

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

June (05/29/22 - 07/02/22)

**Prepared
July 22, 2022**

SIONS AT CONTRIBUTION LEVEL

GROSS INCOME	
UCLA Store	
UCLA Restaurants	
Licensing & Services	
UCLA Student Union	
TOTAL	

GROSS MARGIN
UCLA Store
UCLA Restaurants
Licensing & Services
UCLA Student Union
TOTAL

WAGES & BENEFITS
 UCLA Store
 UCLA Restaurants
 Licensing & Services
 UCLA Student Union
TOTAL

OTHER CONTROLLABLES
UCLA Store
UCLA Restaurants
Licensing & Services
UCLA Student Union
TOTAL

CONTRIBUTION	
UCLA Store	
UCLA Restaurants	
Licensing & Services	
UCLA Student Union	
TOTAL	

ALLOCATED EXPENSES
Admin&Support Services
Facilities
Utilities
Depreciation
TOTAL

OTHER INC/(EXP)
Non-Recurrent Inc/(Exp)
Interest Income
Interest (Expense)

Student Union Fee Income

TOTAL

NET INCOME (LOSS)

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

JUNE (05/29/22 - 07/02/22)								FY 20-21	
CURRENT MONTH								**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT	
				ACT/BUD		ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%
5,224		4,578		646	14.1%	1,807	52.9%	3,417	
952		1,941		(989)	(51.0%)	773	431.8%	179	
418		312		106	34.0%	81	24.0%	337	
308		197		111	56.3%	254	470.4%	54	
6,902		7,028		(126)	(1.8%)	2,915	73.1%	3,987	
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 11 MONTHS (08/01/21 - 07/02/22)								**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT	
				ACT/BUD		ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%
38,190		39,087		(897)	(2.3%)	14,217	59.3%	23,973	
11,172		19,099		(7,927)	(41.5%)	10,148	991.0%	1,024	
5,753		4,698		1,055	22.5%	2,193	61.6%	3,560	
1,677		1,562		115	7.4%	1,270	312.0%	407	
56,792		64,446		(7,654)	(11.9%)	27,828	96.1%	28,964	
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)									

ASUCLA
P/L Reconciliation
Jun-22

Financial Analysis	\$000's	
	Jun-22	
Budgeted Net Income/(Loss)		69
UCLA Store		
Gross Margin:		
Bearwear above plan: increased food traffic from in-person commencements, Ackerman programming, sport camps and tourism, and better stock of Nike and BCS merchandise	142	
Fasttrack below plan due mostly to lack of customer traffic	(26)	
Graduation ETC below plan due to timing: faculty order processing and sales of custom sashes will occur next month	(39)	
Campus Portrait Studio below plan: early yearbook deadline continued to negatively impact budgeted sales	(21)	
Essentials below plan due to less than anticipated Session A traffic	(23)	
CRS above plan due to timing of winter and spring Bruin Learn sales	75	
Bookzone below plan due to timing: the Graduate School of Education order is expected in a future period	(45)	
Custom Shop below plan due to staff shortage resulting in reduced processing of commencement orders	(25)	
Computer Store above plan: significant inventory receipts to fill customer backorders and large department sales to UCLA Library, IT and Health departments	55	
HSS General MDSE below plan: lack of customer traffic (store assortment to be updated)	(25)	
HSS Dental below plan: NetSuite conversion costing issues are being reviewed	(125)	
Total Wages below plan (mostly student)	46	
Other, negative controllables (\$76K) and various negative gross margin variances	(113)	
Total Contribution		(124)
UCLA Restaurants		
Gross Margin:		
Wetzels/RX below plan: location temporarily closed after finals	(29)	
Kerckhoff Coffeehouse below plan: finals and summer traffic less than previous trends, 4-5-4 calendar shift includes an extra full volume week than actual and low food volume	(42)	
Northern Lights below plan: location temporarily closed down until further notice	(41)	
North Campus Student CTR below plan: location temporarily closed down until further notice	(115)	
Anderson Café below plan: finals and summer traffic less than previous trends plus the 4-5-4 calendar shift includes an extra full volume week than actual	(24)	
CSSC below plan: finals and summer traffic less than previous trends, 4-5-4 calendar shift includes an extra full volume week than actual and food volume not as high as anticipated	(48)	
Scrub Jay Café below plan: location not open yet	(77)	
Luvall Food Servery below plan: food delivery volume lower than plan, finals and summer traffic less than previous trends and unbudgeted closure between finals and summer	(97)	
Jimmy's below plan: finals and summer traffic less than previous trends, 4-5-4 calendar shift includes an extra full volume week than actual and food volume not as high as anticipated	(44)	
Taco Bell below plan: finals and summer traffic less than previous trends, unbudgeted closure between finals and summer classes, 4-5-4 calendar shift and food volume lower than plan	(47)	
Catering below plan: budget written for full volume year and while there has been a significant increase in events, prior restrictions are still having an effect on campus catering	(37)	
Total Wages below plan (mostly student)	194	
Other, positive controllables (\$112K) offset by various negative gross margin variances	(8)	
Total Contribution		(415)
Licensing & Services		
Gross Margin:		
Licensing Domestic above plan mostly due to collection of guarantee balances and new licensee program launches	119	
Licensing Campus Sourcing below plan: negation of planned application of full standard royalty rate for campus promotional products and lower sourcing volume for graduation requests	(13)	
Leased Ops below plan (mostly one ATM and Hair on Campus area not leased out yet, and overall utilities reduced as campus not fully open)	(9)	
Marketing Ventures above plan	9	
Other, negative controllables mostly Licensing	(33)	
Total Contribution		73
UCLA Student Union		
Gross Margin:		
Event Services above plan: new client reserved more spaces	28	
Student Union Ops above plan due to higher contributions	50	
Total Wages below plan	15	
Other, positive controllables (mostly student event expense which offsets the negative student programming income)	31	
Total Contribution		124
Allocated Expenses and Other		
A&SS above plan in various controllables	(33)	
Facilities above plan mostly additional projects, repairs and maintenance and budgeted cost sharing with UCLA (partial offset with various controllables)	(35)	
Depreciation lower than plan due to timing of capitals (impacted by lower purchases during the pandemic)	18	
Student Union Fee Income higher than plan (higher enrollment in regular quarters and summer)	25	
Other, mostly positive non-recurrent due to reduction of prior year liabilities (release from DIA)	1,279	
Total		1,254
Actual Net Income/(Loss)		981

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

Financial Analysis	\$000's	
Budgeted Net Income/(Loss)		(1,522)
UCLA Store		
Gross Margin:		
Bearwear above plan: strong results from July Nike/Jordan launch, momentum from well attended football games, and strong move in weekend, spring break and Bruin Day	914	
Fasttrack below plan: mostly reduced foot traffic	(98)	
Graduation ETC. below plan: mostly due to shift in timing for professional school rental regalia	(104)	
Campus Portrait Studio below plan; early yearbook deadline negatively impacted budgeted sales	(124)	
Market below plan: return to remote learning and overall reduced foot traffic	(74)	
Essentials below plan: mostly reduced foot traffic	(107)	
E-Commerce below plan: out of stock positions on key styles due to supply chain issues	(217)	
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	(237)	
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	(203)	
CRS below plan: sales of print readers have not recovered due to continued impact of remote learning	(113)	
Computer Store above plan: strong demand from returning students coupled with department orders and last chance for Apple Back-To-School promotion	230	
Luvalle Books below plan: lack of availability of rental titles	(66)	
HSS Dental below plan: some timing related and costing adjustments related to the NetSuite conversion	(267)	
Total Wages below plan	119	
Other, negative controllables (\$109K) and various negative gross margin variances	(388)	
Total Contribution		(735)
UCLA Restaurants		
Gross Margin:		
Wetzels/RX below plan: overall campus population significantly lower than expected	(196)	
Kerckhoff Coffeehouse below plan: overall campus population significantly lower than expected and lower food delivery volume than expected	(301)	
Northern Lights below plan: mostly due to overall campus population significantly lower than expected and recently closed down until further notice	(385)	
No Campus Student CTR below plan: lower overall campus population, operating hours strategically reduced, lower food volume and recently closed down	(964)	
Anderson Café below plan: overall campus population significantly lower than expected, and food delivery volume not as high as anticipated	(136)	
Court Science Stu Ctr below plan: overall campus population significantly lower than expected, and food delivery volume not as high as anticipated	(321)	
Scrub Jay Café below plan: new operation not open yet	(728)	
Luvalle Food Servery below plan: overall campus population significantly lower than expected, and operating hours temporarily reduced due to student staffing shortages	(778)	
Café 451 below plan: library administration has not allowed for location to re-open for service until March 28	(270)	
Jimmy's below plan: overall campus population significantly lower than expected, and food delivery volume not as high as anticipated	(315)	
Cooperage below plan: overall campus population significantly lower than expected	(222)	
Taco Bell below plan: overall campus population significantly lower than expected, lower food delivery volume and operating hours reduced due to student staffing shortages	(390)	
Concessions below plan: scheduled events were cancelled or moved to later dates due to various covid protocols	(109)	
Total Wages lower than plan (mostly student)	1,110	
Other, positive controllables (\$753K) offset by various negative gross margin variances	72	
Total Contribution		(3,933)
Licensing & Services		
Gross Margin:		
Licensing Domestic above plan: Q4 results better than estimates, better than forecast recovery of key retailers and collection of guarantee balances	415	
Licensing Foreign above plan: it is anticipated most if not all of this positive variance will hold through fiscal year end	878	
Licensing Campus Sourcing below plan (actual royalty rate of 6% versus budgeted 15%)	(71)	
Leased Ops below plan: budgeted ATM space and Hair On Campus space vacant, and utilities reduced as campus not fully opened	(77)	
Photography below plan (less events due to pandemic)	(85)	
Total Wages below plan	15	
Other, negative controllables mostly Licensing	(246)	
Total Contribution		829
UCLA Student Union		
Gross Margin:		
Event Services above plan: new client	24	
Student Union Ops above plan due mostly to more contributions, with some offset for Helix eSports Lounge (delay from budgeted start date) and lower post office income	153	
Total Wages below plan	142	
Other, positive controllables	55	
Total Contribution		374
Allocated Expenses and Other		
A&SS below plan in various controllables	306	
Facilities above plan: lower wages, benefits and various other controllables offset by budgeted cost sharing with UCLA and higher repairs	(175)	
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 (lower purchases during the pandemic)	258	
Non-Recurrent income higher than plan mostly due to HEERFII funding of \$540K and reduction of prior accrued liabilities and various other	2,191	
Other	20	
Total		2,707
Actual Net Income/(Loss)		(2,280)

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

	Current Month June 2022	Prior Month May 2022
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents	21,707	23,644
Accounts receivable	7,821	8,563
Less: Allowance for doubtful accounts	(452)	(448)
Accounts receivable, net	7,368	8,115
Student fees receivable	0	0
Inventories	5,682	6,522
Prepaid expenses and other current assets	938	940
Total current assets	35,695	39,221
LONG TERM ASSETS		
Property, equipment and improvements	74,985	74,825
Less: Accumulated depreciation	(57,531)	(57,366)
Total long term assets	17,453	17,459
TOTAL ASSETS	53,148	56,680
LIABILITIES AND RETAINED EARNINGS		
CURRENT LIABILITIES:		
Accounts payable	8,740	9,732
Wages and payroll taxes payable	34,339	36,868
Sales tax payable & other liabilities	1,187	1,258
Interest payable	19	1
Deferred income	2,112	3,036
Funds held for others	448	464
Current portion of long term debt	1,040	1,040
Total current liabilities	47,885	52,400
LONG TERM DEBT:		
AU expansion loan	3,206	3,206
Total long term debt	3,206	3,206
TOTAL LIABILITIES	51,091	55,606
RETAINED EARNINGS:		
Beginning Balance	4,337	4,337
Year-to-date net income/(loss)	(2,280)	(3,262)
Ending Balance	2,056	1,074
TOTAL LIABILITIES AND RETAINED EARNINGS	53,148	56,680

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

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) 981
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:
Depreciation 174
(Increase)/decrease in current assets:
Accounts receivable 747
Student fees receivable 0
Inventories 840
Prepaid expenses and other current assets 2
Increase/(decrease) in current liabilities:
Accounts payable (994)
Sales tax payable & other liabilities (71)
Wages and payroll taxes payable (2,527)
Interest payable 18
Deferred Income (924)
Funds held for others (16)

Net cash provided/(used) by operating activities **(1,770)**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (167)

Net cash used in investing activities **(167)**

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

Principal payments on AU expansion loan 0
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
981	(2,280)	(8,778)
174	1,850	1,968
747	(5,140)	(176)
0	0	(164)
840	(287)	2,549
2	(340)	(199)
(994)	(28)	704
(71)	27	901
(2,527)	1,212	16,715
18	(28)	(31)
(924)	213	1,352
(16)	78	103
(1,770)	(4,723)	14,944
(167)	(1,097)	(288)
(167)	(1,097)	(288)
0	(992)	(948)
0	0	(4,685)
0	(992)	(5,633)
(1,937)	(6,812)	9,022
23,644	28,519	18,663
21,707	21,707	27,685

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

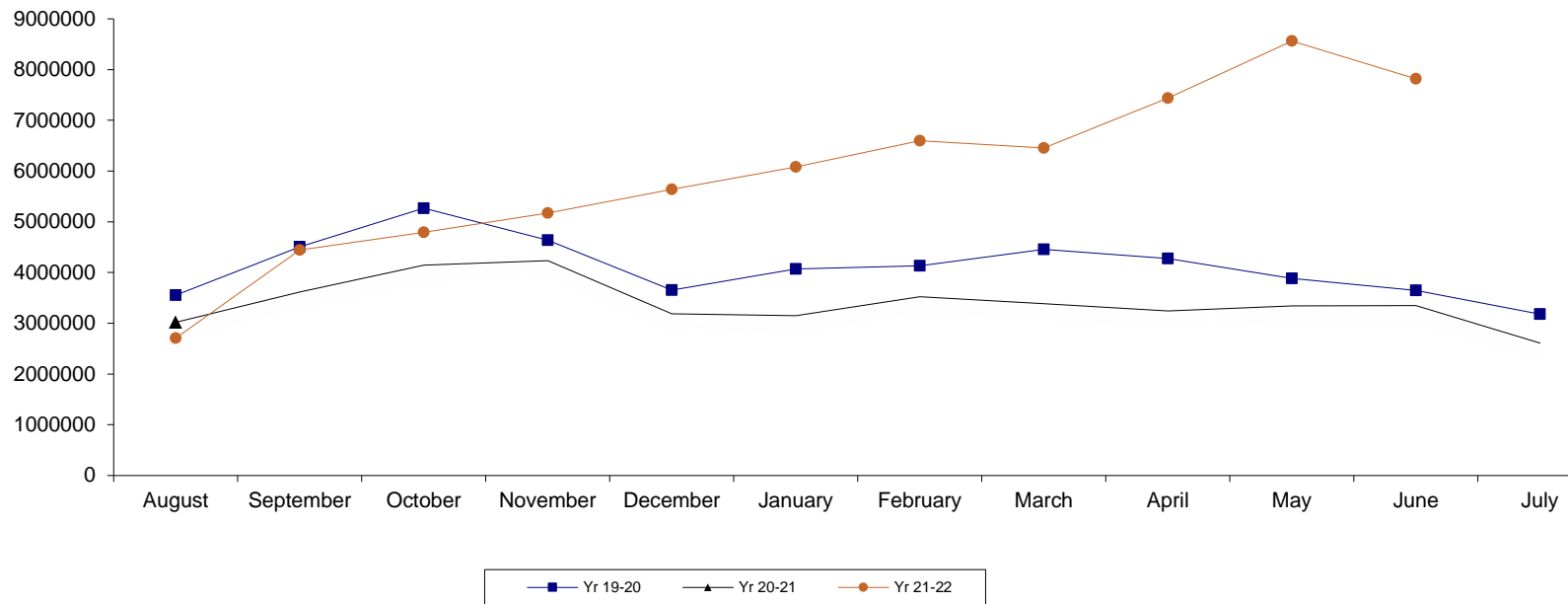
	Current Month June 2022	Prior Month May 2022
CASH AND CASH EQUIVALENTS	21,707	23,644
BOARD REQUIRED CASH RESERVE	<u>6,842</u>	<u>7,011</u>
RESERVE SURPLUS (DEFICIT)	<u><u>14,865</u></u>	<u><u>16,633</u></u>

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

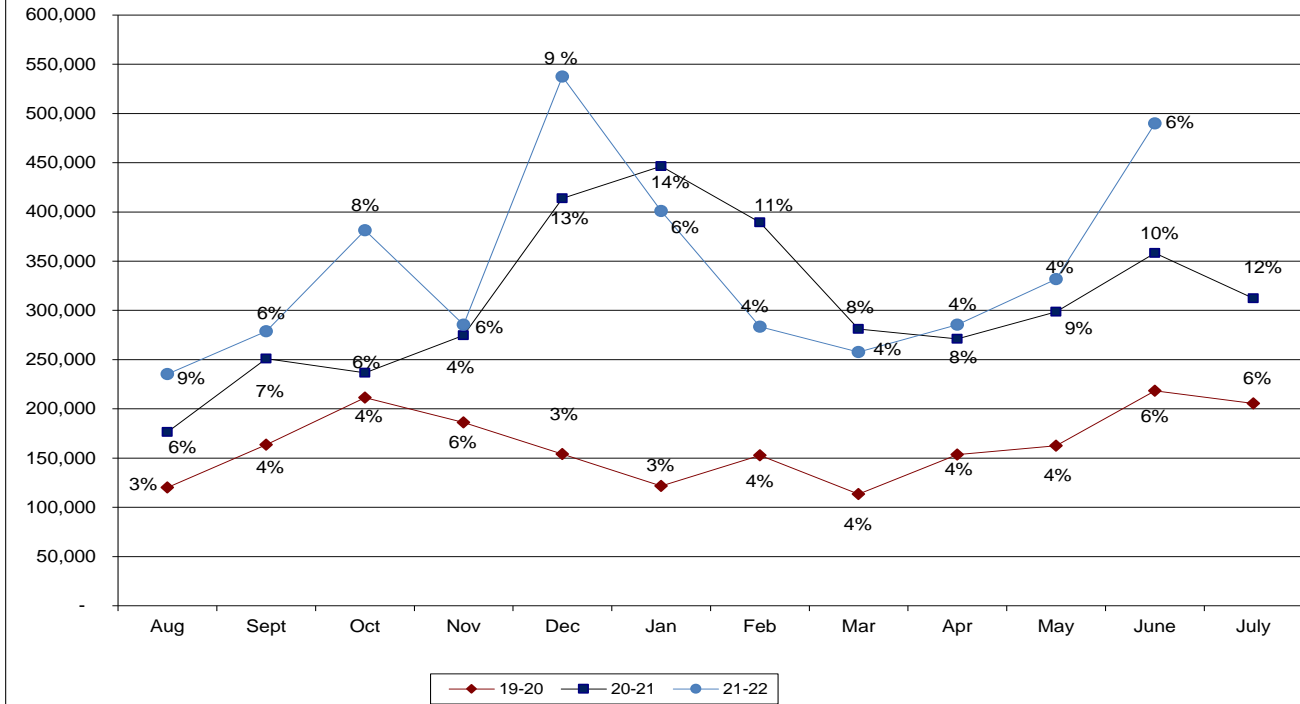
PROJECT NAME	BUDGET	PROJECTED						
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	Status
Store/Services								
2021-001 Store General Replacement	75.0	31.9	44.1	75.9	(0.9)		0.9	In Progress
2021-002 Printer/Equipment Replacement	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2021-003 B-Level Reconfiguration	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	5.6	2.9	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	24.1	7.1	31.2	3.8		31.2	In Progress
Total Store/Services	957.0	61.6	54.0	115.6	876.4	850.0	8.6	
Food Service								
2021-008 FS Miscellaneous and Unanticipated	50.0	11.1	13.1	24.2	25.8		(25.8)	In Progress
2021-009 Digital Menu Board Replacement	75.0	44.0	4.0	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	11.1	0.0	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	35.3	38.1	73.3	76.7		(76.7)	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	23.7	0.0	23.7	1.3		(1.3)	Completed
2021-045 100 Medical Plaza Café	0.0	18.9	29.6	48.5	176.5		48.5	In Progress
2021-050 Jamba Blendid Robot Kiosk	0.0	0.0	23.6	23.6	26.4		23.6	In Progress
Total Food Services	355.0	156.2	112.2	268.4	361.6	20.0	(66.6)	
Technology								
2021-018 Network Infrastructure Upgrade	20.0	5.6	9.9	15.6	4.4		(4.4)	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	44.0	0.0	44.0	556.0		(556.0)	In Progress
2021-021 Remote Office	70.0	33.0	6.2	39.2	30.8		(30.8)	In Progress
2021-022 Survey Kiosks	18.0	2.6	0.0	2.6	15.4		(15.4)	In Progress
2021-023 Remote Office (Marketing)	40.0	33.2	(0.0)	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	1.7	0.2	1.9	4.1		(4.1)	In Progress
2021-052 Transparent LED Screen	0.0	64.4	71.2	135.6	(135.6)		135.6	In Progress
Total Technology	779.0	186.5	88.0	274.5	504.5	15.0	(489.5)	
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	30.1	11.3	41.4	33.6		(33.6)	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	15.2	17.6	2.4		(2.4)	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	120.2	90.1	210.3	39.7		(39.7)	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	56.7	(0.0)	56.7	(6.7)		6.7	Completed - Awaiting Invoice
2021-044 Upgrade Virtual Server Environments	0.0	121.1	15.9	137.0	(7.0)		137.0	In Progress
2021-046 VFD replacements	0.0	21.4	5.9	27.3	0.0		27.3	In Progress
2021-048 A-Level Furniture	0.0	0.0	47.6	47.6	7.4		47.6	In Progress
2021-049 KH Coffee House Patio Furniture	0.0	100.4	0.0	100.4	44.6		100.4	Completed
2021-051 KH Solar Umbrellas	0.0	16.4	43.1	59.5	9.5		59.5	In Progress
2021-053 Outdoor Reflection Space Umbrellas	0.0	0.0	33.3	33.3	21.2		33.3	In Progress
2021-054 EDO Flooring	0.0	13.5	26.6	40.1	(7.1)		40.1	In Progress
Total Others	1,296.0	507.7	289.1	796.8	1,013.1	821.0	321.8	
Total Year Projects	3,437.0	912.1	543.2	1,455.3	2,805.6	1,756.0	(225.7)	

07/02/22	Jun	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$2,078,157	29%	\$124,295	57%	\$48,318	51%	\$80,422	28%	\$7,984	17%	\$38,156	65%	\$2,377,332	30%
ASUCLA PUBLICATIONS		\$83,740	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$83,740	1%
ASUCLA USA/GSA		\$145,248	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$145,248	2%
DUE FROM VENDORS		\$626,237	9%	\$13,561	6%	\$21,180	21%	\$197,684	69%	\$40,740	85%	\$27,159	46%	\$926,561	12%
DENTAL KITS		\$123,654	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$123,654	2%
OTHER		4,053,994	57%	\$81,750	37%	\$26,610	28%	\$8,480	3%	(\$599)	-1%	(\$6,212)	-11%	\$4,164,022	53%
TOTAL CURRENT MONTH		\$7,111,030	100%	\$219,606	100%	\$96,108	100%	\$286,585	100%	\$48,125	100%	\$59,103	100%	\$7,820,557	100%
		91%		3%		1%		4%		0%		1%		100%	
05/28/22	May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,578,252	22%	\$582,739	59%	\$69,306	56%	\$52,546	100%	\$48,589	49%	\$17,481	32%	\$2,348,913	27%
ASUCLA PUBLICATIONS		\$122,816	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$122,816	1%
ASUCLA USA/GSA		\$206,806	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$206,806	2%
DUE FROM VENDORS		\$665,759	9%	\$166,785	17%	\$42,474	33%	(\$8)	0%	\$55,460	57%	\$36,973	67%	\$967,443	11%
DENTAL KITS		\$326,074	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$326,074	4%
OTHER		\$4,343,005	59%	\$239,147	24%	\$14,467	11%	(\$57)	0%	(\$6,005)	-6%	\$401	1%	\$4,590,958	54%
TOTAL CURRENT MONTH		\$7,242,712	100%	\$988,671	100%	\$126,247	100%	\$52,481	100%	\$98,044	100%	\$54,854	100%	\$8,563,010	100%
		85%		11%		1%		1%		1%		1%		100%	
04/30/22	Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,853,227	27%	\$189,434	65%	\$68,485	104%	\$74,017	80%	(\$1,788)	-4%	\$45,516	58%	\$2,228,891	30%
ASUCLA PUBLICATIONS		\$273,204	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$273,204	4%
ASUCLA USA/GSA		\$286,658	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$286,658	4%
DUE FROM VENDORS		\$423,187	6%	\$62,819	21%	(\$9,173)	-15%	\$11,686	13%	\$49,470	104%	\$32,980	42%	\$570,969	8%
DENTAL KITS		\$120,336	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$120,336	2%
OTHER		\$3,904,132	57%	\$42,005	14%	\$7,471	11%	\$6,933	7%	\$108	0%	(\$297)	0%	\$3,960,352	53%
TOTAL CURRENT MONTH		\$6,860,744	100%	\$294,258	100%	\$66,783	100%	\$92,636	100%	\$47,790	100%	\$78,199	100%	\$7,440,410	100%
		92%		4%		1%		1%		1%		1%		100%	

Total Accounts Receivable Balances
12 Month History
Aug 21 to Jun 22



Percentages represent delinquency to outstandings



**UCLA STORE
INCOME STATEMENT**

JUN. 11(05/29/22-07/02/22)				FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH				YTD 11 MO(08/01/21-07/02/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2,224,949	1,687,454	537,495	ACADEMIC SUPPORT DIV	15,054,231	15,183,943	<129,712>	1,524,234	11,990,496
1,800,335	1,702,626	97,709	GENERAL MDSE DIVISION	14,026,331	13,294,878	731,453	1,169,682	3,389,473
109,028	54,621	54,407	HILLTOP SHOP	1,200,743	1,142,969	57,774	12,197	168,523
64,378	119,097	<54,719>	LU VALLE COMMONS STORE	1,250,361	1,560,711	<310,350>	42,980	428,350
91,609	128,000	<36,391>	E-COMMERCE DIVISION	1,227,042	1,551,000	<323,958>	144,435	2,396,302
826,737	789,000	37,737	HEALTH SCIENCES STORE	4,142,293	4,836,045	<693,752>	396,489	4,337,882
1,889	0	1,889	OPERATIONS DIVISION	3,885	0	3,885	0	0
5,118,924	4,480,798	638,126	TOTAL SALES	36,904,885	37,569,546	<664,661>	3,290,017	22,711,027
3,850,823	3,109,114	<741,709>	Less: Cost of Sales	25,702,615	25,858,294	155,679	2,325,797	17,491,995
			Less: Shrinkage					
4,543	5,850	1,307	ACADEMIC SUPPORT DIV	31,576	34,390	2,814	7,191	37,769
9,645	9,120	<525>	GENERAL MDSE DIVISION	77,534	73,030	<4,504>	4,242	84,755
1,276	320	<956>	HILLTOP SHOP	12,001	6,610	<5,391>	47	3,979
520	690	170	LU VALLE COMMONS STORE	7,666	8,640	974	233	<1,040>
1,572	2,770	1,198	HEALTH SCIENCES STORE	17,431	19,300	1,869	<14,424>	18,388
17,556	18,750	1,194	SHRINKAGE	146,208	141,970	<4,238>	<2,711>	143,853
3,868,379	3,127,864	<740,515>	TOTAL COST OF SALES	25,848,822	26,000,264	151,442	2,323,085	17,635,848
75.2	69.4	<5.8>	COST OF SALES %	69.7	68.8	<0.8>	70.7	77.0
1,250,545	1,352,934	<102,389>	GROSS MARGIN	11,056,063	11,569,282	<513,219>	966,932	5,075,179
24.8	30.6	<5.8>	GROSS MARGIN %	30.4	31.2	<0.8>	29.3	23.0
0.3	0.4	0.1	SHRINKAGE %	0.4	0.4	<0.0>	<0.1>	0.6
24.4	30.2	<5.8>	NET GROSS MARGIN %	30.0	30.8	<0.8>	29.4	22.4
11.1	12.0	<0.9>	ACADEMIC SUPPORT DIV	13.2	13.5	<0.3>	13.6	12.4
49.4	49.7	<0.3>	GENERAL MDSE DIVISION	49.8	49.6	0.2	51.2	46.8
39.1	41.3	<2.3>	HILLTOP SHOP	38.9	41.2	<2.4>	36.4	35.4
35.7	38.7	<3.1>	LU VALLE COMMONS STORE	31.7	34.8	<3.2>	11.0	10.8
48.2	52.2	<4.0>	E-COMMERCE DIVISION	49.8	51.2	<1.4>	49.2	50.0
0.2	21.3	<21.1>	HEALTH SCIENCES STORE	14.8	23.2	<8.3>	20.4	16.0
100.0	0.0	100.0	OPERATIONS DIVISION	100.2	0.0	100.2	0.0	0.0
105,521	97,087	8,434	OTHER INCOME	1,284,816	1,516,991	<232,175>	126,589	1,262,364
1,356,067	1,450,021	<93,954>	GROSS MARGIN/OTHER	12,340,879	13,086,273	<745,394>	1,093,521	6,337,542
			Less: Controllable Exp					
257,860	264,732	6,872	Career Wages	2,931,289	2,902,014	<29,275>	245,645	2,776,716
337	0	<337>	Limited Appointment	5,337	0	<5,337>	516	5,579
196,665	236,458	39,793	Student Wages	2,104,026	2,257,584	153,558	139,882	1,136,206
454,863	501,190	46,327	TOTAL WAGES	5,040,652	5,159,598	118,946	386,044	3,918,502
8.9	11.2	2.3	WAGE % TO SALES	13.7	13.7	0.1	11.7	17.3
119,485	129,038	9,553	Employee Benefits	1,411,340	1,407,825	<3,515>	122,457	1,344,284
15,825	5,558	<10,267>	Office Supplies	115,396	75,063	<40,333>	16,959	114,577
7,610	10,140	2,530	Telephone	87,980	108,224	20,244	8,864	85,886
10	14	4	Postage	225	154	<71>	47	45
104	0	<104>	Trav/Trips/Conference	8,203	20,020	11,817	98	646
299	300	1	Membership Fees	4,547	7,700	3,153	299	3,325
3,745	5,500	1,755	Operating Supplies	43,765	72,015	28,251	1,733	17,794
129,760	20,198	<109,562>	Freight Out	352,039	297,158	<54,881>	48,450	472,469
1,075	1,075	<0>	Transportation	9,177	10,125	948	1,000	8,981
0	0	0	Postage Stamp O/S	29	0	<29>	0	0
8,319	9,710	1,391	Advertising	180,867	211,600	30,733	11,906	132,190
<3,223>	<1,500>	1,723	Vendor Adv. Allowance	<46,685>	<68,394>	<21,709>	<1,202>	<33,121>
1	0	<1>	Direct Mail Adv.	203,653	221,500	17,847	6	226,047
3,442	1,715	<1,727>	Repairs & Maintenance	27,385	28,090	705	3,430	24,272
0	0	0	Repairs & Mtce-Equip	0	1,240	1,240	0	0
67,748	68,766	1,018	Bank Card Expense	664,246	634,145	<30,101>	38,293	339,035
1,647	0	<1,647>	Overs/Shorts	24,676	0	<24,676>	<0>	710
4,662	0	<4,662>	Credit Card Adjustments	23,048	0	<23,048>	191	4,480
8,341	20	<8,321>	Textbook Rental Exp	33,879	220	<33,659>	0	322
0	0	0	Rentals-Truck	1,417	2,000	583	134	2,007
50	0	<50>	Taxes & Licenses	1,750	300	<1,450>	55	651
18,183	9,970	<8,213>	Professional Services	114,496	116,170	1,674	25,289	166,353
8,182	2,000	<6,182>	Temp Agency Service	28,276	23,600	<4,676>	10,821	21,661
14,924	21,320	6,396	Inventory Count	14,924	21,320	6,396	22,256	22,698
0	400	400	Commission Expense	10,592	14,650	4,058	584	11,579
95	100	5	Concession Expense	60,391	58,100	<2,291>	158	789
1,234	0	<1,234>	COVID-19	15,575	0	<15,575>	9,386	88,666
0	3	3	Alloc of Distr Cntr	<3>	13	16	0	0
<44,311>	6,900	51,211	Payment to UCLA	124,535	143,520	18,985	982	20,997
367,205	291,227	<75,978>	TOTAL OTHER CONTROL.	3,515,723	3,406,358	<109,365>	322,195	3,077,343
822,068	792,417	<29,651>	TOTAL CONTROLLABLE EXP	8,556,375	8,565,956	9,581	708,239	6,995,845
			GROSS CONTRIBUTION TO SVCS AND ENTERPRISES					
533,999	657,604	<123,606>		3,784,505	4,520,317	<735,812>	385,282	<658,303>
			Less: Allocated Exp					
49,027	42,184	<6,843>	Allocated Exp. -HR	491,652	461,396	<30,256>	42,768	446,296
193,248	172,988	<20,260>	Allocated Exp. Fin	1,797,747	1,697,941	<99,806>	195,029	1,979,801
115,644	103,069	<12,575>	Allocated Exp. -IS	1,119,113	1,062,187	<56,926>	125,178	1,297,359
48,801	55,191	6,390	Allocated Exp. Mktg	556,415	558,140	1,725	66,217	632,101
187,706	111,090	<76,616>	Allocated Exp Othr SA	1,223,465	1,140,994	<82,471>	146,469	1,439,337
99,200	88,466	<10,734>	Maintenance	1,081,649	1,035,027	<46,622>	98,823	970,070
22,250	21,753	<497>	Utilities	189,633	224,066	34,433	11,270	125,270
48,832	58,633	9,801	Depreciation	559,919	644,971	85,052	52,358	582,153
764,708	653,374	<111,334>	TOTAL ALLOCATED EXP	7,019,593	6,824,722	<194,871>	738,111	7,472,386
<230,710>	4,230	<234,940>	NET INCOME (LOSS)	<3,235,088>	<2,304,405>	<930,683>	<352,829>	<8,130,689>

**UCLA RESTAURANTS
INCOME STATEMENT**

JUN. 11(05/29/22-07/02/22)				FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH				YTD 11 MO(08/01/21-07/02/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
159,642	238,896	<79,254>	CENTRAL DIVISION	1,915,592	2,331,125	<415,533>	0	83
63,960	295,740	<231,780>	NORTH CAMPUS DIVISION	1,141,000	2,967,477	<1,826,477>	0	0
130,849	301,364	<170,515>	SOUTH DIVISION	1,651,110	3,010,700	<1,359,590>	73,329	392,993
122,373	284,929	<162,556>	LU VALLE DIVISION	1,557,157	2,909,507	<1,352,350>	0	0
68,246	156,659	<88,413>	COOPERAGE DIVISION	822,293	1,544,707	<722,414>	21,219	83,038
186,157	237,983	<51,826>	SPECIAL EVENTS DIVISION	1,880,757	2,285,543	<404,786>	23,065	120,323
731,227	1,515,571	<784,344>	TOTAL SALES	8,967,908	15,049,059	<6,081,151>	117,613	596,437
286,716	554,738	268,022	Less: Cost of Sales	3,334,557	5,466,075	2,131,518	66,921	264,802
39.2	36.6	<2.6>	COST OF SALES %	37.2	36.3	<0.9>	56.9	44.4
444,511	960,833	<516,322>	GROSS MARGIN	5,633,351	9,582,984	<3,949,633>	50,692	331,635
60.8	63.4	<2.6>	GROSS MARGIN %	62.8	63.7	<0.9>	43.1	55.6
61.9	66.5	<4.6>	CENTRAL DIVISION	63.6	66.7	<3.1>	0.0	<3,402.0>
50.9	61.7	<10.7>	NORTH CAMPUS DIVISION	57.1	61.4	<4.3>	0.0	0.0
73.3	62.7	10.6	SOUTH DIVISION	70.7	62.8	7.9	66.6	65.5
44.2	63.5	<19.3>	LU VALLE DIVISION	57.9	63.1	<5.2>	0.0	0.0
70.0	61.3	8.8	COOPERAGE DIVISION	64.7	61.1	3.7	46.2	38.6
64.3	64.8	<0.5>	SPECIAL EVENTS DIVISION	63.9	67.4	<3.5>	<17.0>	35.5
220,942	425,440	<204,498>	OTHER INCOME	2,203,955	4,049,996	<1,846,041>	61,396	427,567
665,452	1,386,273	<720,821>	GROSS MARGIN/OTHER	7,837,306	13,632,980	<5,795,674>	112,088	759,202
			Less: Controllable Exp					
362,817	369,862	7,045	Career Wages	3,731,665	3,718,010	<13,655>	335,709	3,201,413
0	0	0	Limited Appointment	0	0	0	0	147
194,223	385,385	191,162	Student Wages	2,449,209	3,606,287	1,157,078	26,047	208,826
<38,996>	<43,429>	<4,433>	Labor Recharge	<398,514>	<431,719>	<33,205>	<2,226>	<10,417>
518,044	711,818	193,774	TOTAL WAGES	5,782,361	6,892,578	1,110,217	359,529	3,399,969
70.9	47.0	<23.9>	WAGE % TO SALES	64.5	45.8	<18.7>	305.7	570.1
172,923	190,662	17,739	Employee Benefits	1,931,280	1,905,142	<26,138>	189,645	1,803,848
2,368	1,870	<498>	Office Supplies	21,288	13,865	<7,423>	1,742	7,260
2,972	3,519	547	Telephone	30,771	38,219	7,448	2,517	29,315
0	0	0	Postage	0	0	0	0	0
0	0	0	Trav/Trips/Conference	315	0	<315>	0	0
0	500	500	Training Programs	6,886	10,500	3,614	231	495
31,755	75,330	43,575	Paper	489,663	732,925	243,262	11,284	57,410
4.3	5.0	0.6	Paper % To Sales	5.5	4.9	<0.6>	9.6	9.6
5,967	8,806	2,839	Cleaning Supplies	57,650	87,536	29,886	2,610	17,077
0	0	0	Freight Out	0	0	0	0	0
<6,333>	<8,500>	<2,167>	Purchasing Rebates	<85,817>	<90,500>	<4,683>	<6,549>	<73,673>
5,569	3,685	<1,884>	Replacements	70,449	41,175	<29,274>	2,196	19,332
5,776	8,230	2,454	Laundry	45,849	62,911	17,062	2,263	13,750
1,028	3,010	1,982	Uniforms	35,354	32,055	<3,299>	829	2,341
1,341	2,550	1,209	Advertising	27,364	35,505	8,141	2,092	9,766
0	0	0	Vendor Adv. Allowance	0	0	0	0	0
0	500	500	Menu Development	0	5,000	5,000	0	0
0	1	1	Dorm Coupons Expense	0	12	12	0	0
9,737	6,620	<3,117>	Repairs & Maintenance	111,744	64,970	<46,774>	5,122	41,653
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
18,819	46,888	28,069	Bank Card Expense	258,776	498,736	239,960	5,362	40,257
0	0	0	Bruin One Card Exp	0	0	0	0	0
1,144	2,646	1,502	Sales Tax Expense	15,274	26,589	11,315	206	977
525	1,143	618	Overs/Shorts	8,592	11,380	2,788	82	253
0	0	0	Credit Card Adjustments	26	0	<26>	69	69
0	0	0	Insurance Expense	0	0	0	0	0
0	0	0	Rentals	36,790	0	<36,790>	0	0
0	0	0	Rentals-Truck	3,888	0	<3,888>	550	550
238	410	172	Taxes & Licenses	3,667	6,010	2,343	238	2,842
0	0	0	Professional Services	955	0	<955>	0	10,640
20,764	0	<20,764>	Temp Agency Service	154,502	1,000	<153,502>	4,413	4,413
13,611	52,723	39,113	Commission Expense	151,315	661,731	510,416	3,100	13,471
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>	944	8,131
0	0	0	UCLA Recharge Expense	0	0	0	0	0
288,203	400,593	112,390	TOTAL OTHER CONTROL	3,391,985	4,144,761	752,776	228,947	2,010,178
806,247	1,112,411	306,164	TOTAL CONTROLLABLE EXP	9,174,346	11,037,339	1,862,993	588,476	5,410,147
<140,794>	273,862	<414,656>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	<1,337,040>	2,595,641	<3,932,681>	<476,388>	<4,650,945>
			Less: Allocated Exp					
55,837	59,913	4,076	Allocated Exp. -HR	558,101	607,855	49,754	39,830	388,583
35,220	73,345	38,125	Allocated Exp. Fin	527,159	811,328	284,169	10,218	91,148
21,076	43,701	22,625	Allocated Exp. -IS	325,787	508,861	183,074	6,559	59,654
8,894	23,401	14,507	Allocated Exp. Mktg	160,737	265,257	104,520	3,469	29,053
34,210	47,102	12,892	Allocated Exp Othr SA	350,705	538,475	187,770	7,674	65,047
86,177	76,853	<9,324>	Maintenance	939,646	899,160	<40,486>	87,019	854,199
19,329	18,896	<433>	Utilities	164,737	194,637	29,900	9,923	110,307
48,382	57,888	9,506	Depreciation	537,977	636,768	98,791	49,851	579,949
309,125	401,099	91,974	TOTAL ALLOCATED EXP	3,564,849	4,462,341	897,492	214,544	2,177,940
<449,920>	<127,237>	<322,683>	NET REVENUE	<4,901,889>	<1,866,700>	<3,035,189>	<690,932>	<6,828,885>
0	0	0	Allocated-Svs and Ent	0	0	0	0	0
0	0	0	TOTAL OTHER	0	0	0	0	0
<449,920>	<127,237>	<322,683>	NET INCOME (LOSS)	<4,901,889>	<1,866,700>	<3,035,189>	<690,932>	<6,828,885>
134,100	325,275	<191,175>	TOTAL CUSTOMER COUNT	1,690,299	3,322,914	<1,632,615>	21,576	109,823
56,490	93,437	<36,947>	3RD PARTY CUST COUNT	604,096	948,615	<344,519>	7,589	35,886
77,610	231,837	<154,227>	ASUCLA CUSTOMER COUNT	1,086,203	2,374,298	<1,288,095>	13,987	73,937
8.88	6.91	1.97	TOTAL AVERAGE CHECK	8.40	6.92	1.49	7.62	7.11
11.38	10.41	0.97	3RD PARTY AVG CHECK	10.65	10.02	0.63	9.20	8.48
7.06	5.50	1.56	ASUCLA AVERAGE CHECK	7.15	5.68	1.48	6.76	6.44
19,933	31,528	11,595	EMPLOYEE HOURS	230,459	297,337	66,878	9,800	83,085
36.68	48.07	<11.39>	SALES/LABOR HOUR	38.93	50.61	<11.68>	12.01	7.18

**LICENSING & SERVICES
INCOME STATEMENT**

JUN. 11(05/29/22-07/02/22)			FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH			YTD 11 MO(08/01/21-07/02/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
17,525	16,833	692	100,681	189,213	<88,532>	25,873	55,345
7,000	8,334	<1,334>	16,225	91,666	<75,441>	863	37,795
24,525	25,167	<642>	116,906	280,879	<163,973>	26,735	93,140
62	304	243	141	3,397	3,256	0	890
24,464	24,863	<400>	116,764	277,482	<160,718>	26,735	92,250
99.8	98.8	1.0	99.9	98.8	1.1	100.0	99.0
100.0	98.2	1.8	99.9	98.2	1.7	100.0	99.6
99.1	100.0	<0.9>	99.6	100.0	<0.4>	100.0	98.2
242,660	136,617	106,043	4,055,139	2,833,065	1,222,074	182,439	2,052,484
122,385	131,392	<9,007>	1,304,320	1,381,507	<77,187>	110,106	1,216,235
18,409	18,409	0	202,500	202,499	1	18,011	198,124
10,000	0	10,000	73,640	0	73,640	0	0
393,454	286,418	107,036	5,635,599	4,417,071	1,218,528	310,556	3,466,843
417,918	311,281	106,637	5,752,363	4,694,553	1,057,810	337,291	3,559,092
46,186	46,382	196	486,499	491,362	4,863	46,238	520,566
0	600	600	0	5,250	5,250	0	0
0	500	500	<0>	5,125	5,125	0	0
46,186	47,482	1,296	486,499	501,737	15,238	46,238	520,566
188.3	188.7	0.4	416.2	178.6	<237.5>	173.0	558.9
24,091	22,202	<1,889>	236,022	234,132	<1,890>	23,339	256,037
<982>	145	1,127	958	1,595	637	68	588
463	570	107	5,098	6,020	922	465	4,981
0	85	85	28	1,030	1,002	0	30
1,494	1,750	256	12,205	17,750	5,545	1,480	12,696
0	0	0	2,400	2,500	100	0	2,400
17	50	33	781	1,020	239	0	821
1,333	3,667	2,334	25,132	40,333	15,201	1,333	15,567
0	30,026	30,026	87,880	330,286	242,406	0	0
5,179	2,212	<2,967>	32,161	24,288	<7,873>	0	50,420
0	0	0	0	600	600	0	0
0	0	0	22,590	0	<22,590>	0	0
3,200	4,825	1,625	49,353	53,075	3,722	3,200	40,200
58	1,250	1,192	5,308	13,750	8,442	0	21,500
0	4,166	4,166	57,770	45,826	<11,944>	981	43,045
0	0	0	527,311	345,965	<181,346>	3,288	223,805
23,399	12,828	<10,571>	223,379	189,138	<34,241>	16,345	130,283
88,059	28,229	<59,830>	796,971	533,528	<263,443>	65,198	456,248
146,310	112,005	<34,305>	2,085,348	1,840,836	<244,512>	115,696	1,258,620
192,496	159,487	<33,009>	2,571,848	2,342,573	<229,275>	161,934	1,779,186
225,422	151,794	73,628	3,180,515	2,351,980	828,535	175,357	1,779,906
4,978	3,996	<982>	47,546	44,975	<2,571>	5,122	59,475
14,743	11,434	<3,309>	285,357	205,234	<80,123>	18,617	320,763
9,252	7,015	<2,237>	184,365	133,378	<50,987>	12,358	217,745
3,904	3,756	<148>	97,315	69,173	<28,142>	6,537	104,341
15,017	7,561	<7,456>	192,321	141,176	<51,145>	14,460	237,794
44,343	39,559	<4,784>	483,504	462,834	<20,670>	44,576	437,562
9,946	9,725	<221>	84,767	100,175	15,408	5,083	56,504
1,447	2,531	1,084	22,188	27,841	5,653	2,536	28,362
103,631	85,577	<18,054>	1,397,363	1,184,786	<212,577>	109,288	1,462,547
121,791	66,217	55,574	1,783,153	1,167,194	615,959	66,069	317,359

**UCLA STUDENT UNION
INCOME STATEMENT**

JUN. 11(05/29/22-07/02/22)			FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH			YTD 11 MO(08/01/21-07/02/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
205,585	89,104	116,481	572,656	461,279	111,377	38,420	250,868
13,548	38,859	<25,311>	114,995	254,227	<139,232>	11,299	18,886
219,133	127,963	91,170	687,651	715,506	<27,855>	49,720	269,754
13,278	38,004	24,726	110,807	248,632	137,825	11,604	17,770
77,265	18,435	<58,830>	173,969	98,250	<75,719>	14,134	46,749
90,543	56,439	<34,104>	284,775	346,882	62,107	25,738	64,519
41.3	44.1	2.8	41.4	48.5	7.1	51.8	23.9
128,591	71,524	57,067	402,875	368,624	34,251	23,982	205,235
58.7	55.9	2.8	58.6	51.5	7.1	48.2	76.1
62.4	79.3	<16.9>	69.6	78.7	<9.1>	63.2	81.4
2.0	2.2	<0.2>	3.6	2.2	1.4	<2.7>	5.9
54,242	0	54,242	656,872	405,000	251,872	0	125,000
17,500	17,000	500	78,750	153,000	<74,250>	0	0
660	450	210	9,525	7,875	1,650	1,250	7,125
14,026	44,281	<30,255>	220,179	233,640	<13,461>	758	1,672
2,531	7,091	<4,560>	23,542	46,528	<22,986>	2,003	3,194
88,959	68,822	20,137	988,869	846,043	142,826	4,011	136,991
217,550	140,346	77,204	1,391,744	1,214,667	177,077	27,993	342,226
33,603	40,315	6,712	310,362	436,193	125,832	30,904	383,212
18,778	27,067	8,289	214,830	230,790	15,960	5,841	98,271
52,381	67,382	15,001	525,191	666,983	141,792	36,745	481,484
23.9	52.7	28.8	76.4	93.2	16.9	73.9	178.5
8.0	16.5	8.5	24.7	33.5	8.8	18.3	47.7
17,730	19,803	2,073	156,125	211,410	55,286	10,039	176,709
762	888	126	7,776	12,891	5,115	486	6,160
2,083	2,824	741	23,714	31,067	7,353	2,024	23,408
913	2,000	1,087	3,837	7,575	3,738	0	3,523
0	3,986	3,986	552	11,958	11,406	0	0
1,819	0	<1,819>	4,218	6,556	2,338	0	2,067
0	0	0	4,342	6,800	2,458	96	944
14,348	14,868	520	90,580	52,250	<38,330>	3,235	18,046
141	30,554	30,413	151,708	170,316	18,608	355	<907>
0	0	0	300	300	0	0	0
0	0	0	1,637	1,700	63	0	0
2,913	200	<2,713>	6,758	5,604	<1,154>	0	2,162
187	180	<7>	1,881	1,980	99	160	1,721
<1,491>	2,413	3,904	25,173	36,470	11,297	1,974	20,475
398	1,096	698	4,351	7,165	2,814	145	1,635
116	50	<66>	<163>	550	713	0	0
0	0	0	3,060	2,887	<173>	0	0
218	0	<218>	34,273	1,250	<33,023>	17	2,414
7,709	7,709	0	84,799	84,799	0	6,083	88,917
14,985	8,477	<6,508>	81,852	88,194	6,342	2,515	6,934
62,829	95,048	32,219	686,773	741,722	54,949	27,130	354,208
115,210	162,430	47,220	1,211,964	1,408,705	196,741	63,874	835,691
102,340	<22,084>	124,424	179,780	<194,038>	373,818	<35,881>	<493,465>
5,646	5,671	25	50,835	59,237	8,402	4,071	54,985
10,867	7,221	<3,646>	74,206	63,429	<10,777>	2,966	39,104
6,820	4,431	<2,389>	47,819	40,930	<6,889>	1,969	26,476
2,878	2,372	<506>	24,142	21,312	<2,830>	1,041	12,449
11,069	4,775	<6,294>	56,205	43,480	<12,725>	2,303	29,479
54,158	48,297	<5,861>	590,526	565,063	<25,463>	54,057	530,634
12,148	11,875	<273>	103,530	122,319	18,789	6,164	68,523
20,358	24,653	4,295	233,954	271,175	37,221	21,425	245,896
123,943	109,295	<14,648>	1,181,217	1,186,945	5,728	93,996	1,007,545
<21,603>	<131,379>	109,776	<1,001,437>	<1,380,983>	379,546	<129,878>	<1,501,010>

**ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT**

JUN. 11(05/29/22-07/02/22)				FISCAL YEAR 21-22			FISCAL YEAR 20-21	
CURRENT MONTH				YTD 11 MO(08/01/21-07/02/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
343,410	364,045	20,635	Career Wages	3,950,993	4,003,939	52,946	364,363	3,900,728
8,580	815	<7,765>	Limited Appointment	52,235	12,570	<39,665>	0	4,418
22,325	36,206	13,881	Student Wages	265,725	352,794	87,069	8,607	111,091
374,315	401,066	26,751	TOTAL WAGES	4,268,953	4,369,303	100,350	372,970	4,016,237
5.4	5.7	0.3	WAGE % TO TOTAL SALES	7.5	6.8	<0.7>	9.4	13.9
0	0	0	Emp Awards, Profess.	25,723	18,135	<7,588>	500	21,202
2,307	356	<1,951>	Emp Awards, Students	14,293	10,464	<3,829>	0	4,703
160,746	175,228	14,482	Employee Benefits	1,894,728	1,939,902	45,174	186,842	1,962,986
14,990	14,487	<503>	Office Supplies	68,733	84,003	15,270	8,488	39,469
5,445	7,569	2,124	Telephone	62,215	82,286	20,071	6,146	62,277
308	701	393	Postage	4,573	7,226	2,653	556	4,679
1,764	5,700	3,936	Trav/Trips/Conference	3,930	54,844	50,914	0	2,251
123	200	77	Expense Allowance	814	2,200	1,386	56	536
1,775	10,500	8,725	Employee Relations	51,021	29,500	<21,521>	2,485	10,246
4,243	5,000	757	Training Programs	24,893	55,000	30,108	6,000	9,245
0	750	750	Fingerprinting	3,774	7,500	3,726	0	0
18,414	320	<18,094>	Recruitment	26,293	6,700	<19,593>	159	4,616
229	309	80	Membership Fees	229	535	306	0	219
55	20	<35>	Periodical Subscription	2,379	366	<2,013>	0	299
880	1,214	334	Operating Supplies	10,851	10,699	<152>	356	4,090
0	0	0	Training Courses	82	0	<82>	0	0
0	0	0	Freight Out	4	0	<4>	0	0
586	275	<311>	Uniforms	3,513	3,025	<488>	849	3,745
<269>	<200>	69	Security Expense	1,631	<1,800>	<3,431>	955	704
655	100	<555>	Security Equipment	3,371	1,100	<2,271>	0	3,349
2,218	2,500	282	Alarm Monitoring	25,692	27,500	1,808	4,125	27,802
3,005	740	<2,265>	Advertising	33,279	29,712	<3,567>	1,006	12,265
0	103	103	Benefits U Adv	7,846	8,912	1,066	8,000	9,894
8,997	9,933	936	Repairs & Maintenance	82,651	104,690	22,039	6,525	74,397
1,512	1,526	14	Repair-Mtce Computer	10,337	16,468	6,131	860	10,431
14,536	17,296	2,760	Repairs & Mtce-Equip	130,957	170,161	39,204	14,441	158,211
0	185	185	Printing	0	1,850	1,850	0	0
2,500	2,500	0	Bruin One Card Exp	27,953	27,953	0	500	5,500
<0>	41	41	Overs/Shorts	35	451	416	0	6
29,189	37,835	8,646	Insurance Expense	364,309	416,185	51,876	34,395	378,345
80,580	20,903	<59,677>	Professional Services	223,356	192,846	<30,510>	9,539	169,682
1,227	1,224	<3>	Legal	13,493	13,464	<29>	1,188	13,072
9,700	9,700	1	External Audit	132,945	132,944	<1>	9,417	121,083
1,418	1,000	<418>	Temp Agency Service	15,961	10,000	<5,961>	0	1
8,630	8,609	<21>	Internal Audit	94,933	94,699	<234>	8,358	91,933
3,580	3,580	0	Tax Consulting	19,076	19,076	0	3,476	18,520
0	744	744	PROFESSIONAL FEES PCI	10,071	33,159	23,088	0	10,139
36,388	32,083	<4,305>	SAAS	373,684	351,767	<21,917>	28,474	291,464
33,673	15,450	<18,223>	Board of Directors	156,111	133,608	<22,503>	13,354	129,170
0	500	500	Special Projects	2,676	5,500	2,824	0	1,000
3,300	2,401	<899>	Misc. Bank Charges	34,578	30,656	<3,922>	2,703	27,750
4,576	4,100	<476>	Armored Carrier Expense	37,257	36,500	<757>	177	2,046
16,666	17,167	501	UC PATH CHARGES	183,326	188,833	5,507	8,333	91,663
0	948	948	COVID-19	2,839	10,411	7,572	40	8,444
4,712	4,712	0	Student Med Supp Fund	50,627	51,626	999	4,575	44,056
8,158	8,158	0	UCLA Recharge Expense	89,738	89,738	0	8,158	89,738
1,093	500	<593>	Special Events	8,727	25,500	16,773	309	6,408
487,908	426,967	<60,941>	TOTAL OTHER CONTROL.	4,335,506	4,535,894	200,388	381,343	3,927,637
862,223	828,033	<34,190>	TOTAL CONTROLLABLE EXP	8,604,458	8,905,197	300,739	754,313	7,943,873
			Less: Allocated Exp					
23,664	21,027	<2,637>	Maintenance	258,030	246,065	<11,965>	23,640	232,055
5,308	5,188	<120>	Utilities	45,237	53,441	8,204	2,696	29,966
28,599	20,090	<8,509>	Depreciation	219,727	220,996	1,269	18,022	259,290
57,571	46,305	<11,266>	TOTAL ALLOCATED EXP	522,994	520,502	<2,492>	44,357	521,311
919,794	874,338	<45,456>	NET EXPENSE	9,127,452	9,425,699	298,247	798,671	8,465,185
<834,838>	<790,216>	44,622	Allocated-Svs and Ent	<8,170,992>	<8,474,758>	<303,766>	<712,853>	<7,530,990>
<42,724>	<42,724>	0	Allocated-USAC	<482,377>	<482,377>	0	<43,444>	<473,727>
<3,795>	<3,795>	0	Allocated-GSA	<47,645>	<47,645>	0	<3,543>	<42,562>
<38,437>	<37,603>	834	Allocated-Comm Board	<426,438>	<420,919>	5,519	<38,830>	<417,905>
<919,794>	<874,338>	45,456	TOTAL OTHER	<9,127,452>	<9,425,699>	<298,247>	<798,671>	<8,465,184>
0	0	0	TOTAL EXPENSE	0	0	<0>	0	0

FACILITIES
EXPENSE STATEMENT

JUN. 11(05/29/22-07/02/22)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
143,892	146,722	2,830	Career Wages
6,824	15,086	8,262	Limited Appointment
561	1,324	763	Student Wages
0	<650>	<650>	Labor Recharge
<12,442>	<13,407>	<965>	Billed Labor Costs
<3,565>	<5,000>	<1,435>	Capitalized Wages
135,270	144,075	8,805	TOTAL WAGES
81,848	85,378	3,530	Employee Benefits
722	100	<622>	Office Supplies
1,041	1,040	<1>	Telephone
0	0	0	Trav/Trips/Conference
0	200	200	Training Programs
8,152	4,500	<3,652>	Paper
3.7	3.5	<0.2>	Paper % To Sales
6,092	5,250	<842>	Cleaning Supplies
1,227	1,625	398	Replacements
466	440	<26>	Laundry
19,230	27,500	8,270	Repairs & Maintenance
<6,322>	4,650	10,972	Repairs & Mtce-Elevator
219	0	<219>	Repairs & Mtce-Equip
246	600	354	Painting Program
9,460	500	<8,960>	Incidental Proj Exp
22,409	4,750	<17,659>	Air Conditioning-Maint
13,285	11,015	<2,270>	Rub Remvl/Hauling
7,825	3,780	<4,045>	Rodent & Pest Control
2,195	900	<1,295>	Rentals-Truck
36	1,600	1,564	COVID-19
0	<31,279>	<31,279>	UCLA Cost Sharing
168,132	122,549	<45,583>	TOTAL OTHER CONTROL.
303,402	266,624	<36,778>	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
26,412	27,842	1,430	Depreciation
26,412	27,842	1,430	TOTAL ALLOCATED EXP
329,814	294,466	<35,348>	NET EXPENSE
<283,877>	<253,175>	30,702	Allocated-Svs and Ent
<8,761>	<8,761>	0	Allocated-USAC
<3,410>	<3,410>	0	Allocated-GSA
<10,101>	<8,093>	2,008	Allocated-Comm Board
<23,664>	<21,027>	2,637	Allocated-A & SS
<329,814>	<294,466>	35,348	TOTAL OTHER
0	0	<0>	TOTAL EXPENSE

FISCAL YEAR 21-22			FISCAL YEAR 20-21	
YTD 11 MO(08/01/21-07/02/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,672,839	1,735,580	62,741	150,280	1,483,994
36,952	159,738	122,786	3,682	51,616
6,882	15,888	9,006	1,761	18,218
<13,969>	<7,270>	6,699	<4,461>	<6,231>
<105,735>	<147,477>	<41,742>	<7,958>	<105,669>
<30,008>	<55,000>	<24,992>	0	<7,265>
1,566,961	1,701,459	134,498	143,303	1,434,662
955,907	1,011,978	56,071	93,659	875,550
2,779	2,900	121	176	1,624
10,591	11,440	849	822	9,392
0	3,000	3,000	0	200
12,000	2,200	<9,800>	8,000	8,000
58,328	49,500	<8,828>	1,271	16,171
8.5	6.9	<1.6>	2.6	6.0
39,239	57,750	18,512	1,744	18,312
21,330	17,875	<3,455>	275	13,728
5,268	6,666	1,398	398	4,931
368,469	310,600	<57,869>	36,185	262,316
50,199	54,150	3,951	10,299	55,592
1,664	1,050	<614>	0	3,275
1,969	16,600	14,631	<971>	3,231
10,956	5,500	<5,456>	<406>	22,207
56,501	54,625	<1,876>	2,191	37,855
98,289	122,085	23,796	4,388	35,435
39,808	41,580	1,772	3,161	45,081
18,668	9,900	<8,768>	0	8,078
2,150	17,600	15,450	407	131,686
0	<367,337>	<367,337>	0	0
1,754,114	1,429,662	<324,452>	161,597	1,552,666
3,321,075	3,131,121	<189,954>	304,900	2,987,328
276,332	306,271	29,939	25,712	272,789
276,332	306,271	29,939	25,712	272,789
3,597,407	3,437,392	<160,015>	330,612	3,260,117
<3,095,323>	<2,962,045>	133,278	<284,475>	<2,792,464>
<96,395>	<96,395>	0	<8,946>	<98,430>
<37,519>	<37,519>	0	<3,497>	<38,475>
<110,139>	<95,329>	14,810	<10,054>	<98,694>
<258,030>	<246,104>	11,926	<23,640>	<232,055>
<3,597,407>	<3,437,392>	160,015	<330,612>	<3,260,118>
0	0	<0>	<0>	<0>

UTILITIES
EXPENSE STATEMENT

JUN. 11(05/29/22-07/02/22)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
18,213	14,618	<3,595>	Chiller Water
40,591	47,177	6,586	Elec-Non Air Cond.
7,693	8,066	373	Water-Non Air Cond.
6,308	8,639	2,331	Steam-Non Air Cond.
1,342	2,564	1,222	Gas
0	0	0	Energy Management
0	<8,512>	<8,512>	UCLA Cost Sharing
74,147	72,552	<1,595>	TOTAL OTHER CONTROL.
74,147	72,552	<1,595>	TOTAL CONTROLLABLE EXP
<63,673>	<62,249>	1,424	Allocated-Svs and Ent
<2,088>	<2,088>	0	Allocated-USAC
<812>	<812>	0	Allocated-GSA
<2,266>	<2,215>	51	Allocated-Comm Board
<5,308>	<5,188>	120	Allocated-A & SS
<74,147>	<72,552>	1,595	TOTAL OTHER
0	0	<0>	TOTAL EXPENSE

FISCAL YEAR 21-22			FISCAL YEAR 20-21	
YTD 11 MO(08/01/21-07/02/22)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
98,532	136,097	37,565	9,550	73,986
411,833	515,632	103,799	23,048	294,768
63,098	96,896	33,798	884	19,676
46,183	67,957	21,774	5,963	48,479
19,475	31,867	12,392	258	4,042
0	<10,000>	<10,000>	0	0
0	<89,085>	<89,085>	0	0
639,121	749,364	110,243	39,703	440,951
639,121	749,364	110,243	39,703	440,951
<542,666>	<641,197>	<98,531>	<32,441>	<360,604>
<22,968>	<22,968>	0	<2,459>	<27,057>
<8,940>	<8,940>	0	<961>	<10,579>
<19,309>	<22,818>	<3,509>	<1,147>	<12,745>
<45,237>	<53,441>	<8,204>	<2,696>	<29,966>
<639,121>	<749,364>	<110,243>	<39,703>	<440,951>
0	0	0	0	<0>