100%	\$71,770	100%	\$20,653	100%	\$115,615	100%	\$77,299	100%	\$5,172,960	100%
		83%		11%		2%		0%		2%		2%		100%	
10/30/21	Oct	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$412,208	12%	\$753,092	75%	\$67,252	65%	\$21,772	113%	\$3,818	2%	\$0	0%	\$1,258,142	27%
ASUCLA PUBLICATIONS		\$98,324	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$98,324	2%
ASUCLA USA/GSA		\$143,852	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$143,852	3%
DUE FROM VENDORS		\$12,242	0%	\$99,010	10%	\$10,922	9%	(\$13,216)	-69%	\$121,894	69%	\$81,262	100%	\$312,114	7%
DENTAL KITS		\$771,538	23%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$771,538	16%
OTHER		\$1,976,562	59%	\$145,999	15%	\$27,146	26%	\$10,722	56%	\$49,910	29%	\$0	0%	\$2,210,340	46%
TOTAL CURRENT MONTH		\$3,414,726	100%	\$998,101	100%	\$105,320	100%	\$19,278	100%	\$175,622	100%	\$81,262	100%	\$4,794,309	100%
		71%		21%		2%		0%		4%		2%		100%	

Total Accounts Receivable Balances
12 Month History
Aug 20 to Dec 21



Aged Accounts Receivable Balances
> 60 Days Past Due



**UCLA STORE
INCOME STATEMENT**

DEC. 05(11/28/21-01/01/22)				FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH				YTD 5 MO(08/01/21-01/01/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,017,776	1,702,189	<684,413>	ACADEMIC SUPPORT DIV	6,267,351	7,279,632	<1,012,281>	867,549	6,086,231
790,945	998,365	<207,420>	GENERAL MDSE DIVISION	6,123,088	5,139,196	983,892	189,863	577,693
61,563	115,501	<53,938>	HILLTOP SHOP	440,380	585,945	<145,565>	13,397	70,126
87,674	103,599	<15,925>	LU VALLE COMMONS STORE	654,040	634,777	19,263	24,319	230,442
229,864	250,000	<20,136>	E-COMMERCE DIVISION	765,074	854,000	<88,926>	466,534	1,269,590
74,768	92,094	<17,326>	HEALTH SCIENCES STORE	2,119,752	3,005,110	<885,358>	188,376	2,749,246
<1>	0	<1>	OPERATIONS DIVISION	561	0	561	0	0
2,262,591	3,261,748	<999,157>	TOTAL SALES	16,370,247	17,498,660	<1,128,413>	1,750,039	10,983,329
1,598,098	2,336,032	737,934	Less: Cost of Sales	11,201,017	12,461,671	1,260,654	1,356,049	8,899,977
			Less: Shrinkage					
2,219	3,500	1,281	ACADEMIC SUPPORT DIV	13,803	14,120	317	1,373	11,231
5,241	5,520	279	GENERAL MDSE DIVISION	34,283	27,230	<7,053>	862	2,543
756	690	<66>	HILLTOP SHOP	2,906	3,410	504	63	315
463	600	138	LU VALLE COMMONS STORE	3,512	3,510	<2>	98	1,257
395	540	145	HEALTH SCIENCES STORE	12,016	10,590	<1,426>	1,015	9,018
9,074	10,850	1,776	SHRINKAGE	66,520	58,860	<7,660>	3,412	24,364
1,607,172	2,346,882	739,710	TOTAL COST OF SALES	11,267,537	12,520,531	1,252,994	1,359,461	8,924,340
70.6	71.6	1.0	COST OF SALES %	68.4	71.2	2.8	77.5	81.0
655,418	914,866	<259,448>	GROSS MARGIN	5,102,709	4,978,129	124,580	390,579	2,058,988
29.4	28.4	1.0	GROSS MARGIN %	31.6	28.8	2.8	22.5	19.0
0.4	0.3	<0.1>	SHRINKAGE %	0.4	0.3	<0.1>	0.2	0.2
29.0	28.1	0.9	NET GROSS MARGIN %	31.2	28.5	2.7	22.3	18.8
8.6	10.8	<2.2>	ACADEMIC SUPPORT DIV	14.1	13.4	0.7	3.1	10.8
48.4	49.1	<0.8>	GENERAL MDSE DIVISION	50.3	49.4	1.0	47.4	44.8
36.3	39.6	<3.3>	HILLTOP SHOP	38.7	40.8	<2.0>	33.2	34.1
30.8	34.4	<3.6>	LU VALLE COMMONS STORE	29.4	31.9	<2.5>	15.5	12.5
48.5	50.1	<1.6>	E-COMMERCE DIVISION	50.7	50.9	<0.2>	50.1	50.2
32.4	37.2	<4.8>	HEALTH SCIENCES STORE	18.1	19.6	<1.5>	17.0	16.5
<225.0>	0.0	<225.0>	OPERATIONS DIVISION	100.9	0.0	100.9	0.0	0.0
116,757	146,919	<30,162>	OTHER INCOME	585,532	741,599	<156,067>	108,157	542,361
772,176	1,061,785	<289,609>	GROSS MARGIN/OTHER	5,688,242	5,719,728	<31,486>	498,736	2,601,350
			Less: Controllable Exp					
266,142	264,732	<1,410>	Career Wages	1,343,319	1,319,358	<23,961>	254,589	1,272,743
0	0	0	Limited Appointment	0	0	0	232	232
148,101	189,316	41,215	Student Wages	903,345	991,474	88,129	102,761	480,649
414,243	454,048	39,805	TOTAL WAGES	2,246,664	2,310,832	64,168	357,582	1,753,624
18.3	13.9	<4.4>	WAGE % TO SALES	13.7	13.2	<0.5>	20.4	16.0
130,995	128,180	<2,815>	Employee Benefits	667,007	639,424	<27,583>	127,028	619,927
19,164	11,542	<7,622>	Office Supplies	66,288	40,488	<25,800>	13,777	53,465
8,222	9,992	1,770	Telephone	41,342	48,039	6,697	7,658	38,884
13	14	1	Postage	73	70	<3>	12	79
2,552	200	<2,352>	Trav/Trips/Conference	3,800	2,200	<1,600>	0	<1,009>
299	300	1	Membership Fees	1,495	2,500	1,005	299	1,531
1,184	5,400	4,216	Operating Supplies	23,593	33,865	10,272	411	10,540
32,816	45,325	12,509	Freight Out	122,618	178,605	55,987	57,716	222,444
331	800	469	Transportation	3,452	4,000	548	286	2,188
<592>	0	592	Postage Stamp O/S	17	0	<17>	0	0
20,320	22,495	2,175	Advertising	117,775	154,410	36,635	13,558	54,095
0	<1,000>	<1,000>	Vendor Adv. Allowance	<2,719>	<4,244>	<1,525>	0	<6,275>
<29,701>	0	29,701	Direct Mail Adv.	182,530	211,000	28,470	1	214,945
1,278	4,065	2,787	Repairs & Maintenance	11,174	14,825	3,651	3,472	14,500
0	0	0	Repairs & Mtce-Equip	0	340	340	0	0
33,860	54,676	20,816	Bank Card Expense	312,177	266,333	<45,844>	29,541	167,244
518	0	<518>	Overs/Shorts	16,310	0	<16,310>	<280>	644
2,256	0	<2,256>	Credit Card Adjustments	7,051	0	<7,051>	197	2,250
21,251	20	<21,231>	Textbook Rental Exp	21,443	100	<21,343>	0	0
0	0	0	Rentals-Truck	1,205	1,000	<205>	0	0
424	300	<124>	Taxes & Licenses	424	300	<124>	300	394
12,859	11,970	<889>	Professional Services	65,118	60,850	<4,268>	15,113	80,188
<491>	2,000	2,491	Temp Agency Service	12,639	11,900	<739>	2,513	2,377
3,783	1,600	<2,183>	Commission Expense	8,193	8,250	57	2,960	5,673
8,200	8,200	0	Concession Expense	57,278	57,500	222	0	630
0	0	0	Prior Period Adj	0	0	0	215	215
255	0	<255>	COVID-19	6,302	0	<6,302>	3,110	51,396
0	1	1	Alloc of Distr Cntr	<3>	6	9	0	0
5,920	19,954	14,034	Payment to UCLA	66,397	89,716	23,319	4,216	8,522
275,716	326,034	50,318	TOTAL OTHER CONTROL.	1,812,978	1,821,477	8,499	282,102	1,544,845
689,959	780,082	90,123	TOTAL CONTROLLABLE EXP	4,059,642	4,132,309	72,667	639,684	3,298,469
			GROSS CONTRIBUTION TO SVCS AND ENTERPRISES					
82,217	281,703	<199,486>		1,628,599	1,587,419	41,180	<140,948>	<697,119>
			Less: Allocated Exp					
40,537	40,361	<176>	Allocated Exp. -HR	236,865	219,734	<17,131>	46,753	205,804
136,061	158,014	21,953	Allocated Exp. Fin	839,463	816,979	<22,484>	182,170	893,686
85,392	100,927	15,535	Allocated Exp. -IS	530,309	512,118	<18,191>	92,682	556,630
49,896	53,287	3,391	Allocated Exp. Mktg	289,633	274,275	<15,358>	64,188	283,064
83,145	105,025	21,880	Allocated Exp Othr SA	552,046	570,473	18,427	129,435	683,574
88,307	88,612	305	Maintenance	479,236	470,104	<9,132>	69,888	439,120
11,284	15,604	4,320	Utilities	77,042	106,177	29,135	9,197	50,364
52,796	58,634	5,838	Depreciation	263,866	293,170	29,304	53,425	266,937
547,417	620,464	73,047	TOTAL ALLOCATED EXP	3,268,461	3,263,030	<5,431>	647,737	3,379,179
<465,200>	<338,761>	<126,439>	NET INCOME (LOSS)	<1,639,861>	<1,675,611>	35,750	<788,685>	<4,076,298>

**UCLA RESTAURANTS
INCOME STATEMENT**

DEC. 05(11/28/21-01/01/22)				FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH				YTD 5 MO(08/01/21-01/01/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
90,113	165,291	<75,178>	CENTRAL DIVISION	591,938	780,448	<188,510>	0	0
83,295	183,181	<99,886>	NORTH CAMPUS DIVISION	529,726	1,044,449	<514,723>	0	0
97,346	221,149	<123,803>	SOUTH DIVISION	637,125	1,176,301	<539,176>	30,550	119,871
77,662	212,713	<135,051>	LU VALLE DIVISION	532,286	1,013,835	<481,549>	0	0
47,533	113,933	<66,400>	COOPERAGE DIVISION	316,348	535,837	<219,489>	5,632	20,220
96,461	193,738	<97,277>	SPECIAL EVENTS DIVISION	478,480	758,439	<279,959>	10,285	44,477
492,409	1,090,005	<597,596>	TOTAL SALES	3,085,902	5,309,309	<2,223,407>	46,467	184,568
193,451	394,242	200,791	Less: Cost of Sales	1,151,259	1,957,055	805,796	24,857	49,884
39.3	36.2	<3.1>	COST OF SALES %	37.3	36.9	<0.5>	53.5	27.0
298,959	695,763	<396,804>	GROSS MARGIN	1,934,643	3,352,254	<1,417,611>	21,610	134,685
60.7	63.8	<3.1>	GROSS MARGIN %	62.7	63.1	<0.5>	46.5	73.0
65.5	65.4	0.1	CENTRAL DIVISION	65.0	65.9	<0.8>	0.0	0.0
50.5	61.7	<11.2>	NORTH CAMPUS DIVISION	62.5	61.2	1.2	0.0	0.0
70.0	62.6	7.4	SOUTH DIVISION	70.6	62.3	8.2	65.7	67.7
48.3	63.2	<14.9>	LU VALLE DIVISION	56.8	62.4	<5.6>	0.0	0.0
64.4	60.7	3.8	COOPERAGE DIVISION	64.3	60.3	4.0	6.0	22.2
65.8	68.7	<2.9>	SPECIAL EVENTS DIVISION	57.4	67.5	<10.1>	40.5	68.5
124,814	300,440	<175,626>	OTHER INCOME	685,824	1,522,446	<836,622>	33,451	175,834
423,773	996,203	<572,430>	GROSS MARGIN/OTHER	2,620,468	4,874,700	<2,254,232>	55,062	310,518
			Less: Controllable Exp					
355,106	358,731	3,625	Career Wages	1,651,411	1,645,078	<6,333>	309,304	1,432,874
0	0	0	Limited Appointment	0	0	0	0	147
169,398	314,959	145,561	Student Wages	939,792	1,390,742	450,950	18,681	72,991
<29,313>	<37,092>	<7,779>	Labor Recharge	<137,423>	<165,644>	<28,221>	<710>	<3,954>
495,191	636,598	141,407	TOTAL WAGES	2,453,780	2,870,176	416,396	327,275	1,502,059
100.6	58.4	<42.2>	WAGE % TO SALES	79.5	54.1	<25.5>	704.3	813.8
149,347	187,072	37,725	Employee Benefits	880,679	857,097	<23,582>	118,658	825,533
316	1,120	804	Office Supplies	9,947	5,395	<4,552>	456	2,568
2,726	3,514	788	Telephone	14,455	17,220	2,765	2,753	13,247
0	0	0	Postage	0	0	0	0	0
0	0	0	Trav/Trips/Conference	0	0	0	0	0
1,000	1,000	0	Training Programs	5,886	5,000	<886>	0	0
24,234	52,295	28,061	Paper	192,248	263,106	70,858	4,050	12,492
4.9	4.8	<0.1>	Paper % To Sales	6.2	5.0	<1.3>	8.7	6.8
4,018	7,790	3,772	Cleaning Supplies	27,299	36,435	9,136	922	5,352
0	0	0	Freight Out	0	0	0	0	0
<12,558>	<8,000>	4,558	Purchasing Rebates	<42,495>	<40,000>	2,495	<6,385>	<31,821>
6,145	3,755	<2,390>	Replacements	35,762	18,555	<17,207>	324	5,530
3,345	4,149	804	Laundry	14,926	23,218	8,292	763	4,839
1,361	1,695	334	Uniforms	20,091	16,075	<4,016>	312	760
2,282	3,000	718	Advertising	18,262	18,005	<257>	561	4,730
0	0	0	Vendor Adv. Allowance	0	0	0	0	0
0	500	500	Menu Development	0	2,000	2,000	0	0
0	1	1	Dorm Coupons Expense	0	4	4	0	0
7,414	6,320	<1,094>	Repairs & Maintenance	59,488	29,400	<30,088>	3,219	18,316
0	0	0	Repairs & Mtce-Equip	0	0	0	0	0
0	0	0	Air Conditioning-Maint	0	0	0	0	0
0	0	0	Rub Remvl/Hauling	0	0	0	0	0
17,078	37,839	20,761	Bank Card Expense	104,627	180,687	76,060	3,148	14,949
0	0	0	Bruin One Card Exp	0	0	0	0	0
818	1,869	1,051	Sales Tax Expense	5,613	9,458	3,845	72	267
<5,926>	947	6,873	Overs/Shorts	<7,104>	4,271	11,375	89	220
9	0	<9>	Credit Card Adjustments	15	0	<15>	0	0
0	0	0	Insurance Expense	0	0	0	0	0
0	0	0	Rentals	1,452	0	<1,452>	0	0
0	0	0	Rentals-Truck	0	0	0	0	0
1,193	1,410	217	Taxes & Licenses	2,511	3,550	1,039	383	1,414
665	0	<665>	Professional Services	665	0	<665>	0	640
23,822	1,000	<22,822>	Temp Agency Service	70,726	1,000	<69,726>	0	0
982	56,261	55,279	Commission Expense	69,523	255,529	186,006	550	2,180
0	0	0	Prior Period Adj	0	0	0	0	0
0	0	0	Gain/Loss on Disp F/A	0	0	0	0	0
0	0	0	COVID-19	15,403	0	<15,403>	1,093	6,084
0	0	0	UCLA Recharge Expense	0	0	0	0	0
228,271	363,537	135,266	TOTAL OTHER CONTROL	1,499,977	1,706,005	206,028	130,970	887,301
723,463	1,000,135	276,672	TOTAL CONTROLLABLE EXP	3,953,757	4,576,181	622,424	458,244	2,389,359
<299,690>	<3,932>	<295,758>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	<1,333,289>	298,519	<1,631,808>	<403,182>	<2,078,841>
			Less: Allocated Exp					
48,458	56,588	8,130	Allocated Exp. -HR	256,303	267,206	10,903	42,790	177,930
35,295	64,457	29,162	Allocated Exp. Fin	198,742	289,447	90,705	7,835	32,384
22,151	41,170	19,019	Allocated Exp. -IS	124,545	181,038	56,493	3,986	19,814
12,944	21,736	8,792	Allocated Exp. Mktg	67,532	95,975	28,443	2,761	10,122
21,569	42,841	21,272	Allocated Exp Othr SA	131,047	200,507	69,460	5,567	24,379
76,713	76,979	266	Maintenance	416,320	408,394	<7,926>	61,540	386,669
9,803	13,555	3,752	Utilities	66,928	92,232	25,304	8,099	44,349
50,258	57,888	7,630	Depreciation	250,787	289,440	38,653	55,214	276,134
277,191	375,214	98,023	TOTAL ALLOCATED EXP	1,512,204	1,824,239	312,035	187,791	971,780
<576,881>	<379,146>	<197,735>	NET REVENUE	<2,845,493>	<1,525,720>	<1,319,773>	<590,974>	<3,050,621>
0	0	0	Allocated-Svs and Ent	0	0	0	0	0
0	0	0	TOTAL OTHER	0	0	0	0	0
<576,881>	<379,146>	<197,735>	NET INCOME (LOSS)	<2,845,493>	<1,525,720>	<1,319,773>	<590,974>	<3,050,621>
93,329	255,364	<162,035>	TOTAL CUSTOMER COUNT	615,377	1,220,210	<604,833>	7,851	36,609
35,368	75,988	<40,620>	3RD PARTY CUST COUNT	208,301	349,791	<141,490>	2,337	13,584
57,961	179,375	<121,414>	ASUCA CUSTOMER COUNT	407,076	870,419	<463,343>	5,514	23,025
8.60	6.90	1.70	TOTAL AVERAGE CHECK	8.11	6.78	1.34	7.06	6.90
10.48	9.96	0.52	3RD PARTY AVG CHECK	10.39	9.86	0.53	8.23	8.29
7.45	5.60	1.85	ASUCA AVERAGE CHECK	6.95	5.54	1.41	6.56	6.09
18,609	27,178	8,570	EMPLOYEE HOURS	93,813	120,312	26,499	8,607	36,439
26.40	40.11	<13.71>	SALES/LABOR HOUR	32.95	44.13	<11.18>	5.40	5.07

LICENSING & SERVICES
INCOME STATEMENT

DEC. 05(11/28/21-01/01/22)			FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH			YTD 5 MO(08/01/21-01/01/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,750	8,533	<6,783>	38,841	73,665	<34,824>	154	4,759
<14,225>	8,333	<22,558>	7,475	41,665	<34,190>	2,495	19,933
<12,475>	16,866	<29,341>	46,316	115,330	<69,014>	2,649	24,691
<13,950>	165	14,115	80	1,435	1,355	61	61
1,475	16,701	<15,226>	46,236	113,895	<67,659>	2,587	24,630
<11.8>	99.0	<110.8>	99.8	98.8	1.1	97.7	99.8
100.0	98.1	1.9	99.8	98.1	1.7	60.1	98.7
1.9	100.0	<98.1>	100.0	100.0	0.0	100.0	100.0
1,036,085	233,139	802,946	1,909,256	1,469,221	440,035	141,196	995,783
121,531	124,916	<3,385>	579,420	601,409	<21,989>	109,450	564,385
18,409	18,409	0	92,045	92,045	0	18,011	90,056
15,000	0	15,000	15,000	0	15,000	0	0
1,191,025	376,464	814,561	2,595,721	2,162,675	433,046	268,658	1,650,224
1,192,500	393,165	799,335	2,641,957	2,276,570	365,387	271,245	1,674,854
42,030	44,278	2,248	212,510	223,290	10,780	46,362	238,747
0	500	500	0	1,500	1,500	0	0
0	500	500	0	2,125	2,125	0	0
42,030	45,278	3,248	212,510	226,915	14,405	46,362	238,747
<336.9>	268.5	605.4	458.8	196.8	<262.1>	1,750.3	966.9
20,691	21,076	385	102,837	106,373	3,536	23,603	121,906
45	145	100	372	725	353	42	391
464	520	56	2,320	2,600	280	469	2,189
0	100	100	28	500	472	0	0
1,625	1,750	125	8,250	8,750	500	0	8,091
0	570	570	287	720	433	553	675
2,833	3,667	834	15,526	18,331	2,805	1,334	6,670
30,000	30,026	26	149,987	150,130	143	0	0
2,166	2,208	42	10,580	11,036	456	146	2,711
0	0	0	0	300	300	0	0
13,950	0	<13,950>	13,950	0	<13,950>	0	0
4,200	4,825	625	21,583	24,125	2,542	8,910	18,560
1,250	1,250	0	4,500	6,250	1,750	1,500	13,500
4,166	4,166	0	30,015	20,830	<9,185>	6,800	23,192
199,542	10,125	<189,417>	245,354	144,298	<101,056>	1,750	69,814
37,539	19,981	<17,558>	104,117	107,256	3,139	11,435	70,675
150,297	61,313	<88,984>	366,243	339,841	<26,402>	40,073	251,627
468,769	161,722	<307,047>	1,075,949	942,065	<133,884>	96,616	590,001
510,799	207,000	<303,799>	1,288,459	1,168,980	<119,479>	142,977	828,748
681,701	186,165	495,536	1,353,498	1,107,590	245,908	128,268	846,106
4,113	4,025	<88>	22,489	21,620	<869>	6,062	28,164
64,462	17,643	<46,819>	142,996	103,987	<39,009>	25,588	146,423
42,297	11,646	<30,651>	92,946	67,381	<25,565>	13,532	94,762
24,715	6,149	<18,566>	51,905	35,446	<16,459>	9,372	47,307
41,184	12,119	<29,065>	94,499	73,621	<20,878>	18,898	113,688
39,474	39,624	150	214,221	210,218	<4,003>	31,524	198,070
5,044	6,976	1,932	34,438	47,470	13,032	4,149	22,717
2,539	2,531	<8>	12,696	12,655	<41>	2,615	13,069
223,827	100,713	<123,114>	666,191	572,398	<93,793>	111,739	664,200
457,875	85,452	372,423	687,306	535,192	152,114	16,529	181,906

**UCLA STUDENT UNION
INCOME STATEMENT**

DEC. 05(11/28/21-01/01/22)			FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH			YTD 5 MO(08/01/21-01/01/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
35,458	27,499	7,959	118,899	182,218	<63,319>	15,726	45,970
8,173	22,177	<14,004>	35,217	67,376	<32,159>	2,496	4,408
43,631	49,676	<6,045>	154,116	249,594	<95,478>	18,222	50,377
15,938	21,689	5,751	33,437	65,893	32,456	2,262	3,642
6,370	3,381	<2,989>	25,625	34,118	8,493	1,829	15,202
22,309	25,070	2,761	59,061	100,011	40,950	4,090	18,844
51.1	50.5	<0.7>	38.3	40.1	1.8	22.5	37.4
21,322	24,606	<3,284>	95,055	149,583	<54,528>	14,132	31,533
48.9	49.5	<0.7>	61.7	59.9	1.8	77.6	62.6
82.0	87.7	<5.7>	78.5	81.3	<2.8>	88.4	66.9
<95.0>	2.2	<97.2>	5.1	2.2	2.9	9.4	17.4
0	0	0	415,666	190,000	225,666	0	125,000
0	17,000	<17,000>	0	51,000	<51,000>	0	0
1,400	125	1,275	4,625	3,550	1,075	250	1,175
2,235	5,993	<3,758>	47,139	38,697	8,442	0	0
5,119	4,029	1,090	8,546	12,360	<3,814>	405	648
8,754	27,147	<18,393>	475,977	295,607	180,370	655	126,823
30,076	51,753	<21,677>	571,031	445,190	125,841	14,787	158,357
28,944	40,315	11,371	127,835	191,135	63,300	35,186	176,379
15,232	21,294	6,062	90,621	92,073	1,452	3,841	50,606
44,176	61,609	17,433	218,456	283,208	64,752	39,027	226,985
101.3	124.0	22.8	141.8	113.5	<28.3>	214.2	450.6
34.0	49.6	15.6	44.5	35.7	<8.8>	67.9	126.5
15,235	19,576	4,341	67,161	91,976	24,815	16,779	88,052
2,799	3,595	796	4,985	7,787	2,802	225	2,656
2,221	2,953	732	10,906	14,197	3,291	3,427	11,240
0	0	0	850	4,575	3,725	2,926	3,226
0	3,986	3,986	0	3,986	3,986	0	0
0	0	0	0	464	464	0	0
0	0	0	2,485	5,050	2,565	50	391
265	2,089	1,824	33,149	23,988	<9,161>	708	9,820
2,568	4,734	2,166	30,546	29,703	<843>	0	122
0	0	0	200	200	0	0	0
0	0	0	0	300	300	0	0
0	170	170	2,569	2,099	<470>	487	2,006
0	180	180	791	900	109	160	763
2,395	2,215	<180>	16,110	20,130	4,020	1,640	10,359
318	625	307	1,535	1,896	361	142	799
<63>	50	113	<71>	250	321	0	0
3,060	2,887	<173>	3,060	2,887	<173>	0	0
5,252	0	<5,252>	14,660	500	<14,160>	168	2,025
7,709	7,709	0	38,545	38,545	0	6,083	52,417
3,315	1,881	<1,434>	24,152	22,428	<1,724>	19	1,196
45,074	52,650	7,576	251,633	271,861	20,228	32,814	185,071
89,250	114,259	25,009	470,089	555,069	84,980	71,842	412,057
<59,174>	<62,506>	3,332	100,942	<109,879>	210,821	<57,055>	<253,700>
4,323	5,476	1,153	22,876	26,672	3,796	5,103	26,728
2,865	3,446	581	30,686	21,887	<8,799>	1,780	19,014
1,880	2,275	395	20,078	14,145	<5,933>	942	12,330
1,099	1,201	102	10,720	7,511	<3,209>	652	5,923
1,831	2,367	536	23,756	15,745	<8,011>	1,315	14,933
48,211	48,376	165	261,639	256,649	<4,990>	38,229	240,201
6,161	8,518	2,357	42,061	57,962	15,901	5,031	27,550
22,052	24,652	2,600	110,213	123,260	13,047	23,128	115,642
88,421	96,311	7,890	522,028	523,831	1,803	76,180	462,319
<147,595>	<158,817>	11,222	<421,086>	<633,710>	212,624	<133,235>	<716,019>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

DEC. 05(11/28/21-01/01/22)				FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH				YTD 5 MO(08/01/21-01/01/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
363,094	364,043	949	Career Wages	1,850,839	1,819,672	<31,167>	349,263	1,749,436
0	815	815	Limited Appointment	12,632	4,075	<8,557>	0	0
15,935	29,341	13,406	Student Wages	105,406	146,212	40,806	6,914	58,836
379,029	394,199	15,170	TOTAL WAGES	1,968,877	1,969,959	1,082	356,177	1,808,272
9.0	7.5	<1.5>	WAGE % TO TOTAL SALES	8.2	7.1	<1.1>	16.0	13.2
500	0	<500>	Emp Awards, Profess.	16,490	13,500	<2,990>	13,500	13,600
0	355	355	Emp Awards, Students	2,000	1,775	<225>	0	0
185,302	175,496	<9,806>	Employee Benefits	924,736	885,940	<38,796>	184,368	903,552
3,240	5,759	2,519	Office Supplies	28,080	32,164	4,084	4,442	20,504
6,495	7,306	811	Telephone	29,831	36,991	7,160	5,930	27,671
369	582	213	Postage	2,004	2,934	930	351	2,184
0	4,226	4,226	Trav/Trips/Conference	819	30,540	29,721	176	176
0	200	200	Expense Allowance	302	1,000	698	0	130
10,638	5,500	<5,138>	Employee Relations	24,174	11,500	<12,674>	382	5,410
0	5,000	5,000	Training Programs	9,893	25,000	15,108	3,000	3,000
296	750	454	Fingerprinting	962	3,000	2,038	0	0
229	320	91	Recruitment	4,941	4,780	<161>	0	4,306
0	0	0	Membership Fees	0	226	226	0	219
0	20	20	Periodical Subscription	2,110	172	<1,938>	0	110
600	798	198	Operating Supplies	4,666	4,174	<492>	371	2,032
0	0	0	Training Courses	82	0	<82>	0	0
<4>	0	4	Freight Out	0	0	0	0	0
0	275	275	Uniforms	1,341	1,375	34	0	1,595
<420>	<100>	320	Security Expense	963	<700>	<1,663>	0	199
0	100	100	Security Equipment	2,161	500	<1,661>	0	2,072
0	2,500	2,500	Alarm Monitoring	9,819	12,500	2,681	2,063	14,924
14,600	325	<14,275>	Advertising	22,927	11,825	<11,102>	1,350	7,381
0	100	100	Benefits U Adv	7,846	8,300	454	0	500
6,388	8,786	2,398	Repairs & Maintenance	35,423	49,319	13,896	5,599	31,016
886	1,481	595	Repair-Mtce Computer	4,324	7,405	3,081	1,031	5,102
11,309	14,126	2,817	Repairs & Mtce-Equip	72,106	70,075	<2,031>	13,715	68,034
0	185	185	Printing	0	740	740	0	0
1,432	1,432	0	Bruin One Card Exp	11,465	11,465	0	500	2,500
243	41	<202>	Overs/Shorts	299	205	<94>	1	6
37,835	37,835	0	Insurance Expense	189,175	189,175	0	34,395	171,975
9,452	20,902	11,450	Professional Services	69,165	81,596	12,431	16,909	70,294
1,227	1,224	<3>	Legal	6,133	6,120	<13>	1,188	5,942
9,700	9,699	<1>	External Audit	74,748	74,745	<3>	9,417	64,583
0	1,000	1,000	Temp Agency Service	1,269	4,000	2,731	0	1
8,630	8,609	<21>	Internal Audit	43,151	43,045	<106>	8,358	41,788
0	0	0	Tax Consulting	4,197	4,197	0	0	4,075
0	1,004	1,004	PROFESSIONAL FEES PCI	550	4,254	3,704	975	3,345
35,538	32,083	<3,455>	SAAS	153,466	159,269	5,803	0	105,196
9,312	9,837	525	Board of Directors	53,741	59,489	5,748	9,551	57,757
175	500	325	Special Projects	691	2,500	1,809	0	0
2,862	2,192	<670>	Misc. Bank Charges	14,945	12,479	<2,466>	2,513	12,438
<515>	3,000	3,515	Armored Carrier Expense	7,391	13,000	5,609	358	974
16,666	17,167	501	UC PATH CHARGES	83,330	85,831	2,501	8,333	41,665
0	949	949	COVID-19	2,285	4,745	2,460	119	1,109
4,918	4,712	<206>	Student Med Supp Fund	22,355	23,354	999	2,575	19,607
8,158	8,158	0	UCLA Recharge Expense	40,790	40,790	0	8,158	40,790
<85>	500	585	Special Events	3,583	22,500	18,917	0	5,000
385,973	394,934	8,961	TOTAL OTHER CONTROL.	1,990,726	2,057,794	67,068	339,625	1,762,762
765,002	789,133	24,131	TOTAL CONTROLLABLE EXP	3,959,603	4,027,753	68,150	695,803	3,571,033
			Less: Allocated Exp					
21,066	21,062	<4>	Maintenance	114,323	111,762	<2,561>	16,718	105,044
2,692	3,722	1,030	Utilities	18,379	25,324	6,945	2,200	12,048
20,007	20,091	84	Depreciation	99,960	100,455	495	28,877	142,974
43,765	44,875	1,110	TOTAL ALLOCATED EXP	232,662	237,541	4,879	47,795	260,066
808,767	834,008	25,241	NET EXPENSE	4,192,265	4,265,294	73,029	743,598	3,831,100
<724,214>	<750,753>	<26,539>	Allocated-Svs and Ent	<3,739,437>	<3,815,767>	<76,330>	<661,409>	<3,396,658>
<41,530>	<41,530>	0	Allocated-USAC	<229,744>	<229,744>	0	<41,183>	<221,184>
<3,595>	<3,595>	0	Allocated-GSA	<25,532>	<25,532>	0	<3,371>	<21,886>
<39,429>	<38,130>	1,299	Allocated-Comm Board	<197,552>	<194,251>	3,301	<37,635>	<191,372>
<808,767>	<834,008>	<25,241>	TOTAL OTHER	<4,192,265>	<4,265,294>	<73,029>	<743,598>	<3,831,099>
0	0	<0>	TOTAL EXPENSE	0	0	<0>	<0>	0

FACILITIES
EXPENSE STATEMENT

DEC. 05(11/28/21-01/01/22)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
143,544	146,722	3,178	Career Wages
2,557	15,086	12,529	Limited Appointment
501	1,324	823	Student Wages
<2,474>	<650>	1,824	Labor Recharge
<12,562>	<13,407>	<845>	Billed Labor Costs
0	<5,000>	<5,000>	Capitalized Wages
131,566	144,075	12,509	TOTAL WAGES
77,714	85,378	7,664	Employee Benefits
364	100	<264>	Office Supplies
818	1,040	222	Telephone
0	0	0	Trav/Trips/Conference
0	200	200	Training Programs
2,776	4,500	1,724	Paper
6.4	9.1	2.7	Paper % To Sales
1,935	5,250	3,315	Cleaning Supplies
2,380	1,625	<755>	Replacements
445	465	20	Laundry
29,791	27,500	<2,291>	Repairs & Maintenance
1,729	5,150	3,421	Repairs & Mtce-Elevator
0	0	0	Repairs & Mtce-Equip
61	600	539	Painting Program
478	500	22	Incidental Proj Exp
<1,372>	4,750	6,122	Air Conditioning-Maint
8,484	11,015	2,531	Rub Remvl/Hauling
6,321	3,780	<2,541>	Rodent & Pest Control
628	900	272	Rentals-Truck
5,465	1,600	<3,865>	COVID-19
0	<31,335>	<31,335>	UCLA Cost Sharing
138,016	123,018	<14,998>	TOTAL OTHER CONTROL.
269,582	267,093	<2,489>	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
25,355	27,843	2,488	Depreciation
25,355	27,843	2,488	TOTAL ALLOCATED EXP
294,937	294,936	<1>	NET EXPENSE
<252,704>	<253,591>	<887>	Allocated-Svs and Ent
<8,764>	<8,764>	0	Allocated-USAC
<3,411>	<3,411>	0	Allocated-GSA
<8,992>	<8,108>	884	Allocated-Comm Board
<21,066>	<21,062>	4	Allocated-A & SS
<294,937>	<294,936>	1	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

FISCAL YEAR 21-22			FISCAL YEAR 20-21	
YTD 5 MO(08/01/21-01/01/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
748,151	792,174	44,023	124,474	675,286
14,713	65,450	50,737	3,942	23,327
2,620	7,282	4,662	939	8,667
<8,254>	<3,310>	4,944	0	0
<46,495>	<67,035>	<20,540>	<13,370>	<58,345>
<20,956>	<25,000>	<4,044>	0	0
689,779	769,561	79,782	115,986	648,936
431,974	461,850	29,876	63,587	407,882
1,139	1,350	211	176	523
5,399	5,200	<199>	839	4,429
0	3,000	3,000	0	200
12,000	1,000	<11,000>	0	0
20,393	22,500	2,107	261	6,442
13.2	9.0	<4.2>	1.4	12.8
14,943	26,250	11,307	<0>	6,512
9,966	8,125	<1,841>	520	10,470
1,913	2,473	560	136	1,849
178,859	138,500	<40,359>	6,461	103,528
28,650	25,750	<2,900>	7,113	23,125
561	350	<211>	0	952
898	8,000	7,102	129	1,263
<10,491>	2,500	12,991	0	5,581
18,602	25,575	6,973	4,432	14,178
42,015	55,535	13,520	3,256	15,156
15,803	18,900	3,097	4,034	23,943
4,779	4,500	<279>	778	3,323
2,026	8,000	5,974	4,941	73,701
0	<166,837>	<166,837>	0	0
779,429	652,521	<126,908>	96,663	703,057
1,469,208	1,422,082	<47,126>	212,649	1,351,993
126,204	139,215	13,011	24,806	124,021
126,204	139,215	13,011	24,806	124,021
1,595,412	1,561,297	<34,115>	237,455	1,476,013
<1,371,416>	<1,345,326>	26,090	<201,180>	<1,264,059>
<43,820>	<43,820>	0	<8,949>	<44,745>
<17,055>	<17,055>	0	<3,498>	<17,490>
<48,798>	<43,295>	5,503	<7,110>	<44,676>
<114,323>	<111,801>	2,522	<16,718>	<105,044>
<1,595,412>	<1,561,297>	34,115	<237,455>	<1,476,013>
0	0	<0>	<0>	<0>

UTILITIES
EXPENSE STATEMENT

DEC. 05(11/28/21-01/01/22)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
3,897	5,744	1,847	Chiller Water
32,020	40,068	8,048	Elec-Non Air Cond.
<332>	5,815	6,147	Water-Non Air Cond.
3,174	5,300	2,126	Steam-Non Air Cond.
275	2,140	1,865	Gas
0	<6,202>	<6,202>	UCLA Cost Sharing
39,034	52,865	13,831	TOTAL OTHER CONTROL.
39,034	52,865	13,831	TOTAL CONTROLLABLE EXP
<32,292>	<44,653>	<12,361>	Allocated-Svs and Ent
<2,088>	<2,088>	0	Allocated-USAC
<813>	<813>	0	Allocated-GSA
<1,149>	<1,589>	<440>	Allocated-Comm Board
<2,692>	<3,722>	<1,030>	Allocated-A & SS
<39,034>	<52,865>	<13,831>	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

FISCAL YEAR 21-22			FISCAL YEAR 20-21	
YTD 5 MO(08/01/21-01/01/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
41,450	87,244	45,794	2,860	38,904
174,536	238,594	64,058	24,837	116,654
24,485	34,372	9,887	1,412	5,813
13,289	25,427	12,138	3,858	16,981
7,438	10,431	2,993	67	910
0	<41,586>	<41,586>	0	0
261,198	354,482	93,284	33,034	179,262
261,198	354,482	93,284	33,034	179,262
<220,470>	<303,841>	<83,371>	<26,476>	<144,980>
<10,440>	<10,440>	0	<2,460>	<12,300>
<4,065>	<4,065>	0	<962>	<4,810>
<7,845>	<10,812>	<2,967>	<936>	<5,124>
<18,379>	<25,324>	<6,945>	<2,200>	<12,048>
<261,198>	<354,482>	<93,284>	<33,034>	<179,262>
<0>	0	0	0	<0>