ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

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

Prepared

July 22, 2022

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

		JL	JNE (05/29/	22 - 07/02/22	2)	FY 20-21]			F	ISCAL YEA	R 2021-202	2			FY 20-21		
				T MONTH	-/			*	*	1					08/01/21 - 07				*	*
ACTU	JAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT	1	ACT	UAL	BUD	GET		VARI	ANCE		LAST YEAR ACT	
				ACT/	BUD	ACT/L	Y ACT								ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
5,224		4,578		646	14.1%	1,807	52.9%	3,417		UCLA Store	38,190		39,087		(897)	(2.3%)	14,217	59.3%	23,973	
952		1,941		(989)	(51.0%)	773	431.8%	179		UCLA Restaurants	11,172		19,099		(7,927)	(41.5%)	10,148	991.0%	1,024	
418		312		106	34.0%	81	24.0%	337		Licensing & Services	5,753		4,698		1,055	22.5%	2,193	61.6%	3,560	
308		197 7,028		111	56.3%	254 2,915	470.4%	54 3,987		UCLA Student Union TOTAL	1,677		1,562		115 (7,654)	7.4% (11.9%)	1,270 27,828	312.0%	407	
6,902		7,028		(126)	(1.8%)	2,915	73.1%	3,987		1	56,792		64,446		(7,654)	(11.9%)	21,828	96.1%	28,964	
1,356	26.0%	1,450	31.7%	(94)	Pts. (5.7)	262	Pts. (6.0)	1,094	32.0%	GROSS MARGIN UCLA Store	12,341	32.3%	13,086	33.5%	(745)	Pts. (1.2)	6,003	Pts. 5.9	6,338	26.4%
665	69.9%	1,430	71.4%	(721)	(1.5)	553	7.3	1,094	62.6%	UCLA Store UCLA Restaurants	7,837	70.1%	13,633	71.4%	(5,796)	(1.2)	7.078	(4.0)	759	74.1%
418	100.0%	311	99.7%	107	0.3	81	0.0	337	100.0%	Licensing & Services	5,752	100.0%	4,695	99.9%	1,057	0.1	2,193	0.0	3,559	100.0%
218	70.8%	140	71.1%	78	(0.3)	190	18.9	28	51.9%	UCLA Student Union	1,392	83.0%	1,215	77.8%	177	5.2	1,050	(1.0)	342	84.0%
2,657	38.5%	3,287	46.8%	(630)	(8.3)	1,086	(0.9)	1,571	39.4%	TOTAL	27,322	48.1%	32,629	50.6%	(5,307)	(2.5)	16,324	10.1	10,998	38.0%
										WAGES & BENEFITS										
574	11.0%	630	13.8%	56	2.8	(65)	3.9	509	14.9%	UCLA Store	6,452	16.9%	6,567	16.8%	115	(0.1)	(1,189)	5.1	5,263	22.0%
691	72.6%	902	46.5%	211	(26.1)	(142)	234.1	549	306.7%	UCLA Restaurants	7,714	69.0%	8,798	46.1%	1,084	(22.9)	(2,510)	439.2	5,204	508.2%
70	16.7%	70	22.4%	0	5.7	0	4.1	70	20.8%	Licensing & Services	723	12.6%	736	15.7%	13	3.1	54	9.2	777	21.8%
70	22.7%	87	44.2%	17	21.5	(23)	64.3	47	87.0%	UCLA Student Union	681	40.6%	878	56.2%	197	15.6	(23)	121.1	658	161.7%
1,405	20.4%	1,689	24.0%	284	3.6	(230)	9.1	1,175	29.5%	TOTAL	15,570	27.4%	16,979	26.3%	1,409	(1.1)	(3,668)	13.7	11,902	41.1%
										OTHER CONTROLLABLES										
248	4.7%	162	3.5%	(86)	(1.2)	(48)	1.2	200		UCLA Store	2,104	5.5%	1,999	5.1%	(105)	(0.4)	(371)	1.7	1,733	7.2%
115	12.1%	210	10.8%	95	(1.3)	(76) (30)	9.7	39 92	21.8%	UCLA Restaurants	1,461	13.1%	2,240	11.7%	779	(1.4)	(1,255)	7.0	206 1.003	20.1%
122 45	29.2% 14.6%	90 75	28.8% 38.1%	(32) 30	(0.4) 23.5	(30)	(1.9) 16.9	92 17	27.3% 31.5%	Licensing & Services UCLA Student Union	1,849 531	32.1% 31.7%	1,607 530	34.2% 33.9%	(242)	2.1 2.2	(846) (354)	(3.9) 11.8	1,003	28.2% 43.5%
530	7.7%	537	7.6%	7	(0.1)	(182)	1.0	348			5,945	10.5%	6,376	9.9%	431	(0.6)	(2,826)	0.3	3,119	10.8%
	111 70		11070		(0)	(.02)		0.0	0.1.70		0,0.0	10.070	0,0.0	0.070		(0.0)	(2,020)	0.0	0,110	10.070
534	10.2%	658	14.4%	(404)	(4.2)	149	(1.1)	385	11.3%	CONTRIBUTION UCLA Store	3.785	9.9%	4,520	11.6%	(735)	(1.7)	4.443	12.6	(658)	(2.7%)
(141)	(14.8%)	274	14.4%	(124) (415)	(28.9)	335	251.1	(476)		UCLA Store UCLA Restaurants	(1,337)	(12.0%)	2,596	13.6%	(3,933)	(25.6)	3,314	442.2	(4,651)	(454.2%)
225	53.8%	152	48.7%	73	5.1	50	1.9	175	51.9%	Licensing & Services	3,181	55.3%	2,352	50.1%	829	5.2	1,401	5.3	1,780	50.0%
102	33.1%	(22)	(11.2%)	124	44.3	138	99.8	(36)	(66.7%)	UCLA Student Union	180	10.7%	(194)	(12.4%)	374	23.1	673	131.8	(493)	(121.1%)
720	10.4%	1,062	15.1%	(342)	(4.7)	672	9.2	48	1.2%	TOTAL	5,809	10.2%	9,274	14.4%	(3,465)	(4.2)	9,831	24.1	(4,022)	(13.9%)
										ALLOCATED EXPENSES										
777	11.3%	744	10.6%	(33)	(0.7)	(109)	5.5	668	16.8%	Admin&Support Services	7.648	13.5%	7,954	12.3%	306	(1.2)	(638)	10.7	7,010	24.2%
281	4.1%	246	3.5%	(35)	(0.6)	1	3.0	282	7.1%	Facilities	3,077	5.4%	2,902	4.5%	(175)	(0.9)	(325)	4.1	2,752	9.5%
69	1.0%	67	1.0%	(2)	0.0	(34)	(0.1)	35	0.9%	Utilities	588	1.0%	695	1.1%	107	0.1	(197)	0.3	391	1.3%
174	2.5%	192	2.7%	18	0.2	(4)	1.8	170	4.3%	Depreciation	1,850	3.3%	2,108	3.3%	258	0.0	118	3.5	1,968	6.8%
1,301	18.8%	1,249	17.8%	(52)	(1.0)	(146)	10.2	1,155	29.0%	TOTAL	13,163	23.2%	13,659	21.2%	496	(2.0)	(1,042)	18.6	12,121	41.8%
										NET INCOME (LOSS)										
(581)	(8.4%)	(187)	(2.7%)	(394)	(5.7)	526	19.4	(1,107)	(27.8%)	FROM OPERATIONS	(7,354)	(12.9%)	(4,385)	(6.8%)	(2,969)	(6.1)	8,789	42.8	(16,143)	(55.7%)
1 1										OTHER INC/(EXP)			_							
1,279	18.5%	7	0.1%	1,272	18.4	1,275	18.4	4	0.1%	Non-Recurrent Inc/(Exp)	2,268	4.0%	77	0.1%	2,191	3.9	(2,521)	(12.5)	4,789	16.5%
18 (18)	0.3% (0.3%)	9 (18)	0.1% (0.3%)	9	0.2 0.0	10 4	0.1 0.3	8 (22)	0.2% (0.6%)	Interest Income Interest (Expense)	96 (198)	0.2% (0.3%)	151 (198)	0.2% (0.3%)	(55) 0	0.0	(37) 42	(0.3) 0.5	133 (240)	0.5% (0.8%)
(18)	0.0%	(18)	0.0%	0	0.0	0	0.3	(22)	0.0%	Income Taxes	(198)	0.0%	(198)	0.0%	0	0.0	42 0	0.0	(240)	0.0%
283	4.1%	258	3.7%	25	0.0	53	(1.7)	230	5.8%	Student Union Fee Income	2,908	5.1%	2,833	4.4%	75	0.0	225	(4.2)	2,683	9.3%
1,562	22.6%	256	3.6%	1,306	19.0	1,342	17.1	220	5.5%		5,074	8.9%	2,863	4.4%	2,211	4.5	(2,291)	(16.5)	7,365	25.4%
981	14.2%	69	1.0%	912	13.2	1,868	36.4	(887)	(22.2%)	NET INCOME (LOSS)	(2,280)	(4.0%)	(1,522)	(2.4%)	(758)	(1.6)	6,498	26.3	(8,778)	(30.3%)
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ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - JUNE 2022 (\$000's) DIVISIONS FULLY ALLOCATED

ACTUAL BUDGET ACTUBLY SAFEWAY ACTUAL BUDGET ACTUBLY SAFEWAY S. S			JI.	INF (05/29/	22 - 07/02/22	2)			FY 2	0-21	FISCAL YEAR 2021-2022				FY 20	D-21					
ACTUAL BUDGET VARIANCE LAST YEAR ACT						-,			**	*										**	, _ 1
S	ACT	UAL	BUD			VARIA	ANCE		LAST YE	AR ACT		ACTI	UAL					ANCE		LAST YE	AR ACT
Section Sect					ACT/	BUD	ACT/L	Y ACT								ACT/	BUD	ACT/L	Y ACT		-
5.24	\$	%	\$	%					\$	%		\$	%	\$	%					\$	%
Sez											GROSS INCOME										
148 912 106 94.0% 81 24.0% 337 Desming & Services 5.753 4.688 1.055 22.5% 2.193 61.6% 3.596 407	5,224		4,578		646	14.1%	1,807	52.9%	3,417		UCLA Store	38,190		39,087		(897)	(2.3%)	14,217	59.3%	23,973	
197	952		1,941		(989)	(51.0%)	773	431.8%	179		UCLA Restaurants	11,172		19,099		(7,927)	(41.5%)	10,148	991.0%	1,024	
Total Control Contro	418		312		106	34.0%		24.0%	337		Licensing & Services	5,753		4,698		1,055	22.5%	2,193	61.6%	3,560	
1,356 26 0% 1,450 31,7% (94) (72) (15) 525 (6.70 1,044 32,0% 3	308		197		111	56.3%	254	470.4%	54		UCLA Student Union			1,562		115	7.4%	1,270	312.0%	407	
1,366 26.0% 1,460 31.7% (94) (5.7) 222 (6.0) 1,094 22.0% U.C.A. Store 12,341 32.3% 13,086 33.5% (745) (1.2) 6,003 5.9 6.38 6.86 6.96	6,902		7,028		(126)	(1.8%)	2,915	73.1%	3,987		TOTAL	56,792		64,446		(7,654)	(11.9%)	27,828	96.1%	28,964	
Be5 68.9% 1.386 71.4% (721) (1.5) 553 7.3 112 82.2% LCA Restaurants 7.837 70.1% 13.633 71.4% (67.76) (1.3) 7.078 (4.0) 7.99 218 70.9% 17.9% 10.0% 218 70.9% 11.00 11.00 21.0						Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
418 10.00 171 171 178 10.00 18.0	1,356	26.0%	1,450	31.7%	(94)	(5.7)	262	(6.0)	1,094	32.0%	UCLA Store	12,341	32.3%	13,086	33.5%	(745)	(1.2)	6,003	5.9	6,338	26.4%
218 70.8% 140 71.1% 78 0.03 190 18.9 28 51.3% UCLA Student Union 1.392 83.0% 1.215 77.8% 177 5.2 1.050 (1.0) 3.42 2.557 38.5% 3.267 46.8% (630) (6.3) 1.08 (0.9) 1.571 39.4% TOTAL CONTROLLABLES 7.00 1.00 1.00 1.00 1.00 1.00 1.00 1.00	665		1,386	71.4%	(721)	(1.5)		7.3		62.6%	UCLA Restaurants	7,837	70.1%	13,633	71.4%	(5,796)		7,078			74.1%
2,857 38.5% 3.287 46.8% (630) (8.3) 1,988 (9.9) 1,571 39.4% TOTAL TOTA	_		-																		100.0%
822 15.7% 792 17.3% (30) 1.6 (114) 5.0 708 20.7% (UCLA Store 8.556 22.4% 8.566 21.6% 10 (0.5) (1.560) 6.8 6.986 806 84.7% 1.112 57.3% 306 (27.4) (218) 243.8 588 328.9% (UCLA Restaurants 9.574 82.1% 11.037 57.8% 1.863 (24.3) (3.764) 446.2 5.410 115 57.5% 106 82.2% 44.9 (0.5) 61.2 162 46.1% (UCLA Restaurants 9.574 82.1% 11.037 57.8% 1.863 (24.3) (3.764) 446.2 5.410 115 57.5% 106 82.2% 44.9 (0.5) 61.2 162 46.1% (UCLA Restaurants 10.5) 10.2 1.52 1.52 1.52 1.52 1.52 1.52 1.52 1.						, ,					4								` '		84.0%
822 15.7% 792 17.3% 630 1.6 (114) 5.0 708 20.7% ULA Store 8.556 22.4% 8.568 22.4% 8.568 22.4% (8.568 21.9% 10 (0.5) (1.500) 6.8 6.908 12.4 (1.500) 1.5	2,657	38.5%	3,287	46.8%	(630)	(8.3)	1,086	(0.9)	1,571	39.4%	TOTAL	27,322	48.1%	32,629	50.6%	(5,307)	(2.5)	16,324	10.1	10,998	38.0%
866 84.7% 1,112 57.3% 366 (27.4) (218) 243.8 588 328.5% [ULA Restaurants 9,174 82.1% 11,037 57.8% 1,863 (24.3) (3.764) 446.2 5,410 115 37.3% 162 82.2% 47 44.9 (51) 81.2 64 118.5% [ULA Street Line) 1,212 72.3% 1,409 90.2% 197 179 (376) 133.1 886 17.79 1,193 52.00% 2,225 90.0% 2,225 90.3 7.7 (413) 10.2 1,522 38.2% [ULA Street Line) 1,212 72.3% 1,409 90.2% 197 179 (376) 133.1 886 1.2 1.2 1.2 1.2 1.2 1.2 1.2 1.2 1.2 1.2																					
152 45.9% 159 51.0% (33) 5.1 (30) 2.2 162 48.1% Linening a Services 25.72 44.7% 2.343 48.9% (229) 5.2 (739) 5.3 1.779 11.935 28.0% 2.225 31.7% 290 3.7 (413) 10.2 1.522 38.2% TOTAL 21.514 37.9% 23.355 36.2% 1.841 (1.7) (6.493) 14.0 15.021 1.935 28.0% 2.225 31.7% 290 3.7 (413) 10.2 1.522 38.2% TOTAL 21.514 37.9% 23.355 36.2% 1.841 (1.7) (6.493) 14.0 15.021 1.522 1.426 1.45% (1.448%) 274 14.15% (145) (28.9) 335 251.1 (476) (26.959) (10.14 Store 3.785 9.9% 4.520 11.6% (735) (1.7) 4.443 12.6 (658) (1.448%) 1.225 38.8% 152 44.22 (4.651) (6.879) (1.17) (1.148%) (1.17) (1.148%) (1.17) (1.148%) (1.17) (1.148%) (1.17) (1.148%) (1.17) (1.148%) (1.17) (1.148%) (1.17) (1.148%) (1.17) (1.148%) (1.17) (1.148%) (1.17) (1.148%) (-			_								-,						- ,	29.2%
115 37.3% 162 82.2% 47 44.9 (51) 81.2 64 118.5% TOTAL 1.935 1.935 28.9% 2.225 31.7% 290 3.7 (413) 10.2 1.522 38.2% TOTAL CONTRIBUTION 1.948			,			` ,						- /				,		,	-	- /	528.3%
1,935 28.0% 2,225 31.7% 290 3.7 (413) 10.2 1,522 38.2% TOTAL 21.514 37.9% 23.355 36.2% 1,841 (1.7) (6.493) 14.0 15.021	-					-						, -									50.0%
Solution																		_ ,			205.4%
10.2% 668	1,935	28.0%	2,225	31.7%	290	3.7	(413)	10.2	1,522	38.2%	TOTAL	21,514	37.9%	23,355	36.2%	1,841	(1.7)	(6,493)	14.0	15,021	51.9%
(141) (143%) 274 14.1% (415) (28.9) 335 251.1 (476) (285.9%) UCLA Restaurants (1,337) (12.0%) 2.596 13.6% (3.933) (25.6) 3.314 442.2 (4,651) (2.75)																					
122 13.8 152 14.8 173 124 14.3 138 1	534				` ,	, ,		, ,								, ,					(2.7%)
102 33.1% (22) (11.2%) 124 44.3 138 99.8 (36) (66.7%) UCLA Student Union 180 10.7% (194) (12.4%) 374 23.1 673 131.8 (493) (70 10.4%) (10.4%)								_		,											(454.2%)
Total Tota	_					-			-		9									,	50.0%
ALLOCATED EXPENSES 7,64			. ,	. ,						/	4			. ,	. ,					` '	(121.1%)
764 14.6% 653 14.3% (111) (0.3) (27) 7.0 737 21.6% UCLA Store 7.020 18.4% 6,825 17.5% (195) (0.9) 452 12.8 7.472 309 32.5% 401 20.7% 92 (11.8) (94) 87.6 215 120.1% UCLA Restaurants 3.565 31.9% 4.462 23.4% 897 (8.5) (1.387) 180.8 2,178 124 40.3% 109 55.3% (15) 15.0 (30) 133.8 94 174.1% UCLA Student Union 1,181 70.4% 1,187 76.0% 6 5.6 (173) 177.3 1,008 11.301 18.8% 1,249 17.8% (52) (1.0) (146) 10.2 1,155 29.0% TOTAL 13,163 23.2% 13,659 21.2% 496 (2.0) (1,042) 18.6 12,121 1.301 (4.50) (6.5%) (127) (1.8%) (323) (4.7) 241 10.8 (691) (7.7%) UCLA Student Union 1,181 70.4% (1.867) (2.9%) (3.035) (5.7) 1,927 15.0 (6.829) 1.22 1.8% 66 0.9% 56 0.9 56 0.1 66 1.7% Ucla Restaurants (4.902) (8.6%) (1.867) (2.9%) (3.035) (5.7) 1,927 15.0 (6.829) 1.22 1.8% 66 0.9% 56 0.9 56 0.1 66 1.7% Ucla Restaurants (4.902) (8.6%) (1.867) (2.9%) (3.035) (5.7) 1,927 15.0 (6.829) 1.22 1.8% 66 0.9% 56 0.9 56 0.1 66 1.7% Ucla Restaurants (4.902) (8.6%) (1.867) (2.9%) (3.035) (5.7) 1,927 15.0 (6.829) 1.22 1.8% 66 0.9% 56 0.9 56 0.1 66 1.7% Ucla Restaurants (4.902) (8.6%) (1.867) (2.9%) (3.035) (5.7) 1,927 15.0 (6.829) 1.22 1.8% 66 0.9% 56 0.9 56 0.1 66 1.7% Ucla Restaurants (4.902) (8.6%) (1.867) (2.9%) (3.035) (5.7) 1,927 15.0 (6.829) 1.22 1.8% 66 0.9% 56 0.9 56 0.1 66 1.7% Ucla Restaurants (4.902) (8.6%) (1.867) (2.9%) (3.035) (5.7) 1,927 15.0 (6.829) 1.22 1.8% 66 0.9% 56 0.9 56 0.1 66 1.7% Ucla Restaurants (4.902) (8.6%) (1.867) (2.9%) (3.035) (5.7) 1,927 15.0 (6.829) 1.22 1.8% 66 0.9% 56 0.9 56 0.1 66 1.7% Ucla Restaurants (4.902) (8.6%) (1.867) (2.9%) (3.035) (5.7) 1,927 15.0 (6.829) 1.22 1.8% 66 0.9% 56 0.9 56 0.1 66 1.7% Ucla Restaurants (4.902) (8.6%) (1.867) (2.9%) (3.035) (5.7) 1,927 15.0 (6.829) 1.22 1.22 1.22 1.22 1.22 1.22 1.22 1.2	720	10.4%	1,062	15.1%	(342)	(4.7)	6/2	9.2	48	1.2%	TOTAL	5,809	10.2%	9,274	14.4%	(3,465)	(4.2)	9,831	24.1	(4,022)	(13.9%)
309 32.5% 401 20.7% 92 (11.8) (94) 87.6 215 120.1% UCLA Restaurants 1,3565 31.9% 4.62 23.4% 89.7 (8.5) (1,387) 180.8 2.178 124 40.3% 109 55.3% (15) 15.0 (30) 133.8 94 174.1% UCLA Student Union 1,181 70.4% 1,187 76.0% 6 5.6 (173) 177.3 1,008 11,301 18.8% 1,249 17.8% (52) (1.0) (146) 10.2 1,155 29.0% TOTAL 13,163 23.2% 13,659 21.2% 496 (2.0) (1,042) 18.6 12,121 1.3163 23.2% 13,659 21.2% 496 (2.0) (1,042) 13,659 21.2% 496																					
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(231) (3.3%) 5 0.1% (236) (3.4) 121 5.5 (352) (8.8%) UCLA Store (3.234) (5.7%) (2.304) (3.6%) (930) (2.1) 4,896 22.4 (8,130) (450) (6.5%) (127) (1.8%) (323) (4.7) 241 10.8 (691) (17.3%) UCLA Restaurants (4,902) (8.6%) (1,867) (2.9%) (3,035) (5.7) 1,927 15.0 (6,829) 122 1.8% 66 0.9% 56 0.9 56 0.1 66 1.7% Licensing & Services 1,783 3.1% 1,167 1.8% 616 1.3 1,466 2.0 317 (22) (0.3%) (131) (1.9%) 109 1.6 108 3.0 (130) (3.3%) UCLA Student Union (581) (8.4%) (187) (2.7%) (394) (5.7) 526 19.4 (1,107) (27.8%) TOTAL (7,354) (12.9%) (4,385) (6.8%) (2,969) (6.1) 8,789 42.8 (16,143) 133 (18) (0.3%) 9 0.1% 9 0.2 10 0.1 8 0.2% Interest Income 96 0.2% 151 0.2% (555) 0.0 (37) (0.3) 133 (18) (0.3%) (18) (0.3%) (18) (0.3%) 0 0.0 4 0.3 (22) (0.6%) Interest (Expense) (198) (0.3%) (198) (0.3%) 0 0.0 42 0.5 (240) 0 0.0% 0 0.0% 0 0.0% 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0																					
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1,562 22.6% 256 3.6% 1,306 19.0 1,342 17.1 220 5.5% TOTAL 5,074 8.9% 2,863 4.4% 2,211 4.5 (2,291) (16.5) 7,365	` '	, ,		, ,	0	0.0		0.0		, ,	` ' '		` '	` ,	, ,						0.0%
	283	4.1%	258	3.7%	25	0.4	53	(1.7)	230	5.8%	Student Union Fee Income	2,908	5.1%	2,833	4.4%	75	0.7	225	(4.2)	2,683	9.3%
	1,562	22.6%	256	3.6%	1,306	19.0	1,342	17.1	220	5.5%	TOTAL	5,074	8.9%	2,863	4.4%	2,211	4.5	(2,291)	(16.5)	7,365	25.4%
981 14.2% 69 1.0% 912 13.2 1,868 36.4 (887) (22.2%) NET INCOME (LOSS) (2,280) (4.0%) (1,522) (2.4%) (758) (1.6) 6,498 26.3 (8,778)	981	14.2%	69	1.0%	912	13.2	1,868	36.4	(887)	(22.2%)	NET INCOME (LOSS)	(2,280)	(4.0%)	(1,522)	(2.4%)	(758)	(1.6)	6,498	26.3	(8,778)	(30.3%)

ASUCLA P/L Reconciliation Jun-22

Financial Analysis	\$00)0's
	Jun	1-22
Budgeted Net Income/(Loss)	1	69
`	1	
UCLA Store	1	
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	(113)	(12
UCLA Restaurants	+	(12
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)	
•	(48)	
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	(77)	
Scrub Jay Café below plan: location not open yet	(97)	
Luvalle 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	(44)	
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 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)	
	(37)	
Catering below plan: budget written for full volume year and while there has been a significant increase in events, prior restrictions are sill having an effect on campus catering	194	-
Total Wages below plan (mostly student)		-
Other, positive controllables (\$112K) offset by various negative gross margin variances	(8)	
Total Contribution	+	(41
Licensing & Services	+	-
Gross Margin:	110	
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	+	7
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	+	12
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	<u> </u>
Total	+	1,25
Actual Net Income/(Loss)		98

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

Financial Analysis	\$(000's
Budgeted Net Income/(Loss)		(1,522
	<u> </u>	
UCLA Store		ļ
Gross Margin:	<u> </u>	<u> </u>
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	<u> </u>
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 Essentials below plan: mostly reduced foot traffic	(74)	
E-Commerce below plan: nostdy reduced root drain: 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.		
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	s (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 contollables (\$109K) and various negative gross margin variances	(388)	
Total Contribution	<u> </u>	(73
UCLA Restaurants	<u> </u>	
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 Café 451 below plan: library administration has not allowed for location to re-open for service until March 28	(778)	
Jimmy's below plan: not any administration may not anowed for location to re-open for service until March 26	(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		
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	<u> </u>	(3,93
Licensing & Services		ļ
Gross Margin:	<u> </u>	
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	<u> </u>
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 UCLA Student Union	<u> </u>	82
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		37
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	<u> </u>
Non-Recurrent income higher than plan mostly due to HEERFII funding of \$540K and reduction of prior accrued liabilities and various other	2,191	<u> </u>
Other	20	<u> </u>
Total	<u> </u>	2,70
Actual Net Income/(Loss)	<u>L</u>	(2,28

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

	Current Month	Prior Month
ASSETS	June 2022	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 1,040	464
Current portion of long term debt Total current liabilities	47,885	1,040 52,400
Total current liabilities	47,000	32,400
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)

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	981	(2,280)	(8,778)
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:			
Depreciation	174	1,850	1,968
(Increase)/decrease in current assets:			
Accounts receivable	747	(5,140)	(176)
Student fees receivable	0	0	(164)
Inventories	840	(287)	2,549
Prepaid expenses and other current assets	2	(340)	(199)
Increase/(decrease) in current liabilities:			
Accounts payable	(994)	(28)	704
Sales tax payable & other liabilities	(71)	27	901
Wages and payroll taxes payable	(2,527)	1,212	16,715
Interest payable	18	(28)	(31)
Deferred Income	(924)	213	1,352
Funds held for others	(16)	78	103
Net cash provided/(used) by operating activities	(1,770)	(4,723)	14,944
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(167)	(1,097)	(288)
Net cash used in investing activities	(167)	(1,097)	(288)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	(992)	(948)
Refundable Advance	0	0	(4,685)
Net cash provided/(used) by financing activities	0	(992)	(5,633)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(1,937)	(6,812)	9,022
CASH AND CASH EQUIVALENTS, Beginning	23,644	28,519	18,663
CASH AND CASH EQUIVALENTS, Ending	21,707	21,707	27,685

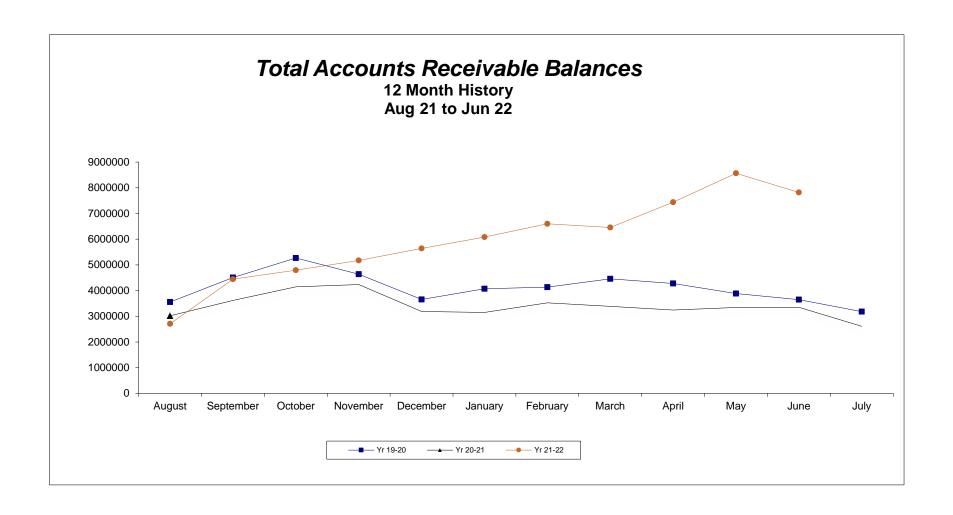
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION June 2022 (\$000's)

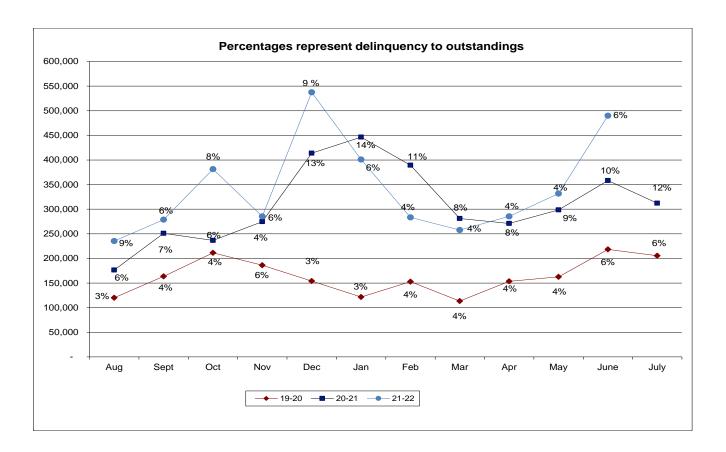
	Current Month June 2022	Prior Month May 2022
CASH AND CASH EQUIVALENTS	21,707	23,644
BOARD REQUIRED CASH RESERVE	6,842	7,011
RESERVE SURPLUS (DEFICIT)	14,865	16,633

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

			FY 20	21-2022 June	e 2022	DDO IECTED			
PROJECT	NAME	BUDGET				PROJECTED Remaining		Over	
a. /a			Pavments	PO's	Total	Balance	Pendina	(Under)	Status
Store/Serv		75.0	04.0	44.4	75.0	(0.0)		0.0	I. D
2021-001	Store General Replacement	75.0	31.9	44.1	75.9	(0.9)	75.0	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
	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	0.0 957.0	24.1 61.6	7.1 54.0	31.2 115.6	3.8 876.4	850.0	31.2	In Progress
Food Serv		937.0	01.0	34.0	113.0	0/0.4	630.0	8.6	
2021-008	FS Miscellaneous and Unanticipated	50.0	11.1	13.1	24.2	25.8		(25.8)	In Progress
2021-000	Digital Menu Board Replacement	75.0	44.0	4.0	48.0	27.0		(27.0)	In Progress
2021-003	Patio Awning Replacement	10.0	12.1	0.0	12.1	(2.1)		2.1	Completed
2021-010	Kettle Replacement	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2021-011	Replacement Kitchen Cooking Equipment	15.0	11.1	0.0	11.1	3.9	13.0	(3.9)	In Progress
2021-012	Panini Press Replacement	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
2021-013	Merchandizing Display	5.0	0.0	0.0	0.0	5.0	5.0	(5.0)	Canceled
2021-014	Production Equipment for New Menus	150.0	35.3	38.1	73.3	76.7		(5.0)	
2021-015	Register Replacement	5.0	0.0	3.9	3.9	1.1		(1.1)	In Progress In Progress
2021-016	Electric Cart	5.0 25.0	23.7	0.0	3.9 23.7	1.3		(1.1)	Completed
									•
2021-045 2021-050	100 Medical Plaza Café Jamba Blendid Robot Kiosk	0.0 0.0	18.9 0.0	29.6 23.6	48.5 23.6	176.5 26.4		48.5 23.6	In Progress In Progress
Total Food		355.0	156.2	23.6 112.2	23.0 268.4	26.4 361.6	20.0	23.0 (66.6)	in Progress
Technolog		000.0	100.2	I I AXA	200.7	001.0	20.0	100.07	
	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
	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	0.0	(7.6)	In Progress
2021-026	Video Equipment	6.0	1.7	0.2	1.9	4.1		(4.1)	In Progress
	Transparent LED Screen	0.0	64.4	71.2	135.6	(135.6)		135.6	In Progress
Total Tech		779.0	186.5	88.0	274.5	504.5	15.0	(489.5)	
	Missellensons and Upanticipated	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Danding
	Miscellaneous and Unanticipated	50.0 50.0	0.0	0.0	0.0	50.0	50.0 50.0	0.0	Pending
Others	lema ks & Licensing	30.0	0.0	0.0		30.0	30.0		
	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
2021-030	LuValle Kitchen Make-up Air	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
	Taco Bell Heat Exhaust System	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
	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
2021-037	Stateroom Refurbishment	108.0	0.0	0.0	0.0	108.0	108.0	0.0	Pending
2021-030	SUO General AV Upgrades	60.0	0.0	0.0	0.0	60.0	60.0	0.0	Pending
2021-039	New Event Layout Software	23.0	0.0	0.0	0.0	23.0	23.0	0.0	Pending
	New Virtual Event Platform	40.0	0.0	0.0	0.0	40.0	20.0	(40.0)	Canceled
	Finance Misc. Replacements	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
	Replace Cameras	50.0	56.7	(0.0)	56.7	(6.7)	13.0	6.7	Completed - Awaiting Invoice
2021-043	Upgrade Virtual Server Environments	0.0	121.1	15.9	137.0	(7.0)		137.0	In Progress
	VFD replacements	0.0	21.4	5.9	27.3	0.0		27.3	· ·
									In Progress
	A-Level Furniture	0.0	0.0	47.6	47.6	7.4		47.6	In Progress
	KH Coffee House Patio Furniture	0.0	100.4	0.0	100.4	44.6		100.4	Completed
	KH Solar Umbrellas	0.0	16.4	43.1	59.5	9.5		59.5	In Progress
	Outdoor Reflection Space Umbrellas	0.0	0.0	33.3	33.3	21.2		33.3	In Progress
	EDO Flooring	0.0	13.5 507.7	26.6 289.1	40.1	(7.1) 1.013.1	I 004 N I	40.1	In Progress
Total Othe Total Year		1.296.0	912.1	543.2	796.8	2.805.6	821.0 1.756.0	321.8 (225.7)	
ı otal Year	FIURUS	3.437.0	912.1	343.2	1.455.3	2.805.6	1.756.0	1225./1	

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 MO	NTH	\$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 MO	ONTH	\$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%	ļ
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 MO	ONTH	\$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%	





			7					
	11(05/29/22-07/0 CURRENT MONTI		ł		ISCAL YEAR 21-2 MO(08/01/21-07		FISCAL YI	EAR 20-21 R ACTUAL
ACTUAL	BUDGET	VARIANCE	†	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2 224 242	1 (07 454	F07.40F	ACADEMIO CURRORT DIV	45.054.004	45 400 040	100 710	1 504 004	11 000 10/
2,224,949 1,800,335	1,687,454 1,702,626	537,495 97,709	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	15,054,231 14,026,331	15,183,943 13,294,878	<129,712> 731,453	1,524,234 1,169,682	11,990,496 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>		1,250,361	1,560,711	<310,350>	42,980	428,350
91,609 826,737	128,000 789,000	<36,391> 37,737	E-COMMERCE DIVISION HEALTH SCIENCES STORE	1,227,042 4,142,293	1,551,000 4,836,045	<323,958> <693,752>	144,435 396,489	2,396,302 4,337,882
1,889	787,000	1,889	OPERATIONS DIVISION	3,885	4,030,043	3,885	0	4,337,662
5,118,924	4,480,798	638,126	TOTAL SALES	36,904,885	37,569,546	<664,661>	3,290,017	22,711,027
		7.4.700		05 700 /45	05 050 004	455 (70		47 404 005
3,850,823	3,109,114	41,/09	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 <525>	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	31,576	34,390	2,814	7,191 4,242	37,769
9,645 1,276	9,120 320	<956>		77,534 12,001	73,030 6,610	<4,504> <5,391>	4,242	84,755 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 3,868,379	18,750 3,127,864	1,194 <740,515>	SHRINKAGE TOTAL COST OF SALES	146,208 25,848,822	141,970 26,000,264	<4,238> 151,442	<2,711> 2,323,085	143,853 17,635,848
3,000,379	3,127,004	<740,515>	TOTAL COST OF SALES	23,040,022	20,000,204	131,442	2,323,063	17,033,046
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 0.3	30.6 0.4	<5.8> 0.1	GROSS MARGIN % SHRINKAGE %	30.4 0.4	31.2 0.4	<0.8> <0.0>	29.3 <0.1>	23.0 0.6
0.3	0.4	0.1	SHKINKAGE 76	0.4	0.4	⟨0.0⟩	(0.12	0.0
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		HILLTOP SHOP	38.9	41.2	<2.4>	36.4	35.4
35.7 48.2	38.7 52.2		LU VALLE COMMONS STORE E-COMMERCE DIVISION	31.7 49.8	34.8 51.2	<3.2> <1.4>	11.0 49.2	10.8 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
			İ					
			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 8.9	501,190 11.2	46,327 2.3	TOTAL WAGES WAGE % TO SALES	5,040,652 13.7	5,159,598 13.7	118,946 0.1	386,044 11.7	3,918,502 17.3
0.7	11.2	2.3	WAGE 70 TO SALES	13.7	13.7	0.1	11.7	17.5
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	75,063 108,224	<40,333>	16,959	114,577
7,610 10	10,140 14	2,530 4	Telephone Postage	87,980 225	108,224	20,244 <71>	8,864 47	85,886 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
3,745 129,760	5,500 20,198	1,755 <109,562>	Operating Supplies	43,765 352,039	72,015 297.158	28,251 <54,881>	1,733 48,450	17,794 472,469
1,075	1,075	<0>	Freight Out 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> 203,653	<68,394>	<21,709>	<1,202>	<33,121>
1 3,442	0 1,715	<1,727>	Direct Mail Adv. Repairs & Maintenance	203,653	221,500 28,090	17,847 705	6 3,430	226,047 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 4,662	0	<1,647> <4,662>		24,676 23,048	0	<24,676> <23,048>	<0> 191	710 4,480
8,341	20	<8,321>		33,879	220	<33,659>	0	322
0	0	0	Rentals-Truck	1,417	2,000	583	134	2,007
50	0	<50>		1,750	300	<1,450>	55	651
18,183 8,182	9,970 2,000	<8,213> <6,182>		114,496 28,276	116,170 23,600	1,674 <4,676>	25,289 10,821	166,353 21,661
8,182 14,924	2,000	<6,182> 6,396	Inventory Count	28,276 14,924	23,600	<4,676> 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	0 3	<1,234> 3	COVID-19 Alloc of Distr Cntr	15,575 <3>	0 13	<15,575> 16	9,386 0	88,666 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 GROSS CONTRIBUTION TO	8,556,375	8,565,956	9,581	708,239	6,995,845
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 ExpHR	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>		1,119,113	1,062,187	<56,926>	125,178	1,297,359
48,801 187,706	55,191 111,090	6,390 <76,616>	Allocated Exp. Mktg Allocated Exp Othr SA	556,415 1,223,465	558,140 1,140,994	1,725 <82,471>	66,217 146,469	632,101 1,439,337
99,200	88,466	<10,734>		1,081,649	1,140,994	<82,471> <46,622>	98,823	970,070
22,250	21,753	<497>		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>
			-					

	11(05/29/22-07/0				ISCAL YEAR 21-2		FISCAL YE	
ACTUAL	BUDGET	VARIANCE		ACTUAL	MO(08/01/21-07 BUDGET	VARIANCE	LAST YEA MONTH	YTD
159,642	238,896	<79,254>	CENTRAL DIVISION	1,915,592	2,331,125	<415,533>	0	83
63,960 130,849	295,740 301,364		NORTH CAMPUS DIVISION SOUTH DIVISION	1,141,000 1,651,110	2,967,477 3,010,700	<1,826,477> <1,359,590>	0 73,329	0 392,993
122,373	284,929	<162,556>	LU VALLE DIVISION COOPERAGE DIVISION	1,557,157	2,909,507	<1,352,350>	0	0
68,246 186,157	156,659 237,983	<51,826>	SPECIAL EVENTS DIVISION	822,293 1,880,757	1,544,707 2,285,543	<722,414> <404,786>	21,219 23,065	83,038 120,323
731,227	1,515,571	<784,344>	TOTAL SALES	8,967,908	15,049,059	<6,081,151>	117,613	596,437
286,716 39.2	554,738 36.6	268,022 <2.6>	Less: Cost of Sales COST OF SALES %	3,334,557 37.2	5,466,075 36.3	2,131,518 <0.9>	66,921 56.9	264,802 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 50.9	66.5 61.7	<4.6> <10.7>	CENTRAL DIVISION NORTH CAMPUS DIVISION	63.6 57.1	66.7 61.4	<3.1> <4.3>	0.0 0.0	<3,402.0> 0.0
73.3 44.2	62.7 63.5	10.6 <19.3>	SOUTH DIVISION LU VALLE DIVISION	70.7 57.9	62.8 63.1	7.9 <5.2>	66.6 0.0	65.5 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
220,942 665,452	425,440 1,386,273	<204,498> <720,821>	OTHER INCOME GROSS MARGIN/OTHER	2,203,955 7,837,306	4,049,996 13,632,980	<1,846,041> <5,795,674>	61,396 112,088	427,567 759,202
			Less: Controllable Exp	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			,,,,,	
362,817 0	369,862 0	7,045 0	Career Wages Limited Appointment	3,731,665 0	3,718,010 0	<13,655> 0	335,709 0	3,201,413 147
194,223 <38,996>	385,385 <43,429>	191,162 <4,433>	Student Wages Labor Recharge	2,449,209 <398,514>	3,606,287 <431,719>	1,157,078 <33,205>	26,047 <2,226>	208,826 <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		WAGE % TO SALES	64.5	45.8	<18.7>	305.7	570.1
172,923 2,368	190,662 1,870	17,739 <498>	Employee Benefits Office Supplies	1,931,280 21,288	1,905,142 13,865	<26,138> <7,423>	189,645 1,742	1,803,848 7,260
2,972	3,519	547	Telephone	30,771	38,219	7,448	2,517	29,315
0	0	0	Postage Trav/Trips/Conference	315	0	<315>	0	0
0 31,755	500 75,330	500 43,575	Training Programs Paper	6,886 489,663	10,500 732,925	3,614 243,262	231 11,284	495 57,410
4.3 5,967	5.0 8,806	0.6 2,839	Paper % To Sales Cleaning Supplies	5.5 57,650	4.9 87,536	<0.6> 29,886	9.6 2,610	9.6 17,077
0	0	0	Freight Out	0	0	0	0	0
<6,333> 5,569	<8,500> 3,685	<2,167> <1,884>	Purchasing Rebates Replacements	<85,817> 70,449	<90,500> 41,175	<4,683> <29,274>	<6,549> 2,196	<73,673> 19,332
5,776 1,028	8,230 3,010	2,454 1,982	Laundry Uniforms	45,849 35,354	62,911 32,055	17,062 <3,299>	2,263 829	13,750 2,341
1,341	2,550	1,209	Advertising	27,364	35,505	8,141	2,092	9,766
0	0 500	0 500	Vendor Adv. Allowance Menu Development	0	0 5,000	0 5,000	0	0
0 9,737	1 6,620	1 <3,117>	Dorm Coupons Expense Repairs & Maintenance	0 111,744	12 64,970	12 <46,774>	0 5,122	0 41,653
0	0	0	Repairs & Mtce-Equip Air Conditioning-Maint	0	0	0	0	0
0	0	0	Rub Remvl/Hauling	0	0	0	0	0
18,819 0	46,888 0		Bank Card Expense Bruin One Card Exp	258,776 0	498,736 0	239,960 0	5,362 0	40,257 0
1,144 525	2,646 1,143	1,502 618	Sales Tax Expense Overs/Shorts	15,274 8,592	26,589 11,380	11,315 2,788	206 82	977 253
0	0	0	Credit Card Adjustments	26	0	<26>	69	69
0	0	0	Insurance Expense Rentals	0 36,790	0	0 <36,790>	0	0
0 238	0 410	0 172	Rentals-Truck Taxes & Licenses	3,888 3,667	0 6,010	<3,888> 2,343	550 238	550 2,842
0	0	0	Professional Services	955	0	<955>	0	10,640
20,764 13,611	0 52,723	<20,764> 39,113	Temp Agency Service Commission Expense	154,502 151,315	1,000 661,731	<153,502> 510,416	4,413 3,100	4,413 13,471
0	0		Prior Period Adj Gain/Loss on Disp F/A	0	0	0	0	0
0	0		COVID-19 UCLA Recharge Expense	15,403 0	0	<15,403> 0	944 0	8,131 0
288,203	400,593	112,390	TOTAL OTHER CONTROL.	3,391,985	4,144,761	752,776	228,947 588,476	2,010,178
806,247	1,112,411	306,164	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	9,174,346	11,037,339	1,862,993		5,410,147
<140,794>	273,862	<414,656>	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 ExpHR	558,101	607,855	49,754	39,830	388,583
35,220 21,076	73,345 43,701	22,625	Allocated Exp. Fin Allocated ExpIS	527,159 325,787	811,328 508,861	284,169 183,074	10,218 6,559	91,148 59,654
8,894 34,210	23,401 47,102	14,507 12,892	Allocated Exp. Mktg Allocated Exp Othr SA	160,737 350,705	265,257 538,475	104,520 187,770	3,469 7,674	29,053 65,047
86,177 19,329	76,853 18,896	<9,324>	Maintenance Utilities	939,646	899,160	<40,486> 29,900	87,019 9,923	854,199 110,307
48,382	57,888	9,506	Depreciation	164,737 537,977	194,637 636,768	98,791	49,851	579,949
309,125 <449,920>	401,099 <127,237>	91,974 <322,683>	TOTAL ALLOCATED EXP NET REVENUE	3,564,849 <4,901,889>	4,462,341 <1,866,700>	897,492 <3,035,189>	214,544 <690,932>	2,177,940 <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		TOTAL CUSTOMER COUNT	1,690,299	3,322,914	<1,632,615>	21,576	109,823
56,490 77,610	93,437 231,837	<36,947> <154,227>	3RD PARTY CUST COUNT ASUCLA CUSTOMER COUNT	604,096 1,086,203	948,615 2,374,298	<344,519> <1,288,095>	7,589 13,987	35,886 73,937
8.88 11.38	6.91 10.41	1.97 0.97	TOTAL AVERAGE CHECK 3RD PARTY AVG CHECK	8.40 10.65	6.92 10.02	1.49 0.63	7.62 9.20	7.11 8.48
7.06	5.50	1.56	ASUCLA AVERAGE CHECK	7.15	5.68	1.48	6.76	6.44
19,933 36.68	31,528 48.07		EMPLOYEE HOURS SALES/LABOR HOUR	230,459 38.93	297,337 50.61	66,878 <11.68>	9,800 12.01	83,085 7.18
30.00	40.07	×11.37>	SALES/ENDOR HOUR	30.73	30.01	<11.00>	12.01	1.10

LICENSING & SERVICES INCOME STATEMENT

JUN. 11(05/29/22-07/02/22)					ISCAL YEAR 21-2		FISCAL YEAR 20-21			
	CURRENT MONTH				MO(08/01/21-07		LAST YEAR			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD		
17,525	16,833	692	PHOTOGRAPHY	100,681	189,213	<88,532>	25,873	55,345		
7,000	8,334		MARKETING VENTURES	16,225	91,666	<75,441>	863	37,795		
24,525	25,167	<642>	TOTAL SALES	116,906	280,879	<163,973>	26,735	93,140		
62	304	243	Less: Cost of Sales	141	3,397	3,256	0	890		
24,464	24,863	<400>	GROSS MARGIN	116,764	277,482	<160,718>	26,735	92,250		
99.8	98.8	1.0	GROSS MARGIN %	99.9	98.8	1.1	100.0	99.0		
100.0	98.2	1.8	PHOTOGRAPHY	99.9	98.2	1.7	100.0	99.6		
99.1	100.0	<0.9>	MARKETING VENTURES	99.6	100.0	<0.4>	100.0	98.2		
242,660	136,617	106,043	TRADEMARKS AND LICENSING	4,055,139	2,833,065	1,222,074	182,439	2,052,484		
122,385	131,392		LEASED OPS	1,304,320	1,381,507	<77,187>	110,106	1,216,235		
18,409	18,409	0	SPONSORSHIPS	202,500	202,499	1	18,011	198,124		
10,000	0	10,000	MARKETING VENTURES	73,640	0	73,640	0	0		
393,454	286,418	107,036	OTHER INCOME	5,635,599	4,417,071	1,218,528	310,556	3,466,843		
417,918	311,281	106,637	GROSS MARGIN/OTHER	5,752,363	4,694,553	1,057,810	337,291	3,559,092		
			Less: Controllable Exp							
46,186	46,382	196	Career Wages	486,499	491,362	4,863	46,238	520,566		
0	600	600	Limited Appointment	0	5,250	5,250	0	0		
0	500	500	Student Wages	<0>	5,125	5,125	0	0		
46,186	47,482	1,296	TOTAL WAGES	486,499	501,737	15,238	46,238	520,566		
188.3	188.7	0.4	WAGE % TO SALES	416.2	178.6	<237.5>	173.0	558.9		
24,091	22,202	<1,889>	Employee Benefits	236,022	234,132	<1,890>	23,339	256,037		
<982>	145	1,127	Office Supplies	958	1,595	637	68	588		
463	570	107	Telephone	5,098	6,020	922	465	4,981		
0	85	85	Postage	28	1,030	1,002	0	30		
1,494	1,750	256	Trav/Trips/Conference	12,205	17,750	5,545	1,480	12,696		
0	0	0	Membership Fees	2,400	2,500	100	0	2,400		
17	50	33	Operating Supplies	781	1,020	239	0	821		
1,333	3,667	2,334	Enforcement	25,132	40,333	15,201	1,333	15,567		
0	30,026	30,026	Advertising	87,880	330,286	242,406	0	0		
5,179	2,212	<2,967>	Business Promotion	32,161	24,288	<7,873>	0	50,420		
0	0	0	Repairs & Maintenance	0	600	600	0	0		
0	0	0	Printing	22,590	0	<22,590>	0	0		
3,200	4,825	1,625	Professional Services	49,353	53,075	3,722	3,200	40,200		
58	1,250	1,192	Legal	5,308	13,750	8,442	0	21,500		
0	4,166	4,166	Trademark	57,770	45,826	<11,944>	981	43,045		
0	0	0	Intern'l Agnt Fee/Tax	527,311	345,965	<181,346>	3,288	223,805		
23,399	12,828		Domestic Agency Fee	223,379	189,138	<34,241>	16,345	130,283		
88,059	28,229		Payment to UCLA	796,971	533,528	<263,443>	65,198	456,248		
146,310	112,005	<34,305>	TOTAL OTHER CONTROL.	2,085,348	1,840,836	<244,512>	115,696	1,258,620		
192,496	159,487	<33,009>	TOTAL CONTROLLABLE EXP	2,571,848	2,342,573	<229,275>	161,934	1,779,186		
			GROSS CONTRIBUTION TO	. ,		,	,			
225,422	151,794	73,628	SVCS AND ENTERPRISES	3,180,515	2,351,980	828,535	175,357	1,779,906		
			Less: Allocated Exp							
			·							
4,978	3,996	<982>	Allocated ExpHR	47,546	44,975	<2,571>	5,122	59,475		
14,743	11,434		Allocated Exp. Fin	285,357	205,234	<80,123>	18,617	320,763		
9,252	7,015		Allocated ExpIS	184,365	133,378	<50,987>	12,358	217,745		
3,904	3,756		Allocated Exp. Mktg	97,315	69,173	<28,142>	6,537	104,341		
15,017	7,561		Allocated Exp Othr SA	192,321	141,176	<51,145>	14,460	237,794		
44,343	39,559		Maintenance	483,504	462,834	<20,670>	44,576	437,562		
9,946	9,725		Utilities	84,767	100,175	15,408	5,083	56,504		
1,447	2,531	1,084	Depreciation	22,188	27,841	5,653	2,536	28,362		
103,631	85,577	<18,054>	TOTAL ALLOCATED EXP	1,397,363	1,184,786	<212,577>	109,288	1,462,547		
100,001	33,311	10,0042	. C.M.E. M.E.C.O.M.E.D. E.M.	1,071,000	1,104,700	\L12,011/	107,200	1,102,041		
121,791	66,217	55,574	NET INCOME (LOSS)	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		EVENT SERVICES OFFICE	572,656	461,279	111,377	38,420	250,868
13,548	38,859		AU POST OFFICE	114,995	254,227	<139,232>	11,299	18,886
219,133	127,963	91,170	TOTAL SALES	687,651	715,506	<27,855>	49,720	269,754
40.070		0.4.707		440.007	0.40.400	407.005	44.04	47.770
13,278	38,004	24,726	AU Post Office Cost	110,807	248,632	137,825	11,604	17,770
77,265	18,435		Facilities Costs	173,969	98,250	<75,719>	14,134	46,749
90,543	56,439		Less: Cost of Sales	284,775	346,882	62,107	25,738	64,519
41.3	44.1	2.8	COST OF SALES %	41.4	48.5	7.1	51.8	23.9
128,591	71,524	57,067	GROSS MARGIN	402,875	368,624	34,251	23,982	205,235
58.7	55.9	2.8	GROSS MARGIN %	58.6	51.5	7.1	48.2	76.1
62.4	79.3	-14.05	EVENT SERVICES OFFICE	69.6	78.7	<9.1>	63.2	81.4
2.0	2.2		AU POST OFFICE	3.6	2.2	1.4	<2.7>	5.9
2.0	2.2	<0.2>	AU FOST OFFICE	3.0	2.2	1.4	<2.1>	5.7
54,242	0	54,242	STRATEGIC FUNDING	656,872	405,000	251,872	0	125,000
17,500	17,000	500	STUDENT UNION OPS	78,750	153,000	<74,250>	0	123,000
660	450	210	EVENT SERVICES OFFICE	9,525	7,875	1,650	1,250	7,125
14,026	44,281		STUDENT PROGRAMMING	220,179	233,640	<13,461>	758	1,672
2,531	7,091		AU POST OFFICE	23,542	46,528	<22,986>	2,003	3,194
88,959	68,822	20,137	OTHER INCOME	988,869	846,043	142,826	4,011	136,991
217,550	140,346	77,204	GROSS MARGIN/OTHER	1,391,744	1,214,667	177,077	27,993	342,226
217,000	110,010	77,201	GROSS WARRENT OTTER	1,071,711	1,211,007	177,077	27,770	012,220
			Less: Controllable Exp					
33,603	40,315	6,712	Career Wages	310,362	436,193	125,832	30,904	383,212
18,778	27,067	8,289	Student Wages	214,830	230,790	15,960	5,841	98,271
52,381	67,382	15,001	TOTAL WAGES	525,191	666,983	141,792	36,745	481,484
23.9	52.7	28.8	WAGE % TO SALES	76.4	93.2	16.9	73.9	178.5
1								
8.0	16.5	8.5	EVENT SERVICES OFFICE	24.7	33.5	8.8	18.3	47.7
17,730	19,803	2,073	Employee Benefits	156,125	211,410	55,286	10,039	176,709
762	888	126	Office Supplies	7,776	12,891	5,115	486	6,160
2,083	2,824	741	Telephone	23,714	31,067	7,353	2,024	23,408
913	2,000	1,087	Trav/Trips/Conference	3,837	7,575	3,738	0	3,523
0	3,986	3,986	24 Hour Study Lounge	552	11,958	11,406	0	0
1,819	0	<1,819>	Student Comm Art	4,218	6,556	2,338	0	2,067
0	0	0	Training Programs	4,342	6,800	2,458	96	944
14,348	14,868	520	Annual ASUCLA Events	90,580	52,250	<38,330>	3,235	18,046
141	30,554	30,413	Student Event Exp	151,708	170,316	18,608	355	<907>
0	0	0	Operating Supplies	300	300	0	0	0
0	0	0	Uniforms	1,637	1,700	63	0	0
2,913	200	<2,713>	Advertising	6,758	5,604	<1,154>	0	2,162
187	180	<7>	Business Promotion	1,881	1,980	99	160	1,721
<1,491>	2,413	3,904	Repairs & Maintenance	25,173	36,470	11,297	1,974	20,475
398	1,096	698	Bank Card Expense	4,351	7,165	2,814	145	1,635
116	50		Overs/Shorts	<163>	550	713	0	0
0	0		Student Support Svcs	3,060	2,887	<173>	0	0
218	0		COVID-19	34,273	1,250	<33,023>	17	2,414
7,709	7,709		Interaction Fund	84,799	84,799	0	6,083	88,917
14,985	8,477		STUDENT UNION EVENT F	81,852	88,194	6,342	2,515	6,934
62,829	95,048	32,219	TOTAL OTHER CONTROL.	686,773	741,722	54,949	27,130	354,208
115,210	162,430	47,220	TOTAL CONTROLLABLE EXP	1,211,964	1,408,705	196,741	63,874	835,691
400 010	00.00.	404 :0:	GROSS CONTRIBUTION TO	470 700	404.000	070 010	05.004	400 115
102,340	<22,084>	124,424	SVCS AND ENTERPRISES	179,780	<194,038>	373,818	<35,881>	<493,465>
			Loss: Allocated Eva					
			Less: Allocated Exp					
5,646	5,671	25	Allocated ExpHR	50,835	59,237	8,402	4,071	54,985
10,867	7,221		Allocated Exp. Fin	74,206	63,429	<10,777>	2,966	39,104
6,820	4,431		Allocated ExpIS	47,819	40,930	<6,889>	1,969	26,476
2,878	2,372		Allocated Exp. Mktg	24,142	21,312	<0,889 <i>></i> <2,830>	1,969	12,449
11,069	2,372 4,775		Allocated Exp. Wiktg Allocated Exp Othr SA	56,205	43,480	<2,630 <i>></i> <12,725>	2,303	29,479
54,158	48,297		Maintenance	590,526	565,063	<12,723 <i>></i> <25,463 <i>></i>	54,057	530,634
12,148	11,875		Utilities	103,530	122,319	18,789	6,164	68,523
20,358	24,653		Depreciation	233,954	271,175	37,221	21,425	245,896
123,943	109,295		TOTAL ALLOCATED EXP	1,181,217	1,186,945	5,728	93,996	1,007,545
125,745	107,270	\17,0TU/	. S.ME MELOOMIED EM	1,101,217	1,130,743	3,720	75,770	1,007,040
<21,603>	<131,379>	109,776	NET INCOME (LOSS)	<1,001,437>	<1,380,983>	379,546	<129,878>	<1,501,010>
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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
0.40.440	0/4 045	00 (05		0.050.000	4 000 000	50.04/	0/40/0	0.000.700
343,410 8,580	364,045 815	20,635	Career Wages Limited Appointment	3,950,993 52,235	4,003,939 12,570	52,946 <39,665>	364,363 0	3,900,728 4,418
22,325	36,206	<7,765> 13,881	Student Wages	265,725	352.794	<39,665 <i>></i> 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		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		Office Supplies	68,733	84,003	15,270	8,488	39,469
5,445 308	7,569 701	2,124 393	Telephone Postage	62,215 4,573	82,286 7,226	20,071 2,653	6,146 556	62,277 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		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
586	0 275	_	Freight Out Uniforms	4 3,513	0 3,025	<4> <488>	0 849	0 3,745
<269>	<200>	69	Security Expense	1,631	<1,800>	<3,431>	955	704
655	100		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		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> 29,189	41 37,835	41 8,646	Overs/Shorts Insurance Expense	35 364,309	451 416,185	416 51,876	0 34,395	6 378,345
80,580	20,903		Professional Services	223,356	192,846	<30,510>	9,539	169,682
1,227	1,224		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>		373,684	351,767	<21,917>	28,474	291,464
33,673	15,450		Board of Directors	156,111	133,608	<22,503>	13,354	129,170
3 300	500 2.401		Special Projects Misc. Bank Charges	2,676 34,578	5,500 30,656	2,824 <3,922>	0 2 703	1,000 27,750
3,300 4,576	2,401 4,100		Armored Carrier Expense	34,578 37,257	30,656 36,500	<3,922> <757>	2,703 177	27,750 2,046
16,666	4,100 17,167	<476> 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 K27×	Maintenance	258,030	246,065	<11,965>	23,640	232,055
5,308	5,188		Utilities	45,237	53,441	8,204	2,696	29,966
28,599	20,090		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		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 5 510	<3,543>	<42,562>
<38,437> <919,794>	<37,603> <874,338>	834 45,456	Allocated-Comm Board TOTAL OTHER	<426,438> <9,127,452>	<420,919> <9,425,699>	5,519 <298,247>	<38,830> <798,671>	<417,905> <8,465,184>
\717,/74 <i>></i>	\U/4,330>	40,400	TOTAL OTTILK	< 7, 127,40Z>	√ 7,420,079>	\Z70,Z41>	<170,U11>	<0,400,104>
0	0	0	TOTAL EXPENSE	0	0	<0>	0	0
			1				-	

FACILITIES EXPENSE STATEMENT

JUN. 1	1(05/29/22-07/0)2/22)	1	
C	CURRENT MONTH	1	1	YTI
ACTUAL	BUDGET	VARIANCE		ACTUAL
143,892	146,722	2,830	Career Wages	1,672,83
6,824	15,086	8,262	Limited Appointment	36,9
561	1,324	763	Student Wages	6,88
0	<650>		Labor Recharge	<13,90
<12,442>	<13,407>		Billed Labor Costs	<105,73
<3,565>	<5,000>		Capitalized Wages	<30,00
135,270	144,075	8,805	TOTAL WAGES	1,566,9
81,848	85,378		Employee Benefits	955,90
722	100		Office Supplies	2,7
1,041	1,040		Telephone	10,59
0	0	0	Trav/Trips/Conference	40.0
0	200	200	Training Programs	12,00
8,152	4,500	<3,652>		58,32
3.7	3.5		Paper % To Sales	8
6,092	5,250		Cleaning Supplies	39,23
1,227	1,625	398	Replacements	21,3
466	440		Laundry	5,20
19,230	27,500	8,270	Repairs & Maintenance	368,40
<6,322> 219	4,650 0	10,972	Repairs & Mtce-Elevator Repairs & Mtce-Equip	50,19 1,66
246	600		Painting Program	1,00
9,460	500		Incidental Proj Exp	10,9
22,409	4,750		Air Conditioning-Maint	56,50
13,285	11,015		Rub Remvl/Hauling	98,28
7,825	3,780		Rodent & Pest Control	39,80
2,195	900		Rentals-Truck	18,66
36	1,600	1,564	COVID-19	2,1!
0	<31,279>		UCLA Cost Sharing	_,
168,132	122,549		TOTAL OTHER CONTROL.	1,754,1
303,402	266,624		TOTAL CONTROLLABLE EXP	3,321,0
			Less: Allocated Exp	
26,412	27,842	1,430	Depreciation	276,33
26,412	27,842	1,430	TOTAL ALLOCATED EXP	276,33
329,814	294,466	<35,348>		3,597,40
, 202 077	-JED 17E	20.702	Allocated Cuc and Ent	-2 OOE 25
<283,877>	<253,175>	30,702 0	Allocated-Svs and Ent Allocated-USAC	<3,095,33 <96,39
<8,761> <3,410>	<8,761> <3,410>	0	Allocated-USAC Allocated-GSA	<96,3° <37,5°
<3,410> <10,101>	<3,410> <8,093>	2,008	Allocated-GSA Allocated-Comm Board	<37,5 <110,13
<10,101> <23,664>	<8,093> <21,027>	2,008	Allocated-A & SS	<258,0
<329,814>	<21,027>	35,348	TOTAL OTHER	<3,597,40
\327,0142	\Z/T,T00/	33,340	TOTAL OTTILIN	\3,377,40
0	0	<0>	TOTAL EXPENSE	

	ISCAL YEAR 21-2	2	FISCAL VE	AD 20 21
		FISCAL YEAR 20-21 LAST YEAR ACTUAL		
	MO(08/01/21-07			
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1 / 72 020	1 725 500	(2.741	150 200	1 402 004
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
055.007	4 044 070	E / 074	00.450	075 550
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
2,150	<367,337>	<367,337>	0	131,000
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>
U	U	<u></u>	<u></u>	<u></u>

UTILITIES EXPENSE STATEMENT

JUN. 1	11(05/29/22-07/0)2/22)	
(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

F	ISCAL YEAR 21-2	FISCAL YEAR 20-21		
YTD 11	MO(08/01/21-07	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>