

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
February (01/30/22 - 02/26/22)**

**Prepared  
April 05, 2022**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES  
INCOME AND LOSS SUMMARY - FEBRUARY 2022 (\$000's)  
DIVISIONS AT CONTRIBUTION LEVEL**

FEBRUARY (01/30/22 - 02/26/22)								FY 20-21	
CURRENT MONTH								**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT	
				ACT/BUD		ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%
2,532		2,635		(103)	(3.9%)	1,371	118.1%	1,161	
1,394		2,202		(808)	(36.7%)	1,312	1600.0%	82	
856		540		316	58.5%	423	97.7%	433	
257		119		138	116.0%	221	613.9%	36	
<b>5,039</b>		<b>5,496</b>		<b>(457)</b>	<b>(8.3%)</b>	<b>3,327</b>	<b>194.3%</b>	<b>1,712</b>	
703	27.8%	956	36.3%	(253)	Pts.	429	Pts.	274	23.6%
1,004	72.0%	1,575	71.5%	(571)	0.5	942	(3.6)	62	75.6%
856	100.0%	540	100.0%	316	0.0	423	0.0	433	100.0%
220	85.6%	87	73.1%	133	12.5	187	(6.1)	33	91.7%
<b>2,783</b>	<b>55.2%</b>	<b>3,158</b>	<b>57.5%</b>	<b>(375)</b>	<b>(2.3)</b>	<b>1,981</b>	<b>8.4</b>	<b>802</b>	<b>46.8%</b>
590	23.3%	588	22.3%	(2)	(1.0)	(121)	17.1	469	40.4%
780	56.0%	839	38.1%	59	(17.9)	(326)	497.7	454	553.7%
70	8.2%	67	12.4%	(3)	4.2	1	8.2	71	16.4%
63	24.5%	83	69.7%	20	45.2	(4)	139.4	59	163.9%
<b>1,503</b>	<b>29.8%</b>	<b>1,577</b>	<b>28.7%</b>	<b>74</b>	<b>(1.1)</b>	<b>(450)</b>	<b>31.7</b>	<b>1,053</b>	<b>61.5%</b>
69	2.7%	54	2.0%	(15)	(0.7)	29	5.7	98	8.4%
152	10.9%	259	11.8%	107	0.9	(140)	3.7	12	14.6%
253	29.6%	186	34.4%	(67)	4.8	(104)	4.8	149	34.4%
55	21.4%	68	57.1%	13	35.7	(43)	11.9	12	33.3%
<b>529</b>	<b>10.5%</b>	<b>567</b>	<b>10.3%</b>	<b>38</b>	<b>(0.2)</b>	<b>(258)</b>	<b>5.3</b>	<b>271</b>	<b>15.8%</b>
44	1.7%	314	11.9%	(270)	(10.2)	337	26.9	(293)	(25.2%)
72	5.2%	477	21.7%	(405)	(16.5)	477	499.1	(405)	(493.9%)
533	62.3%	287	53.1%	246	9.2	320	13.1	213	49.2%
102	39.7%	(64)	(53.8%)	166	93.5	140	145.3	(38)	(105.6%)
<b>751</b>	<b>14.9%</b>	<b>1,014</b>	<b>18.4%</b>	<b>(263)</b>	<b>(3.5)</b>	<b>1,274</b>	<b>45.4</b>	<b>(523)</b>	<b>(30.5%)</b>
692	13.7%	733	13.3%	41	(0.4)	(62)	23.1	630	36.8%
250	5.0%	252	4.6%	2	(0.4)	(15)	8.7	235	13.7%
35	0.7%	58	1.1%	23	0.4	1	1.4	36	2.1%
155	3.1%	192	3.5%	37	0.4	12	6.7	167	9.8%
<b>1,132</b>	<b>22.5%</b>	<b>1,235</b>	<b>22.5%</b>	<b>103</b>	<b>0.0</b>	<b>(64)</b>	<b>39.9</b>	<b>1,068</b>	<b>62.4%</b>
<b>(381)</b>	<b>(7.6%)</b>	<b>(221)</b>	<b>(4.0%)</b>	<b>(160)</b>	<b>(3.6)</b>	<b>1,210</b>	<b>85.3</b>	<b>(1,591)</b>	<b>(92.9%)</b>
547	10.9%	7	0.1%	540	10.8	533	10.1	14	0.8%
5	0.1%	13	0.2%	(8)	(0.1)	0	(0.2)	5	0.3%
(18)	(0.4%)	(18)	(0.3%)	0	(0.1)	4	0.9	(22)	(1.3%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
258	5.1%	258	4.7%	0	0.4	11	(9.3)	247	14.4%
<b>792</b>	<b>15.7%</b>	<b>260</b>	<b>4.7%</b>	<b>532</b>	<b>11.0</b>	<b>548</b>	<b>1.4</b>	<b>244</b>	<b>14.3%</b>
<b>411</b>	<b>8.2%</b>	<b>39</b>	<b>0.7%</b>	<b>372</b>	<b>7.5</b>	<b>1,758</b>	<b>86.9</b>	<b>(1,347)</b>	<b>(78.7%)</b>
								<b>GROSS INCOME</b>	
								UCLA Store	
								UCLA Restaurants	
								Licensing & Services	
								UCLA Student Union	
								<b>TOTAL</b>	
								<b>GROSS MARGIN</b>	
								UCLA Store	
								UCLA Restaurants	
								Licensing & Services	
								UCLA Student Union	
								<b>TOTAL</b>	
								<b>WAGES &amp; BENEFITS</b>	
								UCLA Store	
								UCLA Restaurants	
								Licensing & Services	
								UCLA Student Union	
								<b>TOTAL</b>	
								<b>OTHER CONTROLLABLES</b>	
								UCLA Store	
								UCLA Restaurants	
								Licensing & Services	
								UCLA Student Union	
								<b>TOTAL</b>	
								<b>CONTRIBUTION</b>	
								UCLA Store	
								UCLA Restaurants	
								Licensing & Services	
								UCLA Student Union	
								<b>TOTAL</b>	
								<b>ALLOCATED EXPENSES</b>	
								Admin&Support Services	
								Facilities	
								Utilities	
								Depreciation	
								<b>TOTAL</b>	
								<b>NET INCOME (LOSS)</b>	
								<b>FROM OPERATIONS</b>	
								<b>OTHER INC/(EXP)</b>	
								Non-Recurrent Inc/(Exp)	
								Interest Income	
								Interest (Expense)	
								Income Taxes	
								Student Union Fee Income	
								<b>TOTAL</b>	
								<b>NET INCOME (LOSS)</b>	

FISCAL YEAR 2021-2022								FY 20-21	
YTD 7 MONTHS (08/01/21 - 02/26/22)								**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT	
				ACT/BUD		ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%
21,740		24,070		(2,330)	(9.7%)	7,497	52.6%	14,243	
5,475		10,548		(5,073)	(48.1%)	4,971	986.3%	504	
3,958		3,217		741	23.0%	1,621	69.4%	2,337	
931		798		133	16.7%	684	276.9%	247	
<b>32,104</b>		<b>38,633</b>		<b>(6,529)</b>	<b>(16.9%)</b>	<b>14,773</b>	<b>85.2%</b>	<b>17,331</b>	
7,016	32.3%	7,751	32.2%	(735)	Pts.	3,660	Pts.	3,356	23.6%
3,805	69.5%	7,531	71.4%	(3,726)	(1.9)	3,386	(13.6)	419	83.1%
3,958	100.0%	3,215	99.9%	743	0.1	1,621	0.0	2,337	100.0%
828	88.9%	640	80.2%	188	8.7	606	(1.0)	222	89.9%
<b>15,607</b>	<b>48.6%</b>	<b>19,137</b>	<b>49.5%</b>	<b>(3,530)</b>	<b>(0.9)</b>	<b>9,273</b>	<b>12.1</b>	<b>6,334</b>	<b>36.5%</b>
4,010	18.4%	4,105	17.1%	95	(1.3)	(745)	4.5	3,265	22.9%
4,608	84.2%	5,302	50.3%	694	(33.9)	(1,432)	546.0	3,176	630.2%
445	11.2%	467	14.5%	22	3.3	47	9.9	492	21.1%
396	42.5%	538	67.4%	142	24.9	28	129.2	424	171.7%
<b>9,459</b>	<b>29.5%</b>	<b>10,412</b>	<b>27.0%</b>	<b>953</b>	<b>(2.5)</b>	<b>(2,102)</b>	<b>12.9</b>	<b>7,357</b>	<b>42.4%</b>
1,319	6.1%	1,372	5.7%	53	(0.4)	(192)	1.8	1,127	7.9%
836	15.3%	1,301	12.3%	465	(3.0)	(751)	1.6	85	16.9%
1,336	33.8%	1,160	36.1%	(176)	2.3	(662)	(5.0)	674	28.8%
260	27.9%	282	35.3%	22	7.4	(141)	20.3	119	48.2%
<b>3,751</b>	<b>11.7%</b>	<b>4,115</b>	<b>10.7%</b>	<b>364</b>	<b>(1.0)</b>	<b>(1,746)</b>	<b>(0.1)</b>	<b>2,005</b>	<b>11.6%</b>
1,688	7.8%	2,274	9.4%	(586)	(1.6)	2,723	15.1	(1,035)	(7.3%)
(1,640)	(30.0%)	927	8.8%	(2,567)	(38.8)	1,201	533.7	(2,841)	(563.7%)
2,176	55.0%	1,588	49.4%	588	5.6	1,005	4.9	1,171	50.1%
172	18.5%	(179)	(22.4%)	351	40.9	494	148.9	(322)	(130.4%)
<b>2,396</b>	<b>7.5%</b>	<b>4,610</b>	<b>11.9%</b>	<b>(2,214)</b>	<b>(4.4)</b>	<b>5,423</b>	<b>25.0</b>	<b>(3,027)</b>	<b>(17.5%)</b>
4,800	15.0%	5,020	13.0%	220	(2.0)	(458)	10.1	4,342	25.1%
1,845	5.7%	1,819	4.7%	(26)	(1.0)	(120)	4.3	1,725	10.0%

**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES**  
**INCOME AND LOSS SUMMARY - FEBRUARY 2022 (\$000's)**  
**DIVISIONS FULLY ALLOCATED**

FEBRUARY (01/30/22 - 02/26/22)								FY 20-21	
CURRENT MONTH								**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT	
				ACT/BUD		ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%
2,532		2,635		(103)	(3.9%)	1,371	118.1%	1,161	
1,394		2,202		(808)	(36.7%)	1,312	1600.0%	82	
856		540		316	58.5%	423	97.7%	433	
257		119		138	116.0%	221	613.9%	36	
5,039		5,496		(457)	(8.3%)	3,327	194.3%	1,712	
GROSS INCOME									
UCLA Store									
UCLA Restaurants									
Licensing & Services									
UCLA Student Union									
TOTAL									
703	27.8%	956	36.3%	(253)		429		274	23.6%
1,004	72.0%	1,575	71.5%	(571)		942		62	75.6%
856	100.0%	540	100.0%	316	0.0	423	0.0	433	100.0%
220	85.6%	87	73.1%	133	12.5	187	(6.1)	33	91.7%
2,783	55.2%	3,158	57.5%	(375)	(2.3)	1,981	8.4	802	46.8%
GROSS MARGIN									
UCLA Store									
UCLA Restaurants									
Licensing & Services									
UCLA Student Union									
TOTAL									
659	26.0%	642	24.4%	(17)	(1.6)	(92)	22.8	567	48.8%
932	66.9%	1,098	49.9%	166	(17.0)	(465)	502.6	467	569.5%
323	37.7%	253	46.9%	(70)	9.2	(103)	13.1	220	50.8%
118	45.9%	150	126.1%	32	80.2	(47)	151.3	71	197.2%
2,032	40.3%	2,143	39.0%	111	(1.3)	(707)	37.1	1,325	77.4%
TOTAL CONTROLLABLES									
UCLA Store									
UCLA Restaurants									
Licensing & Services									
UCLA Student Union									
TOTAL									
44	1.7%	314	11.9%	(270)	(10.2)	337	26.9	(293)	(25.2%)
72	5.2%	477	21.7%	(405)	(16.5)	477	499.1	(405)	(493.9%)
533	62.3%	287	53.1%	246	9.2	320	13.1	213	49.2%
102	39.7%	(64)	(53.8%)	166	93.5	140	145.3	(38)	(105.6%)
751	14.9%	1,014	18.4%	(263)	(3.5)	1,274	45.4	(523)	(30.5%)
CONTRIBUTION									
UCLA Store									
UCLA Restaurants									
Licensing & Services									
UCLA Student Union									
TOTAL									
507	20.0%	530	20.1%	23	0.1	81	30.6	588	50.6%
357	25.6%	480	21.8%	123	(3.8)	(162)	212.2	195	237.8%
157	18.3%	121	22.4%	(36)	4.1	38	26.7	195	45.0%
111	43.2%	104	87.4%	(7)	44.2	(21)	206.8	90	250.0%
1,132	22.5%	1,235	22.5%	103	0.0	(64)	39.9	1,068	62.4%
ALLOCATED EXPENSES									
UCLA Store									
UCLA Restaurants									
Licensing & Services									
UCLA Student Union									
TOTAL									
(463)	(9.2%)	(216)	(3.9%)	(247)	(5.3)	417	42.2	(880)	(51.4%)
(285)	(5.7%)	(3)	(0.1%)	(282)	(5.6)	315	29.3	(600)	(35.0%)
376	7.5%	166	3.0%	210	4.5	358	6.4	18	1.1%
(9)	(0.2%)	(168)	(3.1%)	159	2.9	120	7.3	(129)	(7.5%)
(381)	(7.6%)	(221)	(4.0%)	(160)	(3.6)	1,210	85.3	(1,591)	(92.9%)
NET INCOME (LOSS)									
FROM OPERATIONS									
UCLA Store									
UCLA Restaurants									
Licensing & Services									
UCLA Student Union									
TOTAL									
547	10.9%	7	0.1%	540	10.8	533	10.1	14	0.8%
5	0.1%	13	0.2%	(8)	(0.1)	0	(0.2)	5	0.3%
(18)	(0.4%)	(18)	(0.3%)	0	(0.1)	4	0.9	(22)	(1.3%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
258	5.1%	258	4.7%	0	0.4	11	(9.3)	247	14.4%
792	15.7%	260	4.7%	532	11.0	548	1.4	244	14.3%
411	8.2%	39	0.7%	372	7.5	1,758	86.9	(1,347)	(78.7%)
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 7 MONTHS (08/01/21 - 02/26/22)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
				ACT/BUD		ACT/LY ACT					
\$	%	\$	%	\$	%	\$	%	\$	%		
21,740		24,070		(2,330)	(9.7%)	7,497	52.6%	14,243			
5,475		10,548		(5,073)	(48.1%)	4,971	986.3%	504			
3,958		3,217		741	23.0%	1,621	69.4%	2,337			
931		798		133	16.7%	684	276.9%	247			
32,104		38,633		(6,529)	(16.9%)	14,773	85.2%	17,331			
GROSS INCOME											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
7,016	32.3%	7,751	32.2%	(735)		3,660		3,356	23.6%		
3,805	69.5%	7,531	71.4%	(3,726)	(1.9)	3,386	(13.6)	419	83.1%		
3,958	100.0%	3,215	99.9%	743	0.1	1,621	0.0	2,337	100.0%		
828	88.9%	640	80.2%	188	8.7	606	(1.0)	222	89.9%		
15,607	48.6%	19,137	49.5%	(3,530)	(0.9)	9,273	12.1	6,334	36.5%		
GROSS MARGIN											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
5,328	24.5%	5,476	22.8%	148	(1.7)	(936)	6.3	4,392	30.8%		
5,444	99.4%	6,604	62.6%	1,160	(36.8)	(2,183)	547.6	3,261	647.0%		
1,782	45.0%	1,627	50.6%	(155)	5.6	(616)	4.9	1,166	49.9%		
655	70.4%	820	102.8%	165	32.4	(112)	149.4	543	219.8%		
13,209	41.1%	14,527	37.6%	1,318	(3.5)	(3,847)	12.9	9,362	54.0%		
TOTAL CONTROLLABLES											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
1,688	7.8%	2,274	9.4%	(586)	(1.6)	2,723	15.1	(1,035)	(7.3%)		
(1,640)	(30.0%)	927	8.8%	(2,567)	(38.8)	1,201	533.7	(2,841)	(563.7%)		
2,176	55.0%	1,588	49.4%	588	5.6	1,005	4.9	1,171	50.1%		
172	18.5%	(179)	(22.4%)	351	40.9	494	148.9	(322)	(130.4%)		
2,396	7.5%	4,610	11.9%	(2,214)	(4.4)	5,423	25.0	(3,027)	(17.5%)		
CONTRIBUTION											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
4,384	20.2%	4,397	18.3%	13	(1.9)	232	12.2	4,616	32.4%		
2,105	38.4%	2,696	25.6%	591	(12.8)	(745)	231.4	1,360	269.8%		
960	24.3%	797	24.8%	(163)	0.5	19	17.6	979	41.9%		
724	77.8%	733	91.9%	9	14.1	(78)	183.7	646	261.5%		
8,173	25.5%	8,623	22.3%	450	(3.2)	(572)	18.4	7,601	43.9%		
TOTAL											
(2,697)	(8.4%)	(2,123)	(5.5%)	(574)	(2.9)	2,955	24.2	(5,652)	(32.6%)		
(3,745)	(11.7%)	(1,769)	(4.6%)	(1,976)	(7.1)	456	12.5	(4,201)	(24.2%)		
1,216	3.8%	791	2.0%	425	1.8	1,024	2.7	192	1.1%		
(551)	(1.7%)	(912)	(2.4%)	361	0.7	416	3.9	(967)	(5.6%)		
(5,777)	(18.0%)	(4,013)	(10.4%)	(1,764)	(7.6)	4,851	43.3	(10,628)	(61.3%)		
OTHER INC/(EXP)											
Non-Recurrent Inc/(Exp)											
Interest Income											
Interest (Expense)											
Income Taxes											
Student Union Fee Income											
TOTAL											
628	2.0%	49	0.1%	579	1.9	(4,037)	(24.9)	4,665	26.9%		
47	0.1%	104	0.3%	(57)	(0.2)	(51)	(0.5)	98	0.6%		
(126)	(0.4%)	(126)	(0.3%)	0	(0.1)	27	0.5	(153)	(0.9%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
1,803	5.6%	1,803	4.7%	0	0.9	74	(4.4)	1,729	10.0%		
2,352	7.3%	1,830	4.7%	522	2.6	(3,987)	(29.3)	6,339	36.6%		
(3,425)	(10.7%)	(2,183)	(5.7%)	(1,242)	(5.0)	864	14.0	(4,289)	(24.7%)		

ASUCLA  
P/L Reconciliation  
Feb-22

<b>Financial Analysis</b>	<b>\$000's</b>	
	<b>Feb-22</b>	
<b>Budgeted Net Income/(Loss)</b>		<b>39</b>
<b>UCLA Store</b>		
<b>Gross Margin:</b>		
Bearwear below plan: UCLA's decision to return to remote learning and staff working remotely negatively impacted foot traffic	(24)	
Market below plan: UCLA's decision to return to remote learning and staff working remotely negatively impacted foot traffic	(38)	
Graduation ETC. below plan: shift in timing for professional school rental regalia (sales expected to post March and April)	(58)	
E-Commerce below plan: continued impact of supply chain shortages impacted sales of core items	(23)	
Computer Store above plan: strong individual and institutional demand for Apple desktops and laptops, and a few larger volume department orders in Apple watches and PCs	31	
Total Wages below plan (mostly student)	9	
Other, negative controllables (\$26K) and various negative gross margin variances	(167)	
Total Contribution		(270)
<b>UCLA Restaurants</b>		
<b>Gross Margin:</b>		
Wetzels/RX below plan: overall campus population significantly lower than expected, unplanned remote classes Feb. 1st reduced sales and food delivery volume lower than expected	(41)	
Kerckhoff Coffeehouse below plan: overall campus population significantly lower than expected, unplanned remote classes Feb. 1st and food delivery volume not as high as anticipated	(52)	
Northern Lights below plan: overall campus population significantly lower than expected, and unplanned remote classes on Feb. 1st reduced sales even more	(32)	
North Campus Student CTR below plan: overall campus population significantly lower than expected, unplanned remote classes Feb. 1st and lower food delivery volume	(104)	
Anderson Cafe below plan: overall campus population significantly lower than expected, unplanned remote classes Feb. 1st and lower food delivery volume	(38)	
Court Science Stu Ctr below plan: overall campus population significantly lower, food delivery volume not as high as anticipated and unplanned remote classes Feb. 1st	(57)	
Med 100 Café below plan: new operation not open yet	(71)	
Luvall Food Servery below plan: overall campus population significantly lower than expected, food delivery volume lower (no history for food delivery) and remote classes Feb. 1st	(91)	
Café 451 below plan: library administration has not allowed for location to re-open for service	(42)	
Jimmy's below plan: overall campus population significantly lower than anticipated when the budget was written, lower food delivery volume, and remote classes Feb. 1st	(41)	
Taco Bell below plan: overall campus population significantly lower than expected, food delivery volume not as high as anticipated and remote classes Feb. 1st reduced sales even more	(52)	
Catering above plan due to the Superbowl post party event	217	
Concessions below plan: attendance at events remained limited through most of February plus four men's basketball games were budgeted but only 3 occurred	(27)	
Total Wages below plan (mostly student)	77	
Other, positive controllables (\$89K) partially offset by various negative gross margin variances	(51)	
Total Contribution		(405)
<b>Licensing &amp; Services</b>		
<b>Gross Margin:</b>		
Licensing International above plan due to better than plan Q4 results from all active territories	285	
Licensing Domestic above plan due to better than plan Q4 results from all active territories	58	
Licensing Campus Sourcing below plan: non-implementation of plan to adopt a "fair market value" approach to assessing royalties for internal campus on par with peer institutions	(11)	
Leased Ops below plan (mostly Hair on Campus area not leased out yet, and overall utilities reduced as campus not fully open)	(14)	
Other, negative controls mostly Licensing	(72)	
Total Contribution		246
<b>UCLA Student Union</b>		
<b>Gross Margin:</b>		
Event Services above plan: mostly due to a large feature film shoot (slightly offset by lower student events)	44	
Student Union Ops above plan mostly due to Semel Healthy Campus Initiative Center's contribution for the Kerckhoff Patio Project	89	
Total Wages below plan	15	
Other, positive controllables	18	
Total Contribution		166
<b>Allocated Expenses and Other</b>		
A&SS below plan (student wages, employee benefits and various other controllables)	41	
Facilities below plan: positive results in various controllables slightly offset by budgeted cost sharing with UCLA	2	
Utilities below plan: positive results in water-non air cond. and elec-non air cond. (partially offset by budgeted cost sharing with UCLA)	23	
Depreciation lower than plan due to timing of capitals (impacted by lower purchases during the pandemic)	37	
Non-Recurrent Income above plan due to HEERFII funding	540	
Other	(8)	
Total		635
<b>Actual Net Income/(Loss)</b>		<b>411</b>

ASUCLA  
P/L Reconciliation  
Year-To-Date Through February, 2022

<b>Financial Analysis</b>	<b>\$000's</b>	
<b>Budgeted Net Income/(Loss)</b>		<b>(2,183)</b>
<b>UCLA Store</b>		
<b>Gross Margin:</b>		
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	450	
Graduation ETC. below plan: mostly due to shift in timing for professional school rental regalia	(78)	
E-Commerce below plan: out of stock positions on key styles due to supply chain issues	(115)	
New Text below plan: higher than anticipated transition to Inclusive Access titles, contraction of available rental titles, competition in online sales, and return to remote in Jan.	(172)	
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	(141)	
CRS below plan: sales of print readers have not recovered due to continued impact of remote learning	(103)	
Computer Store above plan: strong demand from returning students coupled with department orders and last chance for Apple Back-To-School promotion	90	
Luvall Books below plan: lack of availability of rental titles	(46)	
HSS Dental below plan: mostly timing related	(188)	
Hilltop below plan: student population less than anticipated	(73)	
Total Wages below plan	99	
Other, positive controllables (\$50K) offset by various negative gross margin variances	(309)	
<b>Total Contribution</b>		<b>(586)</b>
<b>UCLA Restaurants</b>		
<b>Gross Margin:</b>		
Wetzels/RX below plan: overall campus population significantly lower than expected	(158)	
Kerckhoff Coffeehouse below plan: overall campus population significantly lower than expected and lower food delivery volume than expected	(237)	
Northern Lights below plan: overall campus population significantly lower than expected	(181)	
No Campus Student CTR below plan: overall campus population significantly lower than expected, breadth of operating hours strategically reduced, and lower food volume	(442)	
Anderson Café below plan: overall campus population significantly lower than expected, and food delivery volume not as high as anticipated	(170)	
Court Science Stu Ctr below plan: overall campus population significantly lower than expected, and food delivery volume not as high as anticipated	(234)	
Med 100 Café below plan: new operation not open yet	(431)	
Luvall Food Servery below plan: overall campus population significantly lower than expected, and operating hours temporarily reduced due to student staffing shortages	(478)	
Café 451 below plan: library administration has not allowed for location to re-open for service	(177)	
Jimmy's below plan: overall campus population significantly lower than expected, and food delivery volume not as high as anticipated	(195)	
Cooperage below plan: overall campus population significantly lower than expected	(145)	
Taco Bell below plan: overall campus population significantly lower than expected, lower food delivery volume and operating hours reduced due to student staffing shortages	(229)	
Concessions below plan: scheduled events were cancelled or moved to later dates due to various covid protocols	(176)	
Total Wages lower than plan (mostly student)	677	
Other, positive controllables (\$483K) offset by various negative gross margin variances	9	
<b>Total Contribution</b>		<b>(2,567)</b>
<b>Licensing &amp; Services</b>		
<b>Gross Margin:</b>		
Licensing Domestic above plan: Q4 results better than estimates and some timing related	126	
Licensing Foreign above plan: it is anticipated most if not all of this positive variance will hold through fiscal year end	753	
Licensing Campus Sourcing below plan (actual royalty rate of 6% versus budgeted 15%)	(33)	
Leased Ops below plan (Hair On Campus space vacant, utilities reduced as campus not fully opened)	(40)	
Marketing Ventures below plan (less activity due to pandemic)	(15)	
Photography below plan (less events due to pandemic)	(48)	
Total Wages below plan	15	
Other, negative controllables mostly Licensing	(170)	
<b>Total Contribution</b>		<b>588</b>
<b>UCLA Student Union</b>		
<b>Gross Margin:</b>		
Event Services below plan as several events were moved to virtual or canceled	(30)	
Student Union Ops above plan due mostly to more contributions, with some offset for Helix eSports Lounge (delay from budgeted start date)	217	
Total Wages below plan	102	
Other, positive controllables	62	
<b>Total Contribution</b>		<b>351</b>
<b>Allocated Expenses and Other</b>		
A&SS below plan in various controllables	220	
Facilities above plan: lower wages, benefits and various other controllables offset by budgeted cost sharing with UCLA and higher repairs	(26)	
Utilities below plan: savings due to lower consumption (hours of operation reduced compared to plan), slightly offset by budgeted cost sharing with UCLA	107	
Depreciation lower than plan due to timing of capitals	149	
Non-Recurrent income higher than plan mostly due to HEERFII funding of \$540K	579	
Other	(57)	
<b>Total</b>		<b>972</b>
<b>Actual Net Income/(Loss)</b>		<b>(3,425)</b>

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

	<b>Current Month February 2022</b>	<b>Prior Month January 2022</b>	<b>Prior Year July 2021</b>
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	25,980	23,688	\$28,519
Accounts receivable	6,599	6,082	2,611
Less: Allowance for doubtful accounts	(411)	(410)	(383)
Accounts receivable, net	6,188	5,672	2,228
Inventories	7,003	7,100	5,395
Prepaid expenses and other current assets	849	736	598
Total current assets	40,020	37,196	36,740
LONG TERM ASSETS			
Property, equipment and improvements	74,495	74,379	73,982
Less: Accumulated depreciation	(56,899)	(56,744)	(55,771)
Total long term assets	17,597	17,635	18,212
<b>TOTAL ASSETS</b>	<b>57,617</b>	<b>54,831</b>	<b>\$54,952</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	8,988	8,696	\$8,771
Wages and payroll taxes payable	37,820	35,366	33,127
Sales tax payable & other liabilities	1,232	1,385	1,160
Interest payable	60	42	47
Deferred income	3,004	3,314	1,900
Funds held for others	365	291	370
Current portion of long term debt	992	992	992
Total current liabilities	52,461	50,087	46,368
LONG TERM DEBT:			
AU expansion loan	4,246	4,246	4,246
Total long term debt	4,246	4,246	4,246
<b>TOTAL LIABILITIES</b>	<b>56,707</b>	<b>54,333</b>	<b>50,614</b>
RETAINED EARNINGS:			
Beginning Balance	4,337	4,337	14,535
Year-to-date net income/(loss)	(3,426)	(3,838)	(10,198)
Ending Balance	910	498	4,338
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>57,617</b>	<b>54,831</b>	<b>54,952</b>

**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
STATEMENTS OF CASH FLOWS  
February 2022  
(\$000's)**

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss)

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

Depreciation

(Increase)/decrease in current assets:

Accounts receivable

Student fees receivable

Inventories

Prepaid expenses and other current assets

Increase/(decrease) in current liabilities:

Accounts payable

Sales tax payable & other liabilities

Wages and payroll taxes payable

Interest payable

Deferred Income

Funds held for others

Net cash provided/(used) by operating activities

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

Purchase of property, equipment and improvements

Net cash used in investing activities

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

Refundable Advance

Net cash provided/(used) by financing activities

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

**CASH AND CASH EQUIVALENTS, Beginning**

**CASH AND CASH EQUIVALENTS, Ending**

Current Month	Year to Date	Prior Year to Date
411	(3,426)	(4,290)
155	1,192	1,294
(516)	(3,960)	(354)
0	0	66
98	(1,608)	1,079
(114)	(251)	(118)
291	219	(265)
(153)	72	311
2,455	4,693	8,498
18	13	25
(311)	1,104	684
74	(5)	3
<b>2,408</b>	<b>(1,958)</b>	<b>6,932</b>
(116)	(582)	(133)
<b>(116)</b>	<b>(582)</b>	<b>(133)</b>
0	0	<b>(4,685)</b>
<b>0</b>	<b>0</b>	<b>(4,685)</b>
<b>2,292</b>	<b>(2,540)</b>	<b>2,114</b>
<b>23,688</b>	<b>28,519</b>	<b>18,663</b>
<b>25,980</b>	<b>25,980</b>	<b>20,777</b>



**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
CASH RESERVE COMPUTATION  
February 2022  
(\$000's)**

	<b>Current Month February 2022</b>	<b>Prior Month January 2022</b>
<b>CASH AND CASH EQUIVALENTS</b>	25,980	23,688
<b>BOARD REQUIRED CASH RESERVE</b>	<u>7,342</u>	<u>7,400</u>
<b>RESERVE SURPLUS (DEFICIT)</b>	<u><u>18,637</u></u>	<u><u>16,288</u></u>

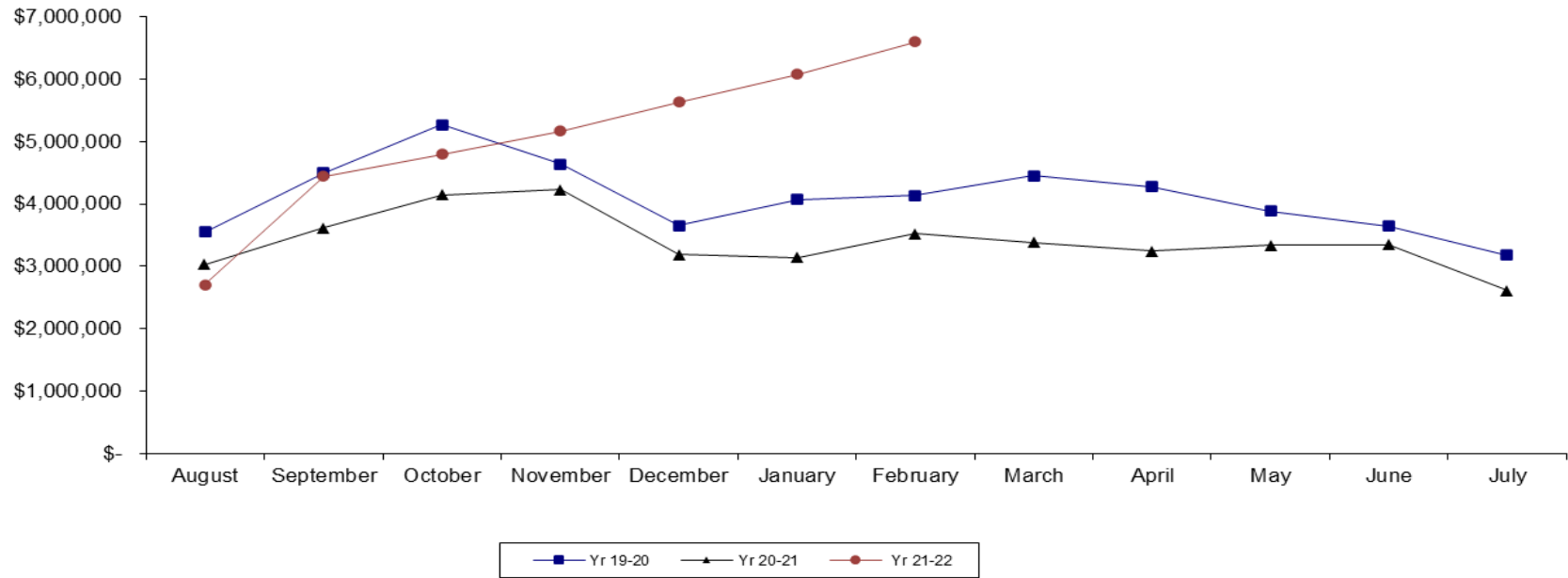
ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures - FY2021-22 Projects (\$000's)  
FY 2021-2022 February 2022

PROJECT NAME	BUDGET	PROJECTED						
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	Status
<b>Store/Services</b>								
2021-001 Store General Replacement	75.0	13.9	5.2	19.1	55.9		(55.9)	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)	Completed - Awaiting Invoice
2021-007 Refrigerators	20.0	0.0	0.0	0.0	20.0		(20.0)	Canceled
2021-047 BCP Reconfiguration	0.0	22.5	8.7	31.2	3.8		31.2	In Progress
<b>Total Store/Services</b>	<b>957.0</b>	<b>36.5</b>	<b>22.3</b>	<b>58.8</b>	<b>933.2</b>	<b>850.0</b>	<b>(48.2)</b>	
<b>Food Service</b>								
2021-008 FS Miscellaneous and Unanticipated	50.0	11.1	0.9	12.0	38.0		(38.0)	In Progress
2021-009 Digital Menu Board Replacement	75.0	40.0	8.0	48.0	27.0		(27.0)	In Progress
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	8.3	2.8	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	6.5	39.3	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	6.4	37.6	44.1	180.9		44.1	In Progress
<b>Total Food Services</b>	<b>355.0</b>	<b>84.4</b>	<b>116.2</b>	<b>200.6</b>	<b>379.4</b>	<b>20.0</b>	<b>(134.4)</b>	
<b>Technology</b>								
2021-018 Network Infrastructure Upgrade	20.0	4.3	2.6	6.9	13.1		(13.1)	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	17.0	11.7	28.8	41.2		(41.2)	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	31.9	2.3	34.2	5.8		(5.8)	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	1.7	0.2	1.9	4.1		(4.1)	In Progress
<b>Total Technology</b>	<b>779.0</b>	<b>56.9</b>	<b>58.1</b>	<b>115.0</b>	<b>664.0</b>	<b>33.0</b>	<b>(631.0)</b>	
<b>Trademarks &amp; Licensing</b>								
2021-027 Miscellaneous and Unanticipated	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
<b>Total: Trademarks &amp; Licensing</b>	<b>50.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>50.0</b>	<b>50.0</b>	<b>0.0</b>	
<b>Others</b>								
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	40.1	10.6	50.7	(0.7)		0.7	Completed - Awaiting Invoice
2021-044 Upgrade Virtual Server Environments	0.0	0.0	58.4	58.4	71.6		58.4	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	49.8	50.6	100.4	(0.4)		100.4	In Progress
<b>Total Others</b>	<b>1,296.0</b>	<b>246.0</b>	<b>221.2</b>	<b>467.2</b>	<b>1,141.1</b>	<b>821.0</b>	<b>(7.8)</b>	
<b>Total Year Projects</b>	<b>3,437.0</b>	<b>423.8</b>	<b>417.8</b>	<b>841.7</b>	<b>3,167.7</b>	<b>1,774.0</b>	<b>(821.3)</b>	

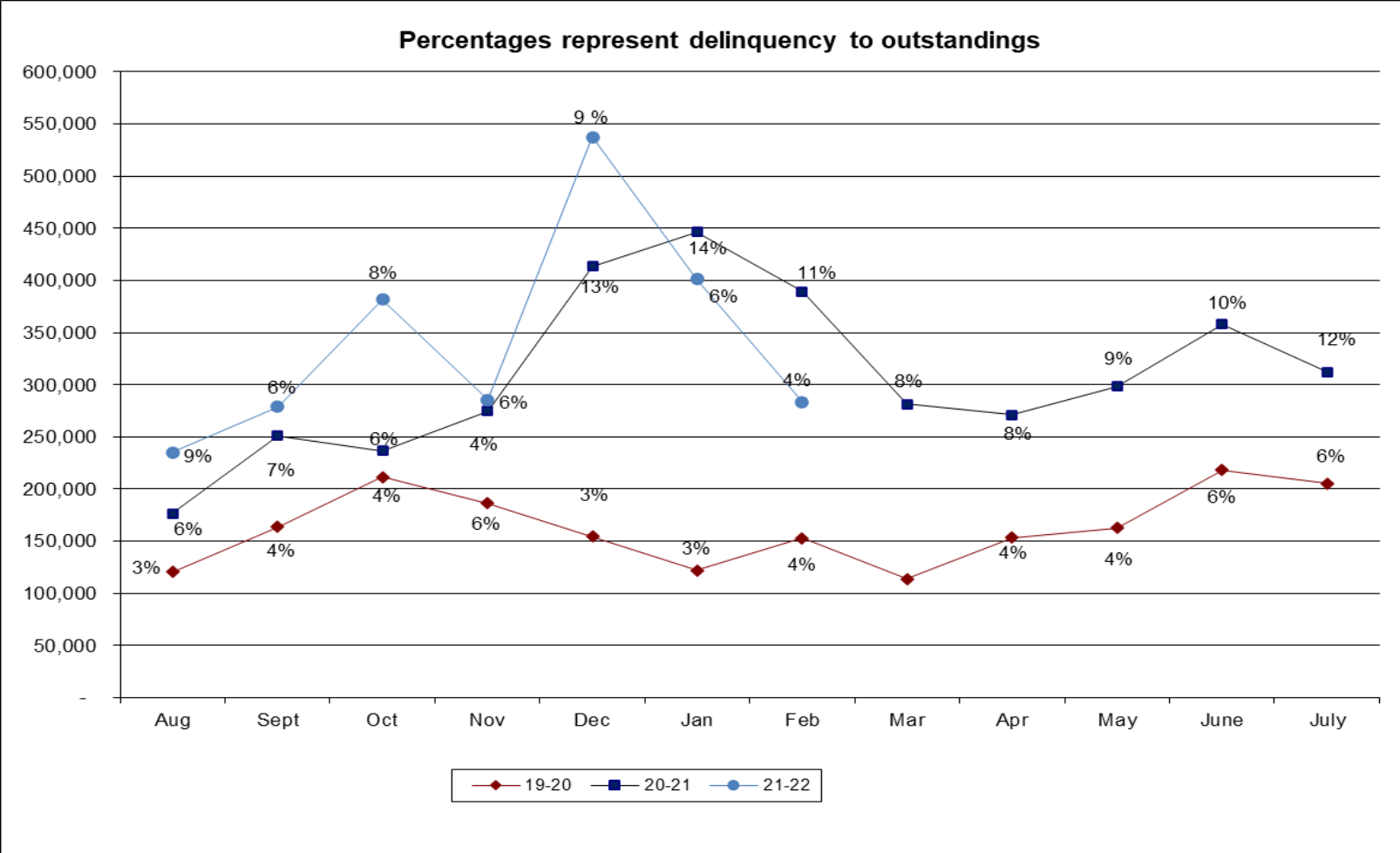
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

02/26/22	Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,107,568	21%	\$718,949	74%	\$102,012	95%	\$28,413	91%	\$5,447	8%	\$39,382	52%	\$2,001,771	30%
ASUCLA PUBLICATIONS		\$168,341	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$168,341	3%
ASUCLA USA/GSA		\$242,555	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$242,555	4%
DUE FROM VENDORS		\$575,503	11%	\$22,775	2%	(\$9,092)	-9%	(\$2,339)	-8%	\$58,926	87%	\$39,283	52%	\$685,056	10%
DENTAL KITS		\$316,015	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$316,015	5%
OTHER		2,938,874	55%	\$225,072	24%	\$15,412	14%	\$5,093	17%	\$3,379	5%	(\$2,450)	-4%	\$3,185,380	48%
<b>TOTAL CURRENT MONTH</b>		<b>\$5,348,856</b>	<b>100%</b>	<b>\$966,796</b>	<b>100%</b>	<b>\$108,331</b>	<b>100%</b>	<b>\$31,167</b>	<b>100%</b>	<b>\$67,752</b>	<b>100%</b>	<b>\$76,215</b>	<b>100%</b>	<b>\$6,599,118</b>	<b>100%</b>
		81%		15%		2%		0%		1%		1%		100%	
01/29/22	Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,315,876	28%	\$790,515	85%	\$72,541	99%	\$136,994	100%	\$68,359	58%	\$6,336	9%	\$2,390,622	39%
ASUCLA PUBLICATIONS		\$145,258	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$145,258	2%
ASUCLA USA/GSA		\$246,469	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$246,469	4%
DUE FROM VENDORS		\$252,721	5%	(\$9,472)	-1%	(\$5,266)	-8%	(\$6,141)	-5%	\$68,728	58%	\$45,818	63%	\$346,388	6%
DENTAL KITS		\$406,126	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$406,126	7%
OTHER		\$2,382,598	50%	\$150,830	16%	\$6,668	9%	\$5,493	5%	(\$19,580)	-16%	\$20,998	29%	\$2,547,007	42%
<b>TOTAL CURRENT MONTH</b>		<b>\$4,749,048</b>	<b>100%</b>	<b>\$931,873</b>	<b>100%</b>	<b>\$73,943</b>	<b>100%</b>	<b>\$136,346</b>	<b>100%</b>	<b>\$117,507</b>	<b>100%</b>	<b>\$73,152</b>	<b>100%</b>	<b>\$6,081,869</b>	<b>100%</b>
		79%		15%		1%		2%		2%		1%		100%	
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%
<b>TOTAL CURRENT MONTH</b>		<b>\$4,255,800</b>	<b>100%</b>	<b>\$843,651</b>	<b>100%</b>	<b>\$151,900</b>	<b>100%</b>	<b>\$191,507</b>	<b>100%</b>	<b>\$117,155</b>	<b>100%</b>	<b>\$76,974</b>	<b>100%</b>	<b>\$5,636,987</b>	<b>100%</b>
		76%		15%		3%		3%		2%		1%		100%	

***Total Accounts Receivable Balances***  
**12 Month History**  
**Aug 21 to Feb 22**



Aged Accounts Receivable Balances  
> 60 Days Past Due



**UCLA STORE  
INCOME STATEMENT**

FEB. 07(01/30/22-02/26/22)				FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH				YTD 7 MO(08/01/21-02/26/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,270,508	873,480	397,028	ACADEMIC SUPPORT DIV	8,863,561	9,624,784	<761,223>	737,819	7,728,125
874,877	1,175,252	<300,375>	GENERAL MDSE DIVISION	7,495,945	7,159,548	336,397	143,220	797,276
122,884	103,516	19,368	HILLTOP SHOP	636,916	800,457	<163,541>	13,032	93,426
67,736	121,262	<53,526>	LU VALLE COMMONS STORE	868,955	994,406	<125,451>	11,461	331,984
51,162	85,000	<33,838>	E-COMMERCE DIVISION	867,357	995,000	<127,643>	129,908	1,532,279
89,154	219,300	<130,146>	HEALTH SCIENCES STORE	2,242,823	3,480,445	<1,237,622>	63,027	3,004,059
50	0	50	OPERATIONS DIVISION	619	0	619	0	0
2,476,371	2,577,810	<101,439>	TOTAL SALES	20,976,177	23,054,640	<2,078,463>	1,098,466	13,487,150
1,818,121	1,666,708	<151,413>	Less: Cost of Sales	14,639,722	16,236,613	1,596,891	885,418	10,856,697
			Less: Shrinkage					
2,731	2,090	<641>	ACADEMIC SUPPORT DIV	19,007	19,430	423	948	14,191
5,556	7,010	1,454	GENERAL MDSE DIVISION	42,886	39,950	<2,936>	636	3,591
1,487	610	<877>	HILLTOP SHOP	5,281	4,680	<601>	59	417
563	660	97	LU VALLE COMMONS STORE	4,336	5,510	1,174	132	1,968
547	1,220	673	HEALTH SCIENCES STORE	12,716	13,020	305	258	10,089
10,884	11,590	706	SHRINKAGE	84,225	82,590	<1,635>	2,034	30,257
1,829,005	1,678,298	<150,707>	TOTAL COST OF SALES	14,723,947	16,319,203	1,595,256	887,452	10,886,955
73.4	64.7	<8.8>	COST OF SALES %	69.8	70.4	0.6	80.6	80.5
647,366	899,512	<252,146>	GROSS MARGIN	6,252,229	6,735,437	<483,208>	211,014	2,600,195
26.6	35.3	<8.8>	GROSS MARGIN %	30.2	29.6	0.6	19.4	19.5
0.4	0.5	0.0	SHRINKAGE %	0.4	0.4	<0.0>	0.2	0.2
26.1	34.9	<8.8>	NET GROSS MARGIN %	29.8	29.2	0.6	19.2	19.3
8.6	13.6	<5.0>	ACADEMIC SUPPORT DIV	13.1	13.7	<0.7>	10.5	11.8
47.7	48.7	<1.0>	GENERAL MDSE DIVISION	50.0	49.3	0.7	42.5	43.9
38.3	40.4	<2.1>	HILLTOP SHOP	38.7	40.5	<1.8>	35.6	35.2
31.8	41.3	<9.5>	LU VALLE COMMONS STORE	28.1	32.1	<4.0>	<50.2>	10.4
44.3	50.4	<6.1>	E-COMMERCE DIVISION	50.2	50.9	<0.8>	45.9	50.1
33.1	33.8	<0.7>	HEALTH SCIENCES STORE	18.7	21.1	<2.4>	22.8	16.7
101.7	0.0	101.7	OPERATIONS DIVISION	101.1	0.0	101.1	0.0	0.0
56,026	56,943	<917>	OTHER INCOME	763,882	1,015,154	<251,272>	62,521	756,297
703,392	956,455	<253,063>	GROSS MARGIN/OTHER	7,016,111	7,750,591	<734,480>	273,535	3,356,492
			Less: Controllable Exp					
266,948	263,298	<3,650>	Career Wages	1,877,328	1,845,954	<31,374>	253,168	1,780,111
0	0	0	Limited Appointment	0	0	0	79	1,898
184,367	197,159	12,792	Student Wages	1,234,716	1,364,643	129,927	91,351	639,308
451,315	460,457	9,142	TOTAL WAGES	3,112,044	3,210,597	98,553	344,597	2,421,316
18.2	17.9	<0.4>	WAGE % TO SALES	14.8	13.9	<0.9>	31.4	18.0
138,704	127,560	<11,144>	Employee Benefits	897,582	894,157	<3,425>	124,478	843,241
4,089	2,817	<1,272>	Office Supplies	76,327	52,982	<23,345>	4,389	66,864
7,569	9,368	1,799	Telephone	56,785	66,765	9,980	7,596	54,099
45	14	<31>	Postage	131	98	<33>	12	103
2,652	8,570	5,918	Trav/Trips/Conference	7,796	16,470	8,674	1,095	86
299	1,300	1,001	Membership Fees	2,093	4,100	2,007	299	2,129
2,261	7,000	4,739	Operating Supplies	27,842	44,015	16,173	1,043	11,905
15,350	11,655	<3,695>	Freight Out	157,550	207,010	49,460	21,785	286,548
1,060	1,060	0	Transportation	4,912	5,860	948	1,000	3,481
12	0	<12>	Postage Stamp O/S	29	0	<29>	0	0
11,687	6,602	<5,085>	Advertising	122,054	172,384	50,330	18,435	76,793
<36,097>	<57,800>	<21,703>	Vendor Adv. Allowance	<38,816>	<63,344>	<24,528>	0	<6,275>
1,205	0	<1,205>	Direct Mail Adv.	183,735	211,000	27,265	0	214,949
1,673	2,415	742	Repairs & Maintenance	18,092	19,780	1,688	2,179	17,499
0	0	0	Repairs & Mtce-Equip	0	680	680	0	0
40,454	37,795	<2,659>	Bank Card Expense	400,752	357,510	<43,242>	16,129	209,051
<2,174>	0	2,174	Overs/Shorts	13,704	0	<13,704>	763	919
2,434	0	<2,434>	Credit Card Adjustments	13,622	0	<13,622>	<470>	2,997
84	20	<64>	Textbook Rental Exp	21,499	140	<21,359>	217	322
211	1,000	789	Rentals-Truck	1,417	2,000	583	0	0
354	0	<354>	Taxes & Licenses	1,541	300	<1,241>	0	394
13,093	7,970	<5,123>	Professional Services	78,950	79,790	840	16,161	105,367
0	1,800	1,800	Temp Agency Service	16,370	15,500	<870>	766	3,142
192	450	258	Commission Expense	8,796	11,950	3,154	581	7,078
158	100	<58>	Concession Expense	60,006	57,700	<2,306>	0	630
0	0	0	COVID-19	13,276	0	<13,276>	4,721	59,030
0	1	1	Alloc of Distr Cntr	<3>	9	12	0	0
2,437	12,300	9,863	Payment to UCLA	70,271	108,970	38,699	1,128	10,036
207,752	181,997	<25,755>	TOTAL OTHER CONTROL.	2,216,314	2,265,826	49,512	222,308	1,970,390
659,067	642,454	<16,613>	TOTAL CONTROLLABLE EXP	5,328,358	5,476,423	148,065	566,905	4,391,706
44,324	314,001	<269,677>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	1,687,753	2,274,168	<586,415>	<293,370>	<1,035,214>
			Less: Allocated Exp					
35,269	38,399	3,130	Allocated Exp. -HR	312,229	298,445	<13,784>	39,961	279,682
124,202	122,224	<1,978>	Allocated Exp. Fin	1,124,439	1,093,505	<30,934>	156,683	1,215,389
79,061	80,902	1,841	Allocated Exp. -IS	709,773	689,972	<19,801>	98,009	785,055
49,168	42,274	<6,894>	Allocated Exp. Mktg	390,363	362,612	<27,751>	44,291	375,492
70,930	79,055	8,126	Allocated Exp Othr SA	722,727	749,826	27,099	102,505	902,398
88,438	90,386	1,948	Maintenance	651,846	649,702	<2,144>	83,270	608,767
11,293	18,688	7,395	Utilities	108,515	142,880	34,365	11,570	76,923
48,473	58,634	10,161	Depreciation	365,136	410,438	45,302	52,358	372,720
506,833	530,562	23,729	TOTAL ALLOCATED EXP	4,385,028	4,397,380	12,352	588,646	4,616,425
<462,509>	<216,561>	<245,948>	NET INCOME (LOSS)	<2,697,275>	<2,123,212>	<574,063>	<882,016>	<5,651,639>

**UCLA RESTAURANTS  
INCOME STATEMENT**

FEB. 07(01/30/22-02/26/22)				FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH				YTD 7 MO(08/01/21-02/26/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
196,390	287,403	<91,013>	CENTRAL DIVISION	827,574	1,247,899	<420,325>	0	0
156,124	347,607	<191,483>	NORTH CAMPUS DIVISION	687,353	1,616,718	<929,365>	0	0
158,510	327,003	<168,493>	SOUTH DIVISION	848,229	1,730,744	<882,515>	31,765	169,601
138,360	341,219	<202,859>	LU VALLE DIVISION	696,842	1,569,716	<872,874>	0	0
77,302	186,707	<109,405>	COOPERAGE DIVISION	408,654	839,558	<430,904>	6,156	30,261
348,773	268,030	80,743	SPECIAL EVENTS DIVISION	926,417	1,269,161	<342,744>	9,280	59,873
1,075,458	1,757,969	<682,511>	TOTAL SALES	4,395,068	8,273,796	<3,878,728>	47,201	259,734
389,383	626,975	237,592	Less: Cost of Sales	1,670,673	3,017,414	1,346,741	20,720	84,552
36.2	35.7	<0.6>	COST OF SALES %	38.0	36.5	<1.5>	43.9	32.6
686,075	1,130,994	<444,919>	GROSS MARGIN	2,724,395	5,256,382	<2,531,987>	26,481	175,182
63.8	64.3	<0.6>	GROSS MARGIN %	62.0	63.5	<1.5>	56.1	67.5
59.9	67.2	<7.3>	CENTRAL DIVISION	63.6	66.3	<2.7>	0.0	0.0
52.9	61.6	<8.8>	NORTH CAMPUS DIVISION	58.6	61.1	<2.5>	0.0	0.0
71.4	63.2	8.3	SOUTH DIVISION	70.6	62.6	8.1	62.7	65.7
65.6	63.4	2.3	LU VALLE DIVISION	58.4	62.7	<4.2>	0.0	0.0
63.2	61.7	1.5	COOPERAGE DIVISION	63.0	60.7	2.3	42.6	26.7
67.7	69.4	<1.8>	SPECIAL EVENTS DIVISION	60.4	68.3	<7.9>	51.1	66.2
318,127	444,162	<126,035>	OTHER INCOME	1,080,208	2,274,571	<1,194,363>	35,237	244,004
1,004,202	1,575,156	<570,954>	GROSS MARGIN/OTHER	3,804,603	7,530,953	<3,726,350>	61,718	419,187
			Less: Controllable Exp					
341,909	336,777	<5,132>	Career Wages	2,303,555	2,304,959	1,404	272,730	1,980,546
0	0	0	Limited Appointment	0	0	0	0	147
294,687	381,851	87,164	Student Wages	1,336,936	2,058,964	722,028	21,282	107,412
<41,655>	<46,932>	<5,277>	Labor Recharge	<203,324>	<250,116>	<46,792>	<738>	<5,242>
594,942	671,696	76,754	TOTAL WAGES	3,437,167	4,113,807	676,640	293,275	2,082,864
55.3	38.2	<17.1>	WAGE % TO SALES	78.2	49.7	<28.5>	621.3	801.9
185,189	167,633	<17,556>	Employee Benefits	1,170,712	1,188,315	17,603	161,224	1,093,124
1,977	1,045	<932>	Office Supplies	12,945	7,510	<5,435>	409	3,472
2,613	3,484	872	Telephone	19,907	24,168	4,261	2,508	18,554
0	0	0	Postage	0	0	0	0	0
0	0	0	Trav/Trips/Conference	0	0	0	0	0
0	1,000	1,000	Training Programs	6,886	7,000	114	0	0
47,685	84,182	36,497	Paper	261,452	405,083	143,631	3,925	20,723
4.4	4.8	0.4	Paper % To Sales	6.0	4.9	<1.1>	8.3	8.0
5,625	8,279	2,654	Cleaning Supplies	34,725	52,602	17,877	1,456	8,483
0	0	0	Freight Out	0	0	0	0	0
<9,662>	<8,500>	1,162	Purchasing Rebates	<58,549>	<56,500>	2,049	<6,386>	<44,540>
3,227	3,575	348	Replacements	40,566	26,085	<14,481>	711	6,737
4,852	5,259	407	Laundry	21,586	32,863	11,277	1,299	6,826
4,176	2,845	<1,331>	Uniforms	26,806	21,965	<4,841>	86	1,129
2,321	3,025	704	Advertising	23,123	24,105	982	279	5,144
0	0	0	Vendor Adv. Allowance	0	0	0	0	0
0	500	500	Menu Development	0	3,000	3,000	0	0
0	2	2	Dorm Coupons Expense	0	7	7	0	0
10,367	5,770	<4,597>	Repairs & Maintenance	72,740	40,440	<32,300>	1,763	22,329
0	0	0	Repairs & Mtoe-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
26,947	59,613	32,666	Bank Card Expense	141,951	282,178	140,227	3,493	21,582
0	0	0	Bruin One Card Exp	0	0	0	0	0
1,589	3,113	1,524	Sales Tax Expense	7,472	14,582	7,110	77	386
<17,710>	1,245	18,955	Overs/Shorts	<25,504>	6,500	32,004	<55>	133
0	0	0	Credit Card Adjustments	15	0	<15>	0	0
0	0	0	Insurance Expense	0	0	0	0	0
34,133	0	<34,133>	Rentals	35,585	0	<35,585>	0	0
0	0	0	Rentals-Truck	0	0	0	0	0
421	410	<11>	Taxes & Licenses	2,216	4,370	2,154	238	1,890
0	0	0	Professional Services	955	0	<955>	0	640
22,166	0	<22,166>	Temp Agency Service	107,495	1,000	<106,495>	0	0
11,105	83,996	72,891	Commission Expense	88,636	404,441	315,805	1,106	3,873
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>	1,103	7,187
0	0	0	UCLA Recharge Expense	0	0	0	0	0
337,022	426,476	89,454	TOTAL OTHER CONTROL	2,007,123	2,489,714	482,591	173,237	1,177,672
931,964	1,098,172	166,208	TOTAL CONTROLLABLE EXP	5,444,290	6,603,521	1,159,231	466,513	3,260,536
72,238	476,984	<404,746>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	<1,639,687>	927,432	<2,567,119>	<404,794>	<2,841,349>
			Less: Allocated Exp					
46,493	56,015	9,522	Allocated Exp. -HR	340,410	375,703	35,293	34,010	242,123
68,354	102,156	33,802	Allocated Exp. Fin	289,227	464,748	175,521	11,126	49,965
43,511	67,618	24,107	Allocated Exp. -IS	181,876	294,616	112,740	6,959	31,875
27,060	35,333	8,273	Allocated Exp. Mktg	101,689	153,144	51,455	3,145	15,150
39,036	66,074	27,038	Allocated Exp Othr SA	183,814	314,127	130,313	7,279	36,208
76,828	78,521	1,693	Maintenance	566,269	564,417	<1,852>	73,324	536,052
9,810	16,233	6,423	Utilities	94,269	124,115	29,846	10,188	67,735
45,656	57,888	12,232	Depreciation	347,425	405,216	57,791	49,197	380,545
356,748	479,838	123,090	TOTAL ALLOCATED EXP	2,104,978	2,696,086	591,108	195,227	1,359,652
<284,510>	<2,854>	<281,656>	NET REVENUE	<3,744,665>	<1,768,654>	<1,976,011>	<600,021>	<4,201,002>
0	0	0	Allocated-Svs and Ent	0	0	0	0	0
0	0	0	TOTAL OTHER	0	0	0	0	0
<284,510>	<2,854>	<281,656>	NET INCOME (LOSS)	<3,744,665>	<1,768,654>	<1,976,011>	<600,021>	<4,201,002>
172,946	384,065	<211,119>	TOTAL CUSTOMER COUNT	843,792	1,858,887	<1,015,095>	8,296	50,083
58,454	110,904	<52,450>	3RD PARTY CUST COUNT	287,969	536,258	<248,289>	2,392	17,672
114,492	273,161	<158,669>	ASUCLA CUSTOMER COUNT	555,823	1,322,629	<766,806>	5,904	32,411
8.35	7.14	1.21	TOTAL AVERAGE CHECK	8.13	6.93	1.20	6.93	6.91
10.45	10.06	0.40	3RD PARTY AVG CHECK	10.39	9.92	0.48	8.17	8.27
7.27	5.95	1.32	ASUCLA AVERAGE CHECK	6.96	5.71	1.25	6.42	6.17
24,837	30,686	5,848	EMPLOYEE HOURS	131,500	174,857	43,357	7,123	50,329
43.30	57.29	<13.99>	SALES/LABOR HOUR	33.47	47.32	<13.85>	6.63	5.16

LICENSING & SERVICES  
INCOME STATEMENT

FEB. 07(01/30/22-02/26/22)			FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH			YTD 7 MO(08/01/21-02/26/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
8,805	14,383	<5,578>	50,401	100,581	<50,180>	5,715	17,823
700	8,333	<7,633>	9,225	58,331	<49,106>	9,500	29,433
9,505	22,716	<13,211>	59,626	158,912	<99,286>	15,215	47,256
0	314	314	80	1,991	1,911	0	132
9,505	22,402	<12,897>	59,546	156,921	<97,375>	15,215	47,123
100.0	98.6	1.4	99.9	98.8	1.1	100.0	99.7
100.0	97.8	2.2	99.8	98.0	1.8	100.0	99.3
100.0	100.0	0.0	100.0	100.0	0.0	100.0	100.0
700,944	368,617	332,327	2,919,892	2,072,597	847,295	300,595	1,391,617
116,856	130,449	<13,593>	815,967	856,389	<40,422>	99,002	772,053
18,409	18,409	0	128,864	128,863	1	18,011	126,079
10,000	0	10,000	33,640	0	33,640	0	0
846,209	517,475	328,734	3,898,363	3,057,849	840,514	417,608	2,289,748
855,714	539,877	315,837	3,957,909	3,214,770	743,139	432,823	2,336,872
45,665	44,378	<1,287>	303,320	311,946	8,626	46,543	331,638
0	600	600	0	2,850	2,850	0	0
0	500	500	0	3,125	3,125	0	0
45,665	45,478	<187>	303,320	317,921	14,601	46,543	331,638
480.4	200.2	<280.2>	508.7	200.1	<308.7>	305.9	701.8
24,227	21,131	<3,096>	142,115	148,585	6,470	24,808	160,272
68	145	77	672	1,015	343	42	471
461	595	134	3,255	3,740	485	463	3,120
0	90	90	28	690	662	24	30
961	1,750	789	10,711	12,250	1,539	1,000	10,391
0	2,500	2,500	0	2,500	2,500	0	0
0	50	50	287	820	533	0	1,074
1,333	3,667	2,334	19,799	25,665	5,866	1,634	9,936
0	30,026	30,026	87,880	210,182	122,302	0	0
6,766	2,208	<4,558>	17,347	15,452	<1,895>	10,993	16,904
0	300	300	0	600	600	0	0
0	0	0	22,590	0	<22,590>	0	0
3,200	4,825	1,625	27,983	33,775	5,792	3,200	25,760
0	1,250	1,250	5,250	8,750	3,500	5,000	19,500
1,168	4,166	2,998	35,348	29,162	<6,186>	5,500	39,011
160,491	94,443	<66,048>	430,845	257,054	<173,791>	64,055	133,869
17,364	12,628	<4,736>	147,370	138,026	<9,344>	13,058	92,333
61,143	27,729	<33,414>	527,072	420,612	<106,460>	43,534	322,027
277,182	207,503	<69,679>	1,478,554	1,308,878	<169,676>	173,311	834,697
322,847	252,981	<69,866>	1,781,874	1,626,799	<155,075>	219,854	1,166,335
532,867	286,896	245,971	2,176,035	1,587,971	588,064	212,969	1,170,536
3,569	3,793	224	30,429	29,591	<838>	5,397	38,426
40,353	24,255	<16,098>	215,183	146,882	<68,301>	54,674	224,559
26,717	16,587	<10,130>	140,183	96,063	<44,120>	35,736	149,704
16,616	8,667	<7,949>	79,059	49,860	<29,199>	16,149	70,545
23,970	16,208	<7,762>	138,856	102,342	<36,514>	37,376	168,194
39,532	40,418	886	291,379	290,529	<850>	37,560	274,591
5,048	8,355	3,307	48,507	63,880	15,373	5,219	34,697
1,165	2,531	1,366	16,401	17,717	1,316	2,536	18,219
156,970	120,814	<36,156>	959,998	796,864	<163,134>	194,648	978,937
375,897	166,082	209,815	1,216,037	791,107	424,930	18,321	191,600



**UCLA STUDENT UNION  
INCOME STATEMENT**

FEB. 07(01/30/22-02/26/22)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
114,894	31,589	83,305	EVENT SERVICES OFFICE
11,675	24,882	<13,207>	AU POST OFFICE
126,570	56,471	70,099	TOTAL SALES
11,492	24,334	12,842	AU Post Office Cost
24,731	8,067	<16,664>	Facilities Costs
36,223	32,401	<3,822>	Less: Cost of Sales
28.6	57.4	28.8	COST OF SALES %
90,347	24,070	66,277	GROSS MARGIN
71.4	42.6	28.8	GROSS MARGIN %
78.5	74.5	4.0	EVENT SERVICES OFFICE
1.6	2.2	<0.6>	AU POST OFFICE
100,000	0	100,000	STRATEGIC FUNDING
8,750	17,000	<8,250>	STUDENT UNION OPS
580	1,075	<495>	EVENT SERVICES OFFICE
18,399	40,095	<21,696>	STUDENT PROGRAMMING
2,225	4,555	<2,330>	AU POST OFFICE
129,954	62,725	67,229	OTHER INCOME
220,301	86,795	133,506	GROSS MARGIN/OTHER
			Less: Controllable Exp
28,158	40,315	12,157	Career Wages
19,533	22,605	3,072	Student Wages
47,691	62,920	15,229	TOTAL WAGES
37.7	111.4	73.7	WAGE % TO SALES
9.6	44.6	35.1	EVENT SERVICES OFFICE
15,495	19,650	4,155	Employee Benefits
<990>	870	1,860	Office Supplies
2,013	2,810	797	Telephone
3,595	0	<3,595>	Trav/Trips/Conference
0	0	0	24 Hour Study Lounge
0	250	250	Student Comm Art
0	800	800	Training Programs
8,362	2,439	<5,923>	Annual ASUCLA Events
15,928	35,134	19,206	Student Event Exp
100	100	0	Operating Supplies
0	0	0	Uniforms
1,000	1,595	595	Advertising
<175>	0	175	Direct Mail Adv.
195	180	<15>	Business Promotion
2,308	2,840	532	Repairs & Maintenance
434	702	268	Bank Card Expense
<90>	50	140	Overs/Shorts
3,060	0	<3,060>	Student Support Svcs
7,004	0	<7,004>	COVID-19
7,709	7,709	0	Interaction Fund
4,794	12,419	7,625	STUDENT UNION EVENT F
70,742	87,548	16,806	TOTAL OTHER CONTROL.
118,433	150,468	32,035	TOTAL CONTROLLABLE EXP
101,868	<63,673>	165,541	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES
			Less: Allocated Exp
3,727	5,247	1,520	Allocated Exp. -HR
12,097	5,352	<6,745>	Allocated Exp. Fin
8,009	3,660	<4,349>	Allocated Exp. -IS
4,981	1,912	<3,069>	Allocated Exp. Mktg
7,186	3,576	<3,610>	Allocated Exp Othr SA
48,283	49,345	1,062	Maintenance
6,165	10,202	4,037	Utilities
20,324	24,652	4,328	Depreciation
110,772	103,946	<6,826>	TOTAL ALLOCATED EXP
<8,904>	<167,619>	158,715	NET INCOME (LOSS)

FISCAL YEAR 21-22			FISCAL YEAR 20-21	
YTD 7 MO(08/01/21-02/26/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
242,050	241,653	397	34,731	114,224
53,592	110,959	<57,367>	318	4,958
295,641	352,612	<56,971>	35,049	119,182
51,425	108,516	57,091	410	4,117
52,494	49,630	<2,864>	2,427	21,450
103,920	158,146	54,226	2,837	25,568
35.2	44.9	9.7	8.1	21.5
191,722	194,466	<2,744>	32,212	93,615
64.9	55.2	9.7	91.9	78.6
78.3	79.5	<1.2>	93.0	81.2
4.0	2.2	1.8	<28.8>	17.0
533,332	240,000	293,332	0	125,000
17,500	85,000	<67,500>	0	0
5,205	4,950	255	250	2,175
67,731	95,506	<27,775>	307	307
12,047	20,382	<8,335>	49	736
635,816	445,838	189,978	607	128,219
827,538	640,304	187,234	32,819	221,833
184,150	273,349	89,199	35,186	246,751
120,106	132,522	12,416	7,040	63,863
304,257	405,871	101,614	42,226	310,614
102.9	115.1	12.2	120.5	260.6
32.1	39.0	7.0	30.9	69.8
91,280	131,910	40,630	16,701	113,450
4,935	9,543	4,608	192	2,907
14,995	19,771	4,776	2,015	15,295
5,246	4,575	<671>	0	3,226
0	3,986	3,986	0	0
0	714	714	0	0
2,485	5,850	3,365	0	391
41,511	28,866	<12,645>	1,554	12,845
46,694	75,838	29,144	200	<1,575>
300	300	0	0	0
0	1,700	1,700	0	0
3,569	4,124	555	0	2,162
0	0	0	0	0
986	1,260	274	160	1,082
19,999	25,215	5,216	1,640	13,640
2,286	3,125	839	137	1,073
<178>	350	528	0	0
3,060	2,887	<173>	0	0
28,256	750	<27,506>	87	2,112
53,963	53,963	0	6,083	64,583
31,737	39,012	7,275	268	1,631
351,125	413,739	62,614	29,037	232,823
655,382	819,610	164,228	71,263	543,437
172,156	<179,306>	351,462	<38,444>	<321,603>
30,293	37,401	7,108	4,897	35,971
45,885	33,508	<12,377>	4,605	27,154
30,086	21,873	<8,213>	3,010	18,234
16,728	11,356	<5,372>	1,360	8,351
32,928	23,530	<9,398>	3,148	20,662
355,875	354,699	<1,176>	45,549	332,999
59,244	77,999	18,755	6,329	42,077
152,590	172,564	19,974	21,425	160,195
723,628	732,930	9,302	90,323	645,643
<551,472>	<912,236>	360,764	<128,767>	<967,246>

**ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT**

FEB. 07(01/30/22-02/26/22)				FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH				YTD 7 MO(08/01/21-02/26/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
352,723	364,044	11,321	Career Wages	2,565,289	2,547,760	<17,529>	355,989	2,455,286
5,475	815	<4,660>	Limited Appointment	18,770	5,705	<13,065>	1,638	2,441
25,329	33,828	8,499	Student Wages	145,829	214,431	68,602	5,995	70,399
383,527	398,687	15,160	TOTAL WAGES	2,729,888	2,767,896	38,008	363,622	2,528,126
7.6	7.3	<0.4>	WAGE % TO TOTAL SALES	8.5	7.2	<1.3>	21.2	14.6
0	0	0	Emp Awards, Profess.	16,890	13,500	<3,390>	0	13,600
<1,206>	355	1,561	Emp Awards, Students	1,871	2,485	614	0	0
179,305	175,934	<3,371>	Employee Benefits	1,212,368	1,236,716	24,348	190,454	1,214,179
6,936	9,902	2,966	Office Supplies	42,134	47,884	5,750	1,670	24,186
5,343	7,565	2,222	Telephone	40,681	52,013	11,332	5,516	38,820
544	735	191	Postage	2,900	4,358	1,458	339	2,837
0	3,200	3,200	Trav/Trips/Conference	1,393	38,559	37,166	1,501	1,677
84	200	116	Expense Allowance	386	1,400	1,014	0	214
815	1,500	685	Employee Relations	26,975	14,500	<12,475>	1,158	6,912
199	5,000	4,801	Training Programs	10,241	35,000	24,760	0	3,000
518	750	232	Fingerprinting	2,294	4,500	2,206	0	0
40	320	280	Recruitment	4,981	5,420	439	0	4,306
0	0	0	Membership Fees	0	226	226	0	219
170	20	<150>	Periodical Subscription	2,280	249	<2,031>	79	244
2,281	905	<1,376>	Operating Supplies	8,716	5,765	<2,951>	314	2,608
0	0	0	Training Courses	82	0	<82>	0	0
0	0	0	Freight Out	4	0	<4>	0	0
649	275	<374>	Uniforms	2,278	1,925	<353>	354	2,230
<903>	<200>	703	Security Expense	37	<1,000>	<1,037>	0	99
0	100	100	Security Equipment	2,161	700	<1,461>	618	2,690
2,067	2,500	433	Alarm Monitoring	16,358	17,500	1,142	2,226	17,151
1,076	2,022	946	Advertising	26,738	14,572	<12,166>	124	7,648
0	100	100	Benefits U Adv	7,846	8,500	654	0	1,894
8,093	9,222	1,129	Repairs & Maintenance	50,422	68,098	17,676	6,651	43,124
3,676	1,481	<2,195>	Repair-Mtce Computer	8,886	10,367	1,481	860	6,992
9,702	17,296	7,594	Repairs & Mtce-Equip	90,298	100,977	10,679	13,686	94,931
0	185	185	Printing	0	1,110	1,110	0	0
2,598	2,598	0	Bruin One Card Exp	17,347	17,347	0	500	3,500
<261>	41	302	Overs/Shorts	56	287	231	0	6
29,189	37,835	8,646	Insurance Expense	247,553	264,845	17,292	34,395	240,765
37,995	25,536	<12,459>	Professional Services	113,215	121,596	8,381	10,054	82,886
1,227	1,224	<3>	Legal	8,587	8,568	<19>	1,188	8,318
9,700	9,700	1	External Audit	94,147	94,144	<3>	9,417	83,417
522	1,000	478	Temp Agency Service	4,231	6,000	1,769	0	1
8,630	8,609	<21>	Internal Audit	60,412	60,263	<149>	8,358	58,503
0	0	0	Tax Consulting	4,197	4,197	0	0	4,075
0	11,342	11,342	PROFESSIONAL FEES PCI	5,810	20,185	14,375	975	8,775
35,538	32,083	<3,455>	SAAS	225,741	223,435	<2,306>	26,299	184,093
9,095	11,330	2,235	Board of Directors	71,931	82,108	10,177	10,960	79,677
0	500	500	Special Projects	940	3,500	2,560	0	0
3,256	3,522	266	Misc. Bank Charges	21,086	19,967	<1,119>	2,148	17,186
5,052	4,100	<952>	Armored Carrier Expense	18,954	20,100	1,146	180	1,332
16,666	17,167	501	UC PATH CHARGES	116,662	120,165	3,503	8,333	58,331
0	949	949	COVID-19	2,296	6,643	4,347	98	1,326
4,712	4,712	0	Student Med Supp Fund	31,779	32,778	999	4,575	28,757
8,158	8,158	0	UCLA Recharge Expense	57,106	57,106	0	8,158	57,106
148	500	352	Special Events	3,741	23,500	19,759	0	5,000
391,614	420,273	28,659	TOTAL OTHER CONTROL.	2,685,009	2,872,058	187,049	351,188	2,412,615
775,141	818,960	43,819	TOTAL CONTROLLABLE EXP	5,414,897	5,639,954	225,057	714,810	4,940,741
			Less: Allocated Exp					
21,097	21,485	388	Maintenance	155,500	154,452	<1,048>	19,919	145,626
2,694	4,457	1,763	Utilities	25,887	34,078	8,191	2,768	18,401
14,864	20,090	5,226	Depreciation	134,882	140,636	5,754	17,167	188,737
38,655	46,032	7,377	TOTAL ALLOCATED EXP	316,268	329,166	12,898	39,854	352,764
813,796	864,992	51,196	NET EXPENSE	5,731,165	5,969,120	237,955	754,664	5,293,505
<730,307>	<779,307>	<49,000>	Allocated-Svs and Ent	<5,116,176>	<5,349,104>	<232,928>	<670,319>	<4,695,136>
<41,530>	<41,530>	0	Allocated-USAC	<313,643>	<313,643>	0	<42,155>	<305,242>
<3,721>	<3,721>	0	Allocated-GSA	<32,866>	<32,866>	0	<3,479>	<28,736>
<38,238>	<37,602>	636	Allocated-Comm Board	<268,480>	<270,675>	<2,195>	<38,711>	<264,390>
<813,796>	<862,160>	<48,364>	TOTAL OTHER	<5,731,165>	<5,966,288>	<235,123>	<754,664>	<5,293,505>
0	2,832	2,832	TOTAL EXPENSE	0	2,832	2,832	0	0

FACILITIES  
EXPENSE STATEMENT

FEB. 07(01/30/22-02/26/22)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
143,501	146,722	3,221	Career Wages
2,552	15,086	12,534	Limited Appointment
807	1,324	517	Student Wages
<5,146>	<650>	4,496	Labor Recharge
<18,862>	<13,407>	5,455	Billed Labor Costs
0	<5,000>	<5,000>	Capitalized Wages
122,853	144,075	21,222	TOTAL WAGES
88,097	85,378	<2,719>	Employee Benefits
266	425	159	Office Supplies
844	1,040	196	Telephone
0	0	0	Trav/Trips/Conference
0	200	200	Training Programs
5,902	4,500	<1,402>	Paper
4.7	8.0	3.3	Paper % To Sales
2,423	5,250	2,827	Cleaning Supplies
2,454	1,625	<829>	Replacements
302	440	138	Laundry
26,957	27,500	543	Repairs & Maintenance
8,292	4,650	<3,642>	Repairs & Mtce-Elevator
0	0	0	Repairs & Mtce-Equip
183	5,600	5,417	Painting Program
800	500	<300>	Incidental Proj Exp
<1,025>	6,300	7,325	Air Conditioning-Maint
9,206	11,015	1,809	Rub Remvl/Hauling
3,161	3,780	619	Rodent & Pest Control
411	900	489	Rentals-Truck
87	1,600	1,513	COVID-19
0	<32,002>	<32,002>	UCLA Cost Sharing
148,361	128,701	<19,660>	TOTAL OTHER CONTROL.
271,213	272,776	1,563	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
24,145	27,843	3,698	Depreciation
24,145	27,843	3,698	TOTAL ALLOCATED EXP
295,358	300,619	5,261	NET EXPENSE
<253,081>	<258,670>	<5,589>	Allocated-Svs and Ent
<8,764>	<8,764>	0	Allocated-USAC
<3,411>	<3,411>	0	Allocated-GSA
<9,005>	<8,289>	716	Allocated-Comm Board
<21,097>	<21,485>	<388>	Allocated-A & SS
<295,358>	<300,619>	<5,261>	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

FISCAL YEAR 21-22			FISCAL YEAR 20-21	
YTD 7 MO(08/01/21-02/26/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,030,645	1,085,618	54,973	126,892	925,782
19,452	95,622	76,170	4,517	32,196
4,155	9,930	5,775	850	10,408
<13,400>	<4,610>	8,790	0	<1,530>
<65,740>	<93,849>	<28,109>	<6,750>	<74,800>
<25,203>	<35,000>	<9,797>	0	0
949,909	1,057,711	107,802	125,510	892,056
586,436	632,606	46,170	69,614	531,493
1,441	1,975	534	396	1,086
7,066	7,280	214	824	6,083
0	3,000	3,000	0	200
12,000	1,400	<10,600>	0	0
29,633	31,500	1,867	1,870	9,838
10.0	8.9	<1.1>	5.3	8.3
20,714	36,750	16,036	2,656	12,690
13,401	11,375	<2,026>	552	12,499
2,629	3,353	724	117	2,630
238,256	196,500	<41,756>	26,108	191,080
35,505	35,550	45	6,667	32,904
561	700	139	218	1,170
1,369	14,200	12,831	465	2,177
<9,794>	3,500	13,294	5,004	10,585
21,791	35,350	13,559	2,999	19,853
59,168	77,565	18,397	2,709	20,572
18,963	26,460	7,497	3,161	30,224
5,773	6,300	527	1,000	4,323
2,114	11,200	9,086	6,217	92,292
0	<230,399>	<230,399>	0	0
1,047,027	906,165	<140,862>	130,578	981,699
1,996,936	1,963,876	<33,060>	256,087	1,873,755
175,532	194,901	19,369	24,455	173,344
175,532	194,901	19,369	24,455	173,344
2,172,468	2,158,777	<13,691>	280,542	2,047,099
<1,865,369>	<1,859,308>	6,061	<239,704>	<1,752,409>
<61,348>	<61,348>	0	<8,949>	<62,643>
<23,877>	<23,877>	0	<3,498>	<24,486>
<66,374>	<59,753>	6,621	<8,472>	<61,935>
<155,500>	<154,491>	1,009	<19,919>	<145,626>
<2,172,468>	<2,158,777>	13,691	<280,542>	<2,047,099>
0	0	0	<0>	<0>

UTILITIES  
EXPENSE STATEMENT

FEB. 07(01/30/22-02/26/22)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
2,415	4,437	2,022	Chiller Water
29,212	43,309	14,097	Elec-Non Air Cond.
1,098	11,134	10,036	Water-Non Air Cond.
5,948	7,502	1,554	Steam-Non Air Cond.
388	3,717	3,329	Gas
0	0	0	Energy Management
0	<7,360>	<7,360>	UCLA Cost Sharing
39,061	62,739	23,678	TOTAL OTHER CONTROL.
39,061	62,739	23,678	TOTAL CONTROLLABLE EXP
<32,316>	<53,478>	<21,162>	Allocated-Svs and Ent
<2,088>	<2,088>	0	Allocated-USAC
<813>	<813>	0	Allocated-GSA
<1,150>	<1,903>	<753>	Allocated-Comm Board
<2,694>	<4,457>	<1,763>	Allocated-A & SS
<39,061>	<62,739>	<23,678>	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

FISCAL YEAR 21-22			FISCAL YEAR 20-21	
YTD 7 MO(08/01/21-02/26/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
49,380	98,075	48,695	3,743	48,149
247,783	330,915	83,132	29,980	184,585
35,725	58,664	22,939	1,694	11,110
23,459	38,673	15,214	5,004	26,167
11,431	18,709	7,278	251	1,602
0	<10,000>	<10,000>	0	0
0	<57,227>	<57,227>	0	0
367,778	477,809	110,031	40,672	271,613
367,778	477,809	110,031	40,672	271,613
<310,535>	<408,874>	<98,339>	<33,305>	<221,432>
<14,616>	<14,616>	0	<2,460>	<17,220>
<5,691>	<5,691>	0	<962>	<6,734>
<11,050>	<14,550>	<3,500>	<1,177>	<7,826>
<25,887>	<34,078>	<8,191>	<2,768>	<18,401>
<367,778>	<477,809>	<110,031>	<40,672>	<271,613>
<0>	0	0	<0>	<0>