



BOARD OF DIRECTORS

Finance Committee

May 22, 2023

1:00 p.m.

PRESENT: Pouria Abbassi, Muratkhan Abdirash, Donna Baker, Daniel Neuhauser, and Julia Terrano

LATE: Live Maluia

ABSENT: Octavio Navarro

EARLY DEPARTURE: Scott Monatlik

MANAGEMENT: Donna Baker, Director of Finance
Cindy Bolton, Director of Food Services
Doria Deen, Student Media Director
Leilani Donato, Director of Facilities
Sandi Gillespie, Director of Board and External Affairs
Michelle Moyer, Directors of Legal Affairs and Compliance
Krista Kae Parino, Board of Directors Administrator
Peter Poon, UCLA Store Director

GUESTS: Wudia Kamara, ASUCLA Board Member
Jazz Kiang, ASUCLA Board Member

CALL TO ORDER

Ms. Terrano called the meeting to order at 1:02 p.m.

APPROVAL OF AGENDA

Mr. Monatlik made a motion, seconded by Mr. Neuhauser, to move all VI. agenda items to agenda item III. Ms. Terrano called for a vote. The motion was approved by a vote of 4 yeas and 0 nays.

Ms. Terrano called for consent to approve the Associated Students UCLA Board of Directors' Finance Committee May 22, 2023, Agenda as amended. There being no objections, the motion was approved by unanimous consent.

FY 23-24 COMMUNICATIONS BOARD BUDGET & FIVE-YEAR FORECAST

Ms. Terrano made a motion, seconded by Mr. Neuhasuer that the ASUCLA Board of Directors' Finance Committee approve and forward to the Board of Directors the FY 23-24 Communications Board Budget & Five-Year Forecast. Ms. Terrano called for a vote. The motion was approved by a vote of 5 yeas and 0 nays.

FY 23-24 STUDENT-RUN ENTERPRISES BUDGET & FIVE-YEAR FORECAST

Ms. Terrano made a motion, seconded by Mr. Neuhasuer that the ASUCLA Board of Directors' Finance Committee approve and forward to the Board of Directors FY 23-24 Student-Run Enterprises Budget & Five-Year Forecast. Ms. Terrano called for a vote. The motion was approved by a vote of 4 yeas and 0 nays.

OFFICE REMODELS CAPITAL EXPENDITURE

Ms. Terrano made a motion, seconded by Mr. Neuhasuer that the ASUCLA Board of Directors' Finance Committee approve and forward to the Board of Directors Office Remodels Capital Expenditure for office remodels. Ms. Terrano called for a vote. The motion was approved by a vote of 4 yeas and 0 nays.

EXECUTIVE SESSION

Ms. Terrano called for consent for the Associated Students UCLA Board of Directors' Finance Committee to enter into Executive Session. There being no objections, the motion was approved by unanimous consent.

The Committee entered into Executive Session at 1:41 p.m.

Ms. Terrano called for consent to exit the Associated Students UCLA Board of Directors' Finance Committee Executive Session. There being no objections, the motion was approved by unanimous consent.

The Committee exited Executive Session at 1:42 p.m.

Ms. Terrano made a motion, seconded by Mr. Neuhauser, that the Associated Students UCLA Board of Directors' Finance Committee approve all actions taken in Executive Session. Ms. Terrano called for a vote. The motion was approved by a vote of 4 yeas and 0 nays.

APPROVAL OF MINUTES

Ms. Terrano called for consent to approve the Associated Students UCLA Board of Directors' Finance Committee April 24, 2023, Minutes. There being no objections, the motion was approved by unanimous consent.

EXECUTIVE DIRECTOR'S REPORT

Mr. Abbassi updated the Finance Committee on the following topics:

Gross Income for April at \$6.6M, consistent with March, was \$800K ahead of last year and (\$400) below plan. Gross Margin at \$3.6 M was (\$190K) below budget and \$600K ahead of last year. Contribution at \$1.1M, was (\$400K) below plan and \$300K above last year. Other income/expense categories performed consistent with plan resulting in Net Income for April at \$47K which was \$200K better than last year and (\$350K) below plan.

Retail operations continue to post strong year-over-year and period-over-period results, with sales exceeding plan by \$900K for the year and exceeding last year by \$5.3M. Food Service has continued its recovery trend through a multitude of initiatives launched campus-wide. Concessions sales have also posted strong results as Bruins continue their solid performance in a number of athletic events. As a point of reference and in terms of top-line sales deviation from plan, ASUCLA Restaurants have reduced the average variance of 34% for the first five months of the year to just below 13% for the first quarter of 2023 and below 7% for April.

YTD results also show the overall gross income gap to budget of \$4.6M closing to a \$2.2M net income gap as cost controls in various areas and new initiatives have helped mitigate the below plan sales. The net results through April are \$1.1M ahead of last year.

Collaboration with campus partners is ongoing on several fronts, including the Ackerman Union expansion P&I payment, addressing ASUCLA/UCLA expense/credit matters, and resolving the mandated salary continuation and payroll for March 2020-June 2021. A presentation on the key components of debit/credits under discussion was made to the Finance Committee in April. It is expected that a recommendation on full resolution and path forward will be achieved by the end of the year. Additionally, ASUCLA is at the final stage of working with UCOP/UCLA finance teams to effectuate pandemic relief funds related to the employee retention tax credit, which stands at approximately \$4M. In addition, final conversations with the state in regard to the block funding (\$6M) to support deferred maintenance needs are ongoing.

Res Hall Meal Vouchers

The UCLA Store has been accepting Res Hall Meal Vouchers, and Joe-n-Go has processed over 3,929 vouchers since May.

Employee Retention Credit

ASUCLA is moving forward with its submittal.

COMMUNICATIONS BOARD FINANCIAL STATEMENTS

Net income for March is negative to plan by (\$5K), and positive year-to-date by \$52K.

ADJOURNMENT

Ms. Terrano called for consent for the Associated Students UCLA Board of Directors' Finance Committee to adjourn the May 22, 2023, meeting. There being no objections, the meeting was adjourned at 2:12 p.m.