ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

May (05/01/22 - 05/28/22)

Prepared

June 17, 2022

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

		0-21	FY 2			:)	2 - 05/28/22		Μ		
ACTU			LAST YE		NCE	VARIA	MONTH	CURREN	BUD		ACT
ACTO		AR AUT	LASTIE		ACT/L		ACT/	GET	BUD	UAL	ACT
\$		%	\$	%	\$	%	\$	%	\$	%	\$
	GROSS INCOME										
32,965	UCLA Store		2,286	64.1%	1,465	11.3%	381		3,370		3,751
10,220	UCLA Restaurants		117	1352.1%	1,582	(24.0%)	(536)		2,235		1,699
5,335	Licensing & Services		347	88.5%	307	31.9%	158		496		654
1,368	UCLA Student Union		57	324.6%	185	18.6%	38		204		242
49,888	TOTAL		2,807	126.1%	3,539	0.7%	41		6,305		6,346
	GROSS MARGIN			Pts.		Pts.					
10,985	UCLA Store	25.2%	577	7.6	655	(4.0)	(7)	36.8%	1,239	32.8%	1,232
7,172	UCLA Restaurants	64.1%	75	6.9	1,131	(0.3)	(387)	71.3%	1,593	71.0%	1,206
5,334	Licensing & Services	100.0%	347	0.0	307	0.0	158	100.0%	496	100.0%	654
1,174	UCLA Student Union	93.0%	53	(7.0)	155	5.1	43	80.9%	165	86.0%	208
24,665	TOTAL	37.5%	1,052	14.5	2,248	(3.4)	(193)	55.4%	3,493	52.0%	3,300
	WAGES & BENEFITS										
5,878	UCLA Store	23.4%	535	7.3	(70)	1.7	(4)	17.8%	601	16.1%	605
7,023	UCLA Restaurants	447.9%	524	401.7	(261)	(8.7)	54	37.5%	839	46.2%	785
652	Licensing & Services	21.9%	76	11.3	7	2.7	(3)	13.3%	66	10.6%	69
611	UCLA Student Union	115.8%	66	86.5	(5)	11.4	12	40.7%	83	29.3%	71
14,164	TOTAL	42.8%	1,201	18.7	(329)	1.1	59	25.2%	1,589	24.1%	1,530
	OTHER CONTROLLABLES										
1,857	UCLA Store	7.7%	175	1.2	(69)	(1.9)	(88)	4.6%	156	6.5%	244
1,345	UCLA Restaurants		22	9.1	(142)	1.0	76	10.7%	240	9.7%	164
1,727	Licensing & Services		102	1.6	(80)	4.3	(23)	32.1%	159	27.8%	182
486	UCLA Student Union	28.1%	16	(12.4)	(82)	(9.6)	(35)	30.9%	63	40.5%	98
5,415	TOTAL	11.2%	315	0.4	(373)	(1.0)	(70)	9.8%	618	10.8%	688
	CONTRIBUTION										
3,251	UCLA Store		(134)	16.1	517	(4.1)	(98)	14.3%	481	10.2%	383
(1,196)	UCLA Restaurants	· ,	(472)	418.6	730	(7.8)	(257)	23.0%	515	15.2%	258
2,955	Licensing & Services		169	12.8	233	6.9	131	54.6%	271	61.5%	402
77	UCLA Student Union	· /	(29)	67.4	69	7.7	22	8.8%	18	16.5%	40
5,087	TOTAL	(16.6%)	(466)	33.7	1,549	(3.3)	(202)	20.4%	1,285	17.1%	1,083
	ALLOCATED EXPENSES										
6,871	Admin&Support Services	24.0%	674	13.0	(27)	0.8	41	11.8%	742	11.0%	701
2,796	Facilities	11.3%	316	6.9	38	(0.5)	(30)	3.9%	248	4.4%	278
519	Utilities	1.4%	39	0.5	(21)	0.1	4	1.0%	64	0.9%	60
1,676 11,862	Depreciation TOTAL	6.0%	168 1,197	3.4 23.6	1 (9)	0.4 0.8	25 40	3.0%	192 1,246	2.6%	167 1,206
11,862		42.6%	1,197	23.6	(9)	0.8	40	19.8%	1,246	19.0%	1,206
(0)	NET INCOME (LOSS)		(1			(2.5)	(100)			<i>(</i> , , , , , , , , , , ,	(1.0.0)
(6,775)	FROM OPERATIONS	(59.2%)	(1,663)	57.3	1,540	(2.5)	(162)	0.6%	39	(1.9%)	(123)
	OTHER INC/(EXP)										
989	Non-Recurrent Inc/(Exp)	1.0%	28	(0.9)	(20)	0.0	1	0.1%	7	0.1%	8
78	Interest Income	0.3%	8	(0.1)	6	0.0	1	0.2%	13	0.2%	14
(180)	Interest (Expense)	(0.8%)	(22)	0.5	4	0.0	0	(0.3%)	(18)	(0.3%)	(18)
0	Income Taxes Student Union Fee Income	0.0% 8.2%	0 230	0.0	0 53	0.0 0.4	0	0.0% 4.1%	0 258	0.0%	0 283
2,626 3,513	TOTAL	8.2% 8.7%	230 244	(3.7)	53 43	0.4 0.4	25 27		258 260	4.5%	283 287
,				(4.2)	_			4.1%		4.5%	
(3,262)	NET INCOME (LOSS)	(50.6%)	(1,419)	53.2	1,583	(2.1)	(135)	4.7%	299	2.6%	164

				R 2021-2022				FY 2	0-21
				08/01/21 - 05			*	*	
ACT	UAL	BUDO	GET			ANCE		LAST YE	AR ACT
\$	%	\$	%	ACT/ \$	BUD %	ACT/L \$	Y ACT %	\$	%
Ť		•		Ť		Ť	,,,	•	
32,965		34,509		(1,544)	(4.5%)	12,408	60.4%	20.557	
10,220		17,158		(6,938)	(40.4%)	9,375	1109.5%	845	
5,335		4,386		949	21.6%	2,112	65.5%	3.223	
1,368		1,365		3	0.2%	1,015	287.5%	353	
49,888		57,418		(7,530)	(13.1%)	24,910	99.7%	24,978	
					Pts.		Pts.		
10,985	33.3%	11,636	33.7%	(651)	(0.4)	5,741	7.8	5.244	25.5
7,172	70.2%	12.247	71.4%	(5,075)	(1.2)	6,525	(6.4)	647	76.6
5,334	100.0%	4,383	99.9%	951	0.1	2,112	0.0	3,222	100.0
1,174	85.8%	1.074	78.7%	100	7.1	860	(3.2)	314	89.0
24,665	49.4%	29,340	51.1%	(4,675)	(1.7)	15,238	11.7	9,427	37.7
					. ,				
5.878	17.8%	5.937	17.2%	59	(0.6)	(1,124)	5.3	4.754	23.1
7,023	68.7%	7,895	46.0%	872	(22.7)	(2,368)	482.2	4,655	550.9
652	12.2%	666	15.2%	14	3.0	55	9.7	707	21.9
611	44.7%	791	57.9%	180	13.2	0	128.4	611	173.1
14,164	28.4%	15,289	26.6%	1,125	(1.8)	(3,437)	14.5	10,727	42.9
1,857	5.6%	1,836	5.3%	(21)	(0.3)	(324)	1.9	1,533	7.5
1,345	13.2%	2,030	11.8%	685	(1.4)	(1,178)	6.6	167	19.8
1,727	32.4%	1,517	34.6%	(210)	2.2	(817)	(4.2)	910	28.2
486	35.5%	455	33.3%	(31)	(2.2)	(326)	9.8	160	45.3
5,415	10.9%	5,838	10.2%	423	(0.7)	(2,645)	0.2	2,770	11.1
3,251	9.9%	3,863	11.2%	(612)	(1.3)	4,295	15.0	(1,044)	(5.1
(1,196)	(11.7%)	2,322	13.5%	(3,518)	(25.2)	2,979	482.4	(4,175)	(494.1
2,955	55.4%	2,200	50.2%	755	5.2	1,350	5.6	1,605	49.8
77	5.6%	(172)	(12.6%)	249	18.2	535	135.3	(458)	(129.7
5,087	10.2%	8,213	14.3%	(3,126)	(4.1)	9,159	26.5	(4,072)	(16.3
6,871	13.8%	7,210	12.6%	339	(1.2)	(530)	11.6	6,341	25.4
2,796	5.6%	2,656	4.6%	(140)	(1.0)	(327)	4.3	2,469	9.9
519	1.0%	627	1.1%	108	0.1	(164)	0.4	355	1.4
1,676	3.4%	1,916	3.3%	240	(0.1)	123	3.8	1,799	7.2
11,862	23.8%	12,409	21.6%	547	(2.2)	(898)	20.1	10,964	43.9
(6,775)	(13.6%)	(4,196)	(7.3%)	(2,579)	(6.3)	8,261	46.6	(15,036)	(60.2
989	2.0%	70	0.1%	919	1.9	(3,797)	(17.2)	4,786	19.2
78	0.2%	142	0.2%	(64)	0.0	(46)	(0.3)	124	0.5
(180)	(0.4%)	(180)	(0.3%)	0	(0.1)	39	0.5	(219)	(0.9
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0
2,626	5.3%	2,576	4.5%	50	0.8	173	(4.5)	2,453	9.8
3,513	7.0%	2,608	4.5%	905	2.5	(3,631)	(21.6)	7,144	28.6
(3,262)	(6.5%)	(1,588)	(2.8%)	(1,674)	(3.7)	4,630	25.1	(7,892)	(31.6

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

		м	AY (05/01/	22 - 05/28/22)			FY 2	0-21				F	SCAL YEA	R 2021-202	2			FY 2	0-21
			CURREN	T MONTH				*1	,				YTD 10	MONTHS (0	08/01/21 - 0	5/28/22)			*1	*
ACTU	IAL	BUD	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT
				ACT/E		ACT/L									ACT		ACT/L			
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,751		3,370		381	11.3%	1,465	64.1%	2,286		UCLA Store	32,965		34,509		(1,544)	(4.5%)	12,408	60.4%	20,557	
1,699		2,235		(536)	(24.0%)	1,582	1352.1%	117		UCLA Restaurants	10,220		17,158		(6,938)	(40.4%)	9,375	1109.5%	845	
654		496		158	31.9%	307	88.5%	347		Licensing & Services	5,335		4,386		949	21.6%	2,112	65.5%	3,223	
242		204		38	18.6%	185	324.6%	57		UCLA Student Union	1,368		1,365		3	0.2%	1,015	287.5%	353	
6,346		6,305		41	0.7%	3,539	126.1%	2,807		TOTAL	49,888		57,418		(7,530)	(13.1%)	24,910	99.7%	24,978	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,232	32.8%	1,239	36.8%	(7)	(4.0)	655	7.6	577		UCLA Store	10,985	33.3%	11,636	33.7%	(651)	(0.4)	5,741	7.8	5,244	25.5%
1,206	71.0%	1,593	71.3%	(387)	(0.3)	1,131	6.9	75	64.1%	UCLA Restaurants	7,172	70.2%	12,247	71.4%	(5,075)	(1.2)	6,525	(6.4)	647	76.6%
654	100.0%	496	100.0%	158	0.0	307	0.0	347	100.0%	Licensing & Services	5,334	100.0%	4,383	99.9%	951	0.1	2,112	0.0	3,222	100.0%
208 3.300	86.0% 52.0%	165 3.493	80.9% 55.4%	43 (193)	5.1 (3.4)	155 2.248	(7.0) 14.5	53 1.052	93.0% 37.5%	UCLA Student Union TOTAL	1,174 24.665	85.8% 49.4%	1,074 29.340	78.7% 51.1%	100 (4,675)	7.1 (1.7)	860 15,238	(3.2)	314 9.427	89.0% 37.7%
3,300	52.0%	3,493	55.4%	(193)	(3.4)	2,248	14.5	1,052	31.5%	-	24,005	49.4%	29,340	51.1%	(4,075)	(1.7)	15,238	11.7	9,427	31.1%
										TOTAL CONTROLLABLES										
849	22.6%	758	22.5%	(91)	(0.1)	(139)	8.5	710		UCLA Store	7,734	23.5%	7,774	22.5%	40	(1.0)	(1,446)	7.1	6,288	30.6%
949 252	55.9% 38.5%	1,078 225	48.2% 45.4%	129 (27)	(7.7) 6.9	(403) (74)	410.8 12.8	546 178	466.7% 51.3%	UCLA Restaurants Licensing & Services	8,368 2,379	81.9% 44.6%	9,925 2,183	57.8% 49.8%	1,557 (196)	(24.1) 5.2	(3,546) (762)	488.8 5.6	4,822 1,617	570.7% 50.2%
169	58.5% 69.8%	146	45.4% 71.6%	(27)	1.8	(74)	75.8	83	145.6%	UCLA Student Union	1,097	44.6% 80.2%	1,246	49.8% 91.3%	(196)	5.2 11.1	(325)	138.5	772	218.7%
2.219	35.0%	2.207	35.0%	(12)	0.0	(702)	19.0	1,517		TOTAL	19,578	39.2%	21,128	36.8%	1,550	(2.4)	(6,079)	130.3	13,499	54.0%
2,210	00.070	2,201	00.078	(12)	0.0	(102)	10.0	1,011	04.070	-	10,010	00.270	21,120	00.070	1,000	(2.7)	(0,010)	14.0	10,400	04.070
	40.00/	101	44.000	(00)	(1.0)	547	10.1	(10.1)	(5.00())		0.054	0.00/	0.000	44.00/	(010)	(1.0)	4 005	45.0	(1.0.1.1)	(5.40())
383 258	10.2% 15.2%	481 515	14.3% 23.0%	(98) (257)	(4.1) (7.8)	517 730	16.1 418.6	(134) (472)	· · ·	UCLA Store UCLA Restaurants	3,251 (1,196)	9.9% (11.7%)	3,863 2,322	11.2% 13.5%	(612) (3,518)	(1.3) (25.2)	4,295 2,979	15.0 482.4	(1,044) (4,175)	(5.1%) (494.1%)
402	61.5%	271	23.0% 54.6%	(257)	6.9	233	12.8	(472)		Licensing & Services	2,955	55.4%	2,322	50.2%	(3,516) 755	(25.2) 5.2	2,979	402.4	1,605	494.1%)
402	16.5%	18	8.8%	22	7.7	69	67.4	(29)		UCLA Student Union	2,333	5.6%	(172)	(12.6%)	249	18.2	535	135.3	(458)	(129.7%)
1,083	17.1%	1,285	20.4%	(202)	(3.3)	1,549	33.7	(466)	(16.6%)		5,087	10.2%	8,213	14.3%	(3,126)	(4.1)	9,159	26.5	(4,072)	(16.3%)
										ALLOCATED EXPENSES										
591	15.8%	573	17.0%	(18)	1.2	141	16.2	732	32.0%	UCLA Store	6,255	19.0%	6,171	17.9%	(84)	(1.1)	479	13.8	6,734	32.8%
379	22.3%	453	20.3%	74	(2.0)	(160)	164.9	219		UCLA Restaurants	3,256	31.9%	4,061	23.7%	805	(8.2)	(1,293)	200.4	1,963	232.3%
123	18.8%	108	21.8%	(15)	3.0	17	21.5	140	40.3%	Licensing & Services	1,294	24.3%	1,099	25.1%	(195)	0.8	59	17.7	1,353	42.0%
113	46.7%	112	54.9%	(1)	8.2	(7)	139.3	106	186.0%	UCLA Student Union	1,057	77.3%	1,078	79.0%	21	1.7	(143)	181.6	914	258.9%
1,206	19.0%	1,246	19.8%	40	0.8	(9)	23.6	1,197	42.6%	TOTAL	11,862	23.8%	12,409	21.6%	547	(2.2)	(898)	20.1	10,964	43.9%
										NET INCOME (LOSS) FROM OPERATIONS										
(207)	(3.3%)	(92)	(1.5%)	(115)	(1.8)	660	27.6	(867)	(30.9%)	UCLA Store	(3,004)	(6.0%)	(2,308)	(4.0%)	(696)	(2.0)	4,774	25.1	(7,778)	(31.1%)
(121)	(1.9%)	62	1.0%	(183)	(2.9)	569	22.7	(690)	(24.6%)	UCLA Restaurants	(4,452)	(8.9%)	(1,739)	(3.0%)	(2,713)	(5.9)	1,686	15.7	(6,138)	(24.6%)
279	4.4%	162	2.6%	117	1.8	250	3.4	29	1.0%	Licensing & Services	1,661	3.3%	1,101	1.9%	560	1.4	1,410	2.3	251	1.0%
(74)	(1.2%)	(93)	(1.5%)	19	0.3	61	3.6	(135)	(4.8%)	UCLA Student Union	(980)	(2.0%)	(1,250)	(2.2%)	270	0.2	391	3.5	(1,371)	(5.5%)
(123)	(1.9%)	39	0.6%	(162)	(2.5)	1,540	57.3	(1,663)	(59.2%)	TOTAL	(6,775)	(13.6%)	(4,196)	(7.3%)	(2,579)	(6.3)	8,261	46.6	(15,036)	(60.2%)
										OTHER INC/(EXP)										
8	0.1%	7	0.1%	1	0.0	(20)	(0.9)	28		Non-Recurrent Inc/(Exp)	989	2.0%	70	0.1%	919	1.9	(3,797)	(17.2)	4,786	19.2%
14	0.2%	13	0.2%	1	0.0	6	(0.1)	8	0.3%	Interest Income	78	0.2%	142	0.2%	(64)	0.0	(46)	(0.3)	124	0.5%
(18)	(0.3%)	(18)	(0.3%)	0	0.0	4	0.5	(22)	(0.8%)	Interest (Expense)	(180)	(0.4%)	(180)	(0.3%)	0	(0.1)	39	0.5	(219)	(0.9%)
0 283	0.0% 4.5%	0 258	0.0% 4.1%	0 25	0.0 0.4	0 53	0.0 (3.7)	0 230	0.0% 8.2%	Income Taxes Student Union Fee Income	0 2,626	0.0% 5.3%	0 2,576	0.0% 4.5%	0 50	0.0 0.8	0 173	0.0 (4.5)	0 2,453	0.0% 9.8%
283	4.5%	258 260	4.1%	25	0.4	43	(3.7)	230 244	8.7%	TOTAL	3,513	5.3% 7.0%	2,576	4.5% 4.5%	905	2.5	(3,631)	(4.5)	2,455 7,144	9.8% 28.6%
164	2.6%	299	4.7%	(135)	(2.1)	1,583	53.2	(1,419)		NET INCOME (LOSS)	(3,262)	(6.5%)	(1,588)	(2.8%)	(1,674)	(3.7)	4,630	25.1	(7,892)	(31.6%)
104	2.0%	299	4.1%	(135)	(2.1)	1,383	53.2	(1,419)	(30.0%)		(3,202)	(0.5%)	(1,566)	(2.8%)	(1,074)	(3.7)	4,030	20.1	(1,892)	(31.0%)

ASUCLA P/L Reconciliation May-22

Financial Analysis		000's
	M	ay-22
Budgeted Net Income/(Loss)	+	29
	+	
UCLA Store	+	
Gross Margin:		
Bearwear above plan: increased food traffic from both Transfer Day and One Day Sale being in person this year	91	
Fasttrack below plan: continued lack of foot traffic for core campus stakeholders as a result of remote work	(20)	
Graduation ETC below plan due to timing as sales for MBA graduates will occur next month	(14)	
Campus Portrait Studio below plan: early yearbook deadline continued to negatively impact budgeted sales	(24)	
E-Commerce below plan: sales below plan as the above events were in person	(46)	
CRS below plan due to timing: third party sales will be posted next month	(50)	
Bookzone above plan due to large unanticipated department order in addition to author events	66	
Custom Shop above plan due to increase in department orders	24	
HSS General MDSE below plan due to supply chain issues in apparel and overall decline in foot traffic as a result of staff working remotely	(16)	
Hilltop Shop above plan: continued increase in Hill traffic led to better-than anticipated sales	-	-
Total Wages above plan (mostly student) Other, negative controllables (\$78K) and various negative gross margin variances	(13)	
	(122)	(9
Total Contribution UCLA Restaurants	+	(9)
Gross Margin:	+	<u> </u>
Northern Lights below plan: location temporarily closed down until further notice	(57)	
North Campus Student CTR below plan: location temporarily closed down until further notice	(137)	
Anderson Café above plan due to significant increase in use of delivery, and catering events and regular customer traffic increase in Spring Quarter	27	
CSSC below plan: food delivery volume not as high as anticipated, and although overall campus population is lower than plan sales volume begins to increase Spring Qtr.	(19)	-
Scrub Jay Café below plan: location not open yet	(71)	
Luvalle Food Servery below plan: food delivery volume not as high as anticipated, and although overall campus population is lower than plan sales volume begins to increase Spring Qtr.	(66)	
Jimmy's below plan: food delivery volume not as high as planned, and although overall campus population continues to be lower than expected sales volume begins to increase Spring Qtr.	(28)	
Cooperage below plan: tool derivery volume not as high as planned, and annough overall campus population continues to be lower than expected volume begins to increase Spring Qtr. and negative variance trends are reducing	(19)	
Taco Bell below plan: although overall campus population continues to be lower than expected volume begins to increase Spring Qt. and negative variance trends are reducing	(36)	
Catering below plan: budget written for full volume however while there has been a significant increase in events, prior restrictions are sill having an effect	(25)	
Concessions above plan due to nine unbudgeted post-season events for Softball and Volleyball	57	
Total Wages below plan (mostly student)	67	
Other, positive controllables (\$63K) slightly offset by various negative gross margin variances	50	
Total Contribution	50	(25)
Licensing & Services		(25
Gross Margin:	-	
Licensing International above plan due to better than expected overall results	127	
Licensing Domestic above plan due to better than expected overall results	61	
Licensing Comessie above plan due to better man expected overal results	(11)	
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)	(8)	
Photography below plan (less events due to the pandemic)	(13)	
Other, negative controllables mostly Licensing	(25)	
Total Contribution	(23)	13
UCLA Student Union	+	15
Gross Margin:	1	
Event Services above plan due to addition of photography/commercial shoots, rescheduling previous events and activation of outdoor spaces increased availability for events	42	
Total Wages below plan	10	
Other, negative controllables (mostly student event expense which offsets the positive student programming income)	(30)	<u> </u>
Total Contribution	(30)	2
Allocated Expenses and Other		
A&SS below plan in various controllables	41	<u> </u>
Facilities above plan mostly additional projects, repairs and maintenance and budgeted cost sharing with UCLA (partial offset with various controllables)	(30)	
Utilities below plan: budgeted cost sharing with UCLA offset by positive consumption for Elec-Non Air Cond. And Water-Non Air Cond.	(30)	<u> </u>
Depreciation lower than plan due to timing of capitals (impacted by lower purchases during the pandemic)	25	
Student Union Fee Income higher than plan (higher enrollment in regular quarters and summer)	25	
Student Union ree income nigner than pian (nigner enrollment in regular quarters and summer) Other	25	
Total	4	é
Total Actual Net Income/(Loss)	+	16

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

Financial Analysis	\$0)00's
Budgeted Net Income/(Loss)	+	(1,58
uagerea (ver income/(Loss)	+	(1,50
JCLA 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	772	
Graduation ETC. below plan: mostly due to shift in timing for professional school rental regalia	(65)	
Campus Portrait Studio below plan; early yearbook deadline negatively impacted budgeted sales	(103)	1
Market below plan: return to remote learning and overall reduced foot traffic	(82)	
E-Commerce below plan: out of stock positions on key styles due to supply chain issues	(199)	
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.	(231)	
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	(201)	
CRS below plan: sales of print readers have not recovered due to continued impact of remote learning	(188)	
Computer Store above plan: strong demand from returning students coupled with department orders and last chance for Apple Back-To-School promotion	175	L
Luvalle Books below plan: lack of availability of rental titles	(63)	L
HSS Dental below plan: mostly timing related	(142)	L
Total Wages below plan	73	ļ
Other, negative contollables (\$33K) and various negative gross margin variances	(358)	L
Total Contribution		(6
JCLA Restaurants	\vdash	
Gross Margin:	\vdash	
Wetzels/RX below plan: overall campus population significantly lower than expected	(167)	
Kerckhoff Coffeehouse below plan: overall campus population significantly lower than expected and lower food delivery volume than expected	(259)	
Northern Lights below plan: mostly due to overall campus population significantly lower than expected and recently closed down until further notice	(343)	
No Campus Student CTR below plan: lower overall campus population, operating hours strategically reduced, lower food volume and recently closed down	(849)	
Anderson Café below plan: overall campus population significantly lower than expected, and food delivery volume not as high as anticipated	(112)	
Court Science Stu Ctr below plan: overall campus population significantly lower than expected, and food delivery volume not as high as anticipated	(273)	
Scrub Jay Café below plan: new operation not open yet	(651)	
Luvalle Food Servery below plan: overall campus population significantly lower than expected, and operating hours temporarily reduced due to student staffing shortages	(682)	
Café 451 below plan: library administration has not allowed for location to re-open for service until March 28	(246)	
Jimmy's below plan: overall campus population significantly lower than expected, and food delivery volume not as high as anticipated	(271)	
Cooperage below plan: overall campus population significantly lower than expected	(198)	
Taco Bell below plan: overall campus population significantly lower than expected, lower food delivery volume and operating hours reduced due to student staffing shortages	(343)	
Concessions below plan: scheduled events were cancelled or moved to later dates due to various covid protocols	(111)	
Total Wages lower than plan (mostly student)	916 71	
Other, positive controllables (\$640K) offset by various negative gross margin variances Total Contribution	/1	(2.5
	╉──┦	(3,5
Licensing & Services	╉──┦	
Gross Margin:	205	1
Licensing Domestic above plan: Q4 results better than estimates and better than forecast recovery of key retailers	295	
Licensing Foreign above plan: it is anticipated most if not all of this positive variance will hold through fiscal year end	878 (58)	
Licensing Campus Sourcing below plan (actual royalty rate of 6% versus budgeted 15%)	(* */	
Leased Ops below plan: budgeted ATM space and Hair On Campus space vacant, and utilities reduced as campus not fully opened	(68)	
Marketing Ventures below plan (less activity due to pandemic)	(10)	
Photography below plan (less events due to pandemic) Totel Weave below plan	14	
Total Wages below plan	(210)	
Other, negative controllables mostly Licensing Total Contribution	(210)	7
JCLA Student Union		,
Gross Margin:	┼──┦	
Event Services below plan as several events were moved to virtual or canceled (rebound is occurring later in the year)	(4)	
Student Union Ops above plan due mostly to more contributions, with some offset for Helix eSports Lounge (delay from budgeted start date)	104	
Total Wages below plan	127	
Other, positive controllables	22	
Total Contribution		2
Ilocated Expenses and Other		
A&SS below plan in various controllables	339	
Facilities above plan: lower wages, benefits and various other controllables offset by budgeted cost sharing with UCLA and higher repairs	(140)	
Utilities below plan: savings due to lower consumption (hours of operation reduced compared to plan), slightly offset by budgeted cost sharing with UCLA	108	
Depreciation lower than plan due to timing of capitals (lower purchases during the pandemic)	240	
Non-Recurrent income higher than plan mostly due to HEERFII funding of \$540K and reduction of prior accrued liabilities	919	
Other	(14)	
Total	(14)	1,4
Actual Net Income/(Loss)		(3,

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

Current Month Prior Month May 2022 April 2022 ASSETS CURRENT ASSETS: Cash and cash equivalents 23,644 23,912 Accounts receivable 8,563 7,440 Less: Allowance for doubtful accounts (448)(416)Accounts receivable, net 8,115 7,024 Student fees receivable 0 480 6,522 6,931 Inventories Prepaid expenses and other current assets 940 815 Total current assets 39,221 39,161 LONG TERM ASSETS Property, equipment and improvements 74,825 74,613 Less: Accumulated depreciation (57, 366)(57, 199)Total long term assets 17,459 17,414 TOTAL ASSETS 56,680 56,575 LIABILITIES AND RETAINED EARNINGS CURRENT LIABILITIES: 9,732 8,812 Accounts payable Wages and payroll taxes payable 36,868 36,716 Sales tax payable & other liabilities 1,258 1,575 Interest payable 96 1 Deferred income 3,036 2,745 Funds held for others 464 482 Current portion of long term debt 1,040 992 Total current liabilities 52,400 51,418 LONG TERM DEBT: AU expansion loan 3,206 4,246 Total long term debt 3,206 4,246 TOTAL LIABILITIES 55,606 55,664 **RETAINED EARNINGS:** 4,337 4,337 **Beginning Balance** Year-to-date net income/(loss) (3,262) (3, 426)**Ending Balance** 1,074 911 TOTAL LIABILITIES AND RETAINED EARNINGS 56,680 56,575

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

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:	101	(2, 202)	(7,000)
Net income/(loss)	164	(3,262)	(7,892)
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation	167	1,676	1,799
(Increase)/decrease in current assets:	107	1,070	1,799
Accounts receivable	(1,091)	(5,887)	(166)
Student fees receivable	480	(0,007)	(100)
Inventories	410	(1,127)	2,069
Prepaid expenses and other current assets	(125)	(342)	(176)
Increase/(decrease) in current liabilities:	()	(•)	()
Accounts payable	920	966	487
Sales tax payable & other liabilities	(317)	98	903
Wages and payroll taxes payable	152	3,741	14,700
Interest payable	(95)	(46)	(53)
Deferred Income	290	1,135	1,575
Funds held for others	(18)	94	(35)
Net cash provided/(used) by operating activities	937	(2,954)	13,278
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(213)	(929)	(262)
		()	(-)
Net cash used in investing activities	(213)	(929)	(262)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	(992)	(992)	(948)
Refundable Advance	0	0	(4,685)
Net cash provided/(used) by financing activities	(992)	(992)	(5,633)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(268)	(4,876)	7,383
CASH AND CASH EQUIVALENTS, Beginning	23,912	28,519	18,663
CASH AND CASH EQUIVALENTS, Ending	23,644	23,644	26,045

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

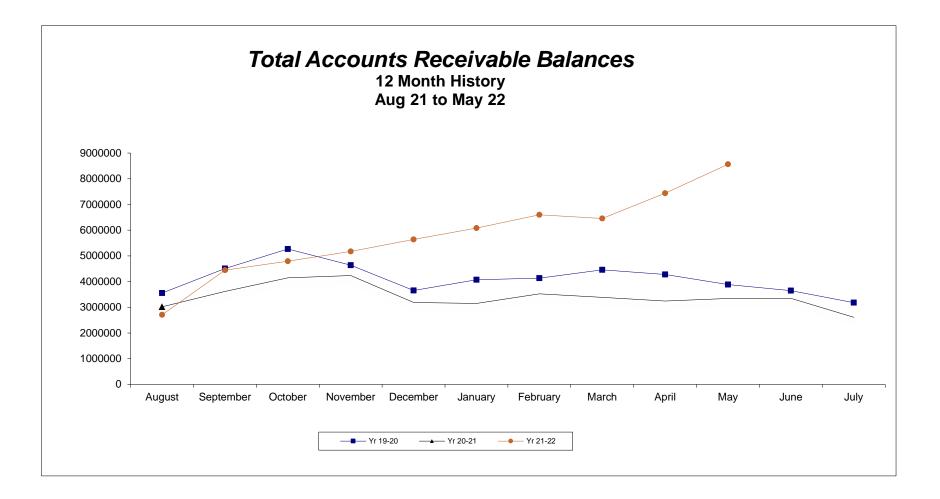
	Current Month May 2022	Prior Month April 2022
CASH AND CASH EQUIVALENTS	23,644	23,912
BOARD REQUIRED CASH RESERVE	7,011	7,227
RESERVE SURPLUS (DEFICIT)	16,633	16,685

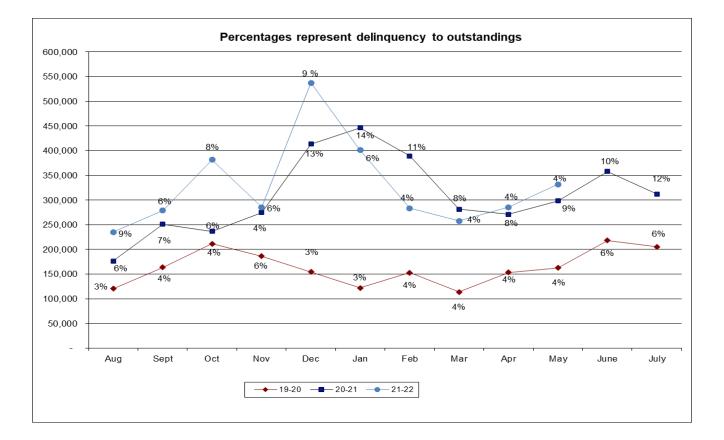
PROJECT NAME PROJECT Float PROJECT Float Provide of transing of					-2022 May 20)22				
Substructional Port Total Balance Rending (Under) Status 2021-001 Sine General Replacement 75.0 0.0 0.0 0.0 75.0 0.0 Prestrigupment Replacement 2021-003 Executing Relationement 75.0 0.0							PROJECTED			
Start Services 7.0 30.4 50.4 66.4 6.6 66.7 10.6 10.9 Projects 221-010 Rom Controll Replacement Replacement 70.0 0.0 0.0 0.0 70.0 70.0 0.0 Provide 221-000 Derative Reconfiguration 70.0 0.0 0.0 0.0 75.0 0.0 Persing 221-100 Derative Reconfiguration 0.0 2.0 0.0 0.0 0.0 0.0 0.0 Persing 221-100 Printing 0.0 2.0 0.	PROJECT	TNAME	BUDGET	Boumonto	BO's	Total		Dending		Status
2021-001 Store General Regulatorment 75.0 30.4 36.0 66.4 6.6 (6.6) In Progress 2021-002 Free Reconfiguration 500.0 0.0 0.0 500.0 0.0 Preshing 2021-003 B-Level Reconfiguration 500.0 0.0 0.0 75.0 75.0 0.0 Preshing 2021-004 Preshing Store Reference 2.0 6.6 2.9 8.5 3.5 C.0.0 Preshing 2021-005 Preshing Store Reference 2.0 6.6 2.9 8.5 3.5 C.0.0 C	Store/Serv	ices		Pavments	PUS	lotal	Dalance	Pendind	(Under)	Status
2021-020 December of production of the product of the pr			75.0	30.4	36.0	66.4	8.6		(8.6)	In Progress
221-040 DentalMedical Counter Reconfiguration 200.0 0.0 0.0 200.0 0.0 Pending 2221-000 Converted Store Retries 10.0 0.0 2.0 0.0 0.0 75.0 75.0 0.0 Pending 2221-007 Retrigonation 0.0 2.4 7.1 31.2 3.0 31.2 in Progress 2221-007 Retrigonation 0.0 2.4 4.5 0.6 3.0 0.0 1.0	2021-002		75.0	0.0	0.0	0.0	75.0	75.0		Pending
2221-006 Computer Store Refresh 75.0 0.0 0.0 75.0 0.0 Pending 2221-006 Printer Store Refreshmann 2.0 0.0 0.0 0.0 2.0 0.0 2.0.0 Completed - Awaing free 2201-006 Printer Store Refreembanne 97.0 0.0 0.0 0.0 2.0.0 Completed - Awaing free 2201-006 Printer Store Refreembanne 97.0 0.0 2.0 2.0 Completed - Awaing free 2021-006 PS Macelinancou and Unanticipated 5.0 4.0 4.0 4.0 2.0 (S.2.2) In Progress 2021-006 Digital Menu Board Replacement 7.5.0 4.4.0 4.0 4.8.0 27.0 (S.9) In Progress 2221-101 Print Press Replacement 5.0 0.0 0.0 0.0 5.0 0.0 C.0 0.0 5.0 0.0 Pressing 2221-101 Print Press Replacement 5.0 0.0 0.0 0.0 5.0 0.0 0.0 0.0 0.0 <td>2021-003</td> <td>B-Level Reconfiguration</td> <td>500.0</td> <td>0.0</td> <td>0.0</td> <td>0.0</td> <td>500.0</td> <td>500.0</td> <td>0.0</td> <td>Pending</td>	2021-003	B-Level Reconfiguration	500.0	0.0	0.0	0.0	500.0	500.0	0.0	Pending
2221-00 PrinzinCopier 12.0 5.6 2.9 8.5 3.5 (2.5) Competing - Awaiing Intro (2.01.4) 2021-00 Refiguration 0.0 2.0 0.0 0.0 2.0 0.0 2.00 0.0 2.00 (2.0) (2.										
2021-07 Refrequency 20.0 0.0 0.0 20.0 Canceled Call StructServices 957 402 46.2 46.3 106.1 85.2 10.3 Call StructServices 95.0 11.1 2.7 13.8 85.2 (20.2) in Progress C221-00 Digital Meru Band Replacement 75.0 11.1 2.1 0.0 12.1 0.0 12.1 2.1 Completed 2021-010 Path Anning Replacement 15.0 0.0 0.0 15.0 0.0 Pending 2021-111 Replacement 15.0 0.0 0.0 0.0 5.0 0.0 Pending 2021-112 Replacement 5.0 0.0 3.3 1.1 In Progress 1.1 1.0 1.1 1.0 1.1 1.0 1.1 1.0 1.1 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>75.0</td> <td></td> <td></td>								75.0		
D21-047 BCP Reconfiguration 0.0 24.1 7.1 31.2 38 31.2 In Progress Faced Services 987.0 602 11 27 13.8 31.2 In Progress Color 100 F3.0 602 11 2.7 13.8 32.0 10.0 Color 100 F3.0 40.0 12.1 12.1 12.1 2.1 10.0 12.1 2.1 10.0 Progress 2221-101 Kette Replacement 15.0 0.0 0.0 0.0 5.0 0.0 Progress 2221-115 Replacement 5.0 0.0 11.1 0.0 11.1 0.0 10.0 Progress 2.0 11.1 (1.0) Progress 11.1 (1.0) Progress 2.0<										
Total Sorrièrrices 99/0 66.2 45.9 108.1 885.0 89.0 0.01 Cad Sorrière Solo 11.1 2.7 13.6 9.2.2 (32.7) (33.7) (13.7) (11.1) (11.7) (11.7) (11.7) (11.7) (11.7) (11.7) (12.7) (12.7) (12.7) (12.7) (12.7) (12.7) (12.7) (12.7) (12.7) (12.7) (12.7) (12.7) (12.7) (12.7) (12.7) (12.7) (12.7) (13.7) (13.7) (13.7) (13.7) (13.7)										
End Service South Service South Service South Service South Service 2021-00 FS Macri Anglacement 75.0 44.0 4.0 48.0 27.0 (27.0) In Progress 2021-00 Point Manu Section Factoria 10.0 12.1 0.0 12.1 2.1 Completed 2021-01 Preschement 10.0 0.0 0.0 15.0 0.0 0.0 15.0 0.0 0.0 15.0 0.0 0.0 15.0 0.0 0.0 15.0 0.0 0.0 0.0 5.0 0.0 Presiding 2021-114 Presidencement 5.0 0.0 0.0 2.3 0.0 2.3 0.0 2.3 0.0 2.3 0.0 2.3 0.0 2.3 2.3 0.0 2.3 2.3 0.0 2.3 2.3 2.3 2.3 2.3 2.3 2.3 2.3 2.3 2.3 2.3 2.3 2.3 2.3 2.3 2.3 2.3 2.3 2.3 <td< td=""><td>2021-047</td><td>BCP Reconfiguration</td><td>0.0</td><td></td><td></td><td></td><td>3.8</td><td>850.0</td><td></td><td>In Progress</td></td<>	2021-047	BCP Reconfiguration	0.0				3.8	850.0		In Progress
2021-00 FS Miscelinecus and Linantiopated 50.0 11.1 2.7 13.8 38.2 (58.2) In Progress 2021-00 Petid Awing Replacement 10.0 12.1 0.0 12.1 2.1 Completed 2021-01 Krich Replacement 15.0 0.0 0.0 15.0 10.0 Pending 2021-01 Krich Replacement 15.0 0.0 0.0 0.0 5.0 10.0 Pending 2021-01 Krich Replacement 15.0 0.0 0.0 0.0 5.0 10.0 Pending 2021-01 Replacement Kolon 5.0 0.0 3.3 3.9 1.1 (1.1) In Progress 2021-01 Replacement 2.0 2.3 1.0 2.3 1.0 1.1 (1.1) In Progress 2021-01 Replacement 10.0 0.0 2.0 7.13 2.0 7.13 7.13 7.13 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0			501.0	00.2		100.1	000.0	000.0	(0.0)	
Digital Menu Board Replacement 75.0 44.0 4.0 48.0 27.0 (27.0) In Progress 2021-00 Pairo Anning Replacement 15.0 0.0 0.0 0.0 15.0 15.0 0.0 Pending 2021-01 Pairo Coking Equipment 15.0 0.0 <			50.0	11 1	27	13.8	36.2		(36.2)	In Progress
2221-01 Pails Awing Replacement 10.0 12.1 0.0 12.1 2.1 Completed 2221-01 Kette Replacement 15.0 0.0 0.0 0.0 15.0 15.0 0										
2021-011 Kette Replacement Kichen Coxing Equipment 15.0 0.0 </td <td></td>										
2021-013 Panin Press Replacement 5.0 0.0 0.0 5.0 5.0 0.0 Pending 2021-014 Mechandrigh Digshav 5.0 0.0 0.0 5.0 5.0 0.0 Pending 2021-015 Production Equipment for New Menus 15.0 0.3.3 3.8 1.1 (1.1) Progress 2021-016 Register Replacement 2.5.0 2.3.7 0.0 2.3.7 1.3 (1.3) Completed 2021-016 Notecal Plaza Cald 0.0 14.8 3.4.1 4.8.5 176.5 4.8.5 in Progress 2021-019 Printer Replacement 0.00 10.0 0.0 10.0 10.0 0.0 0.0 10.0 0.0 0.0 10.0 0.0 0.0 20.0 76.8 9.9 15.6 4.4 (4.4) Mergress 20.0 17.4 2.0 17.6 2.0 17.6 17.6 2.0 17.6 2.0 17.6 10.0 10.0 10.0 10.0 10.0 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>15.0</td> <td></td> <td></td>								15.0		
2021-014 Mechandizing Equipment for New Menus 5.0 0.0 0.0 0.0 5.0 (5.0) Canceled 2021-015 Production Equipment for New Menus 15.0 0.0 3.3 1.1 (1.1) In Progress 2021-016 Fordiant Fordiant for New Menus 25.0 2.3.7 0.0 2.3.7 1.3 (1.3) Completed 2021-016 Network Infrastructure Upgrade 2.0 15.8 76.5 74.7 2.0.0 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.3 2.0.4 2.0.4 4.4 4.4 1.0.4 1.0.4 1.0.0 0.0.0 Progress 2.0.4 2.0.4 3.0.4 2.0.3 2.0.4 2.0.4 2.0.4 2.0.4 2.0.4 2.0.4 2.0.4 2.0.4 2.0.4 2.0.4 2.0.4 2.0.4 2.0.4 2.0.4 2.0.4 2.0.4 2.0.4	2021-012	Replacement Kitchen Cooking Equipment	15.0	11.1	0.0	11.1	3.9		(3.9)	In Progress
2221-015 Froduction 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 3.1 1.1 (1.1) In Progress 2021-047 100 Medical Plaza Caté 0.0 1.4.5 3.4.1 48.5 177.5 48.5 in Progress 2021-045 100 Medical Plaza Caté 0.0 0.0 23.6 23.4 23.6 in Progress 2021-016 Munde Machael Maca Caté 0.0 0.0 23.6 23.6 (4.4) in Progress 2021-020 Proof Service POS 600.0 0.0	2021-013		5.0	0.0	0.0	0.0	5.0	5.0		Pending
2221-016 Register Reprisement 5.0 0.0 3.9 3.9 1.1 (1.1) In Progress 2221-047 Electric Cart 2.5.0 2.3.7 0.0 2.3.7 1.3 (1.3) Completed 2021-0450 Jamba Blandt Roth Koks 0.0 0.0 2.3.6 2.2.4 2.3.6 in Progress Total Tood Services 385.0 151.8 106.3 2.8.1 371.9 2.0.0 1.6 1.0 0.0 0.0 0.0 1.0 0.0	2021-014									
2021-07 Electric Cari 25.0 23.7 0.0 23.7 1.3 (1.3) Completed 2021-05 100 Medical Plaza Caté 0.0 1.4 48.5 175.5 48.5 in Progress 2021-05 100 Medical Plaza Caté 0.0 0.0 23.6 23.6 26.4 23.6 in Progress Technology 30.0 0.0 0.0 0.0 10.0 10.0 0.0 Progress 2021-018 Network Infrastructure Upgrade 20.0 5.6 9.9 15.6 4.4 (4.4) In Progress 2021-02 Foco Service POS 60.0 0.0 40.9 559.1 (56.1) In Progress 2021-02 Foco Service POS 60.0 0.0 0.0 2.6 15.4 (15.4) In Progress 2021-02 Foco Markering/Internet Network Setting 40.0 33.2 (0.0) 33.2 6.8 0.0 0.0 Progress 2021-028 Informal Photography - Camera, Lens, Light 0.0 0.0 <td></td>										
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2021-046 VFD replacements 0.0 10.7 16.6 27.3 0.0 27.3 In Progress 2021-048 A-Level Furniture 0.0 0.0 47.6 7.4 47.6 In Progress 2021-048 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 0.0 59.5 59.5 59.5 In Progress 2021-053 Outdoor Reflection Space Umbrellas 0.0 0.0 28.7 28.7 25.9 28.7 In Progress 2021-054 EDO Flooring 0.0 0.0 31.0 2.0 31.0 In Progress 2021-054 EDO Flooring 1.296.0 452.6 323.6 776.2 1.033.7 821.0 301.2 In Progress										Completed - Awaiting Invoice
2021-048 A-Level Furniture 0.0 0.0 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 0.0 59.5 59.5 59.5 59.5 In Progress 2021-053 Outdoor Reflection Space Umbrellas 0.0 0.0 28.7 28.7 25.9 28.7 In Progress 2021-054 EDO Flooring 0.0 0.0 31.0 2.0 31.0 In Progress 70tal Others 1.296.0 452.6 323.6 776.2 1.033.7 821.0 301.2 I										
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 0.0 59.5 59.5 9.5 59.5 In Progress 2021-053 Outdoor Reflection Space Umbrellas 0.0 0.0 28.7 28.7 25.9 28.7 In Progress 2021-054 EDO Flooring 0.0 31.0 2.0 31.0 In Progress 70tal Others 1,296.0 452.6 323.6 776.2 1,033.7 821.0 301.2										
2021-051 KH Solar Umbrellas 0.0 0.0 59.5 59.5 9.5 59.5 In Progress 2021-053 Outdoor Reflection Space Umbrellas 0.0 0.0 28.7 28.7 25.9 28.7 In Progress 2021-054 EDO Flooring 0.0 0.0 31.0 20.0 31.0 In Progress 10tal Others 1,296.0 452.6 323.6 776.2 1,033.7 821.0 301.2										
2021-053 Outdoor Reflection Space Umbrellas 0.0 0.0 28.7 28.7 25.9 28.7 In Progress 2021-054 EDO Flooring 0.0 0.0 31.0 2.0 31.0 In Progress Total Others 1.296.0 452.6 323.6 776.2 1.033.7 821.0 301.2										
2021-054 EDO Flooring 0.0 0.0 31.0 31.0 2.0 31.0 In Progress Total Others 1,296.0 452.6 323.6 776.2 1,033.7 821.0 301.2										
Total Others 1,296.0 452.6 323.6 776.2 1.033.7 821.0 301.2										
	2021-054		0.0		31.0		2.0			1111091033
		rs	1,296.0	452.6	323.6	776.2	1,033.7	821.0	<u>301.2</u>	
	Total Othe	rs								

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

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

05/28/22	Apr	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 MC	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%	
0.4/00/00	0.7.7	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
04/30/22	Apr		,.												
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 MC	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%	
04/02/22	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	Mai	\$1.479.579	24%	\$89.492	107%	\$80.879	77%	\$21.119	115%	\$2.632	5%	\$41.932	55%	\$1,715.633	27%
ASUCLA PUBLICATIONS		\$197,453	3%	\$00,402 \$0	0%	\$00,075 \$0	0%	\$0	0%	\$0	0%	φ 41,352 \$0	0%	\$197.453	3%
ASUCLA USA/GSA		\$274.832	4%	\$0 \$0	0%	\$0 \$0	0%	\$0 \$0	0%	\$0 \$0	0%	\$0 \$0	0%	\$274.832	4%
DUE FROM VENDORS	-	\$553.041	9%	(\$30.612)	-37%	\$10.586	9%	(\$6.625)	-36%	\$51,175	89%	\$34.117	45%	\$611.682	9%
DENTAL KITS		\$201.371	3%	\$0	0%	\$0	0%	(¢¢,c=c) \$0	0%	\$0	0%	\$0	0%	\$201.371	3%
OTHER		\$3,408,578	57%	\$24,687	30%	\$14,747	14%	\$3,834	21%	\$3,700	6%	(\$326)	0%	\$3,455,220	54%
TOTAL CURRENT MC	ONTH	\$6,114,854	100%	\$83,567	100%	\$106,212	100%	\$18,328	100%	\$57,507	100%	\$75,723	100%	\$6,456,191	100%
		95%		1%		2%		0%		1%		1%		100%	





UCLA STORE INCOME STATEMENT

MAY. 1	10(05/01/22-05/2	28/22)	Ī	F	ISCAL YEAR 21-2	2	FISCAL YE	AR 20-21
	URRENT MONTH		I		MO(08/01/21-05		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,134,797	1,195,815	<61,018>	ACADEMIC SUPPORT DIV	12,829,282	13,496,489	<667,207>	896,367	10,466,263
1,560,150	1,501,845	58,305	GENERAL MDSE DIVISION	12,225,996	11,592,252	633,744	441,805	2,219,791
158,957	87,224	71,733	HILLTOP SHOP	1,091,715	1,088,348	3,367	22,705	156,326
101,363	129,923		LU VALLE COMMONS STORE	1,185,983	1,441,614	<255,631>	14,078	385,370
89,914	170,000		E-COMMERCE DIVISION	1,135,433	1,423,000	<287,567>	320,374	2,251,867
617,537	205,200	412,337	HEALTH SCIENCES STORE	3,315,555	4,047,045	<731,490>	494,559	3,941,393
1,364	0	1,364	OPERATIONS DIVISION	1,996	0	1,996	0	0
3,664,082	3,290,007	374,075	TOTAL SALES	31,785,961	33,088,748	<1,302,787>	2,189,889	19,421,010
2,503,640	2,118,533	< 395 107 \	Less: Cost of Sales	21,851,791	22,749,180	897,389	1,601,393	15,166,199
2,303,040	2,110,333	< 303,107 >	Less. Cost of Sales	21,031,771	22,747,100	077,307	1,001,375	13,100,177
			Less: Shrinkage					
2,235	2,160	<75>	ACADEMIC SUPPORT DIV	27,034	28,540	1,506	13,117	30,578
8,493	7,620	<873>	GENERAL MDSE DIVISION	67,889	63,910	<3,979>	73,396	80,514
1,890	500	<1,390>	HILLTOP SHOP	10,725	6,290	<4,435>	3,340	3,932
938	700	<238>		7,146	7,950	804	<3,461>	<1,272>
1,362	1,360	<2>	HEALTH SCIENCES STORE	15,859	16,530	671	21,287	32,812
14,918	12,340	<2,578>	SHRINKAGE	128,652	123,220	<5,432>	107,679	146,564
2,518,558	2,130,873	<387,685>	TOTAL COST OF SALES	21,980,443	22,872,400	891,957	1,709,072	15,312,763
(0.2		2.0	OOCT OF CALES OF	(0.0	(0.0		70.4	70.1
68.3 1,145,524	64.4 1,159,134	<3.9>		68.8 9,805,517	68.8	0.0 <410,831>	73.1 480,817	78.1
31.7	35.6	<13,610> <3.9>		9,805,517	10,216,348 31.3	<410,831>	480,817	4,108,247
0.4	0.4	<0.0>		0.4	0.4	<0.0>	4.9	0.8
0.4	0.4	<0.0>		0.4	0.4	~0.0>	4.7	0.0
31.3	35.2	<4.0>	NET GROSS MARGIN %	30.9	30.9	<0.0>	22.0	21.2
			I					
15.9	12.8	3.2	ACADEMIC SUPPORT DIV	13.5	13.7	<0.2>	13.2	12.3
48.3	50.0		GENERAL MDSE DIVISION	49.8	49.6	0.3	32.3	44.5
38.9	41.6		HILLTOP SHOP	38.9	41.2	<2.4>	28.9	35.3
38.9	42.2	<3.3>		31.5	34.5	<3.0>	8.0	10.8
49.6	51.4		E-COMMERCE DIVISION	49.9	51.1	<1.2>	48.5	50.0
10.3	37.2	<26.9>	HEALTH SCIENCES STORE	18.5	23.5	<5.0>	11.5	15.6
100.1	0.0	100.1	OPERATIONS DIVISION	100.4	0.0	100.4	0.0	0.0
86,777	79,921	6,856	OTHER INCOME	1,179,295	1,419,904	<240,609>	95,693	1,135,775
1,232,301	1,239,055	<6,754>	GROSS MARGIN/OTHER	10,984,813	11,636,252	<651,439>	576,510	5,244,022
.,,	.,,							
			Less: Controllable Exp					
261,114	263,298	2,184	Career Wages	2,673,428	2,637,282	<36,146>	262,371	2,531,071
3,399	0	<3,399>	Limited Appointment	5,000	0	<5,000>	2,302	5,063
222,385	210,220	<12,165>	Student Wages	1,907,361	2,021,126	113,765	136,084	996,324
486,898	473,518	<13,380>	TOTAL WAGES	4,585,789	4,658,408	72,619	400,756	3,532,458
13.3	14.4	1.1	WAGE % TO SALES	14.4	14.1	<0.4>	18.3	18.2
117,964	127,798	9,834	Employee Benefits	1,291,855	1,278,787	<13,068>	134,062	1,221,827
8,122	5,868	<2,254>		99,571	69,505	<30,066>	13,419	97,618
8,205	10,539	2,334	Telephone	80,370	98,084	17,714	7,821	77,023
52	10,337	<38>	Postage	214	140	<74>	<129>	<2>
0	0	0	Trav/Trips/Conference	8,099	20,020	11,921	33	548
299	300	- 1	Membership Fees	4,248	7,400	3,152	299	3,026
3,999	7,750	3,751	Operating Supplies	40,020	66,515	26,495	1,721	16,061
22,340	29,750	7,410	Freight Out	222,280	276,960	54,680	53,306	424,019
1,070	1,070	0	Transportation	8,102	9,050	948	2,800	7,981
0	0	0	Postage Stamp O/S	29	0	<29>	0	0
12,122	11,191	<931>		172,547	201,890	29,343	13,296	120,284
< 984 >	<1,000>		Vendor Adv. Allowance	<43,462>	<66,894>	<23,432>	<1,500>	<31,919>
8,999	0		Direct Mail Adv.	203,652	221,500	17,848	64	226,041
1,641 0	1,215 220	<426> 220	Repairs & Maintenance Repairs & Mtce-Equip	23,943 0	26,375 1,240	2,432 1,240	1,458 0	20,842 0
73,393	220 71,712		Repairs & Mitce-Equip Bank Card Expense	0 596,498	1,240 565,379	1,240 <31,119>	0 36,107	300,743
2,912	0	<2,912>		23,029	005,379	<23,029>	30,107	710
1,864	0		Credit Card Adjustments	18,386	0	<18,386>	1,376	4,288
2,497	20	<2,477>		25,538	200	<25,338>	0	322
0	0	0	Rentals-Truck	1,417	2,000	583	1,873	1,873
0	0	0	Taxes & Licenses	1,700	300	<1,400>	0	596
3,191	9,470	6,279	Professional Services	96,313	106,200	9,887	22,739	141,064
1,295	1,800	505	Temp Agency Service	20,095	21,600	1,505	7,698	10,841
0	0	0	Inventory Count	0	0	0	442	442
1,375	400	<975>		10,592	14,250	3,658	1,877	10,996
88	100	12	Concession Expense	60,297	58,000	<2,297>	0 5 271	630
94 0	0		COVID-19 Alloc of Distr Optr	14,342	0 10	<14,342>	5,271	79,280 0
91,532	1 6,040	1 <85,492>	Alloc of Distr Cntr Payment to UCLA	<3> 168,845	136,620	13 <32,225>	5,268	20,015
362,068	284,258	<77,810>		3,148,518	3,115,131	<33,387>	309,376	2,755,148
848,966	757,776	<91,190>		7,734,307	7,773,539	39,232	710,132	6,287,607
			GROSS CONTRIBUTION TO					
202.224			CVCC AND ENTERDRUCEC	3,250,506	3,862,713	<612,207>	<133,622>	<1,043,585>
383,334	481,279	<97,945>	SVCS AND ENTERPRISES			1012/2017		
383,334	481,279	<97,945>	†			1012,2077		
383,334	481,279	<97,945>	Less: Allocated Exp			1012/2017		
			Less: Allocated Exp				43 507	402 520
46,499	42,943	<3,556>	Less: Allocated Exp Allocated ExpHR	442,625	419,212	<23,413>	42,507	403,528
46,499 150,086	42,943 140,801	<3,556> <9,285>	Less: Allocated Exp Allocated ExpHR Allocated Exp. Fin	442,625 1,604,499	419,212 1,524,953	<23,413> <79,546>	190,199	1,784,772
46,499 150,086 85,607	42,943 140,801 89,906	<3,556> <9,285> 4,299	Less: Allocated Exp Allocated ExpHR Allocated Exp. Fin Allocated ExpIS	442,625 1,604,499 1,003,469	419,212 1,524,953 959,118	<23,413> <79,546> <44,351>	190,199 126,118	1,784,772 1,172,182
46,499 150,086 85,607 37,504	42,943 140,801 89,906 41,808	<3,556> <9,285> 4,299 4,304	Less: Allocated Exp Allocated ExpHR Allocated Exp. Fin Allocated ExpIS Allocated Exp. Mktg	442,625 1,604,499 1,003,469 507,613	419,212 1,524,953 959,118 502,949	<23,413> <79,546> <44,351> <4,664>	190,199 126,118 59,749	1,784,772 1,172,182 565,884
46,499 150,086 85,607 37,504 104,640	42,943 140,801 89,906 41,808 88,224	<3,556> <9,285> 4,299 4,304 <16,416>	Less: Allocated Exp Allocated ExpHR Allocated ExpIn Allocated ExpIS Allocated Exp. Mktg Allocated Exp Othr SA	442,625 1,604,499 1,003,469 507,613 1,035,759	419,212 1,524,953 959,118 502,949 1,029,904	<23,413> <79,546> <44,351> <4,664> <5,855>	190,199 126,118 59,749 140,297	1,784,772 1,172,182 565,884 1,292,868
46,499 150,086 85,607 37,504	42,943 140,801 89,906 41,808	<3,556> <9,285> 4,299 4,304	Less: Allocated Exp Allocated ExpHR Allocated ExpIn Allocated ExpIS Allocated Exp. Mktg Allocated Exp Othr SA	442,625 1,604,499 1,003,469 507,613	419,212 1,524,953 959,118 502,949	<23,413> <79,546> <44,351> <4,664>	190,199 126,118 59,749	1,784,772 1,172,182 565,884
46,499 150,086 85,607 37,504 104,640 98,019	42,943 140,801 89,906 41,808 88,224 89,018	<3,556> <9,285> 4,299 4,304 <16,416> <9,001>	Less: Allocated Exp Allocated ExpHR Allocated ExpIn Allocated ExpIS Allocated Exp. Mktg Allocated Exp Othr SA Maintenance	442,625 1,604,499 1,003,469 507,613 1,035,759 982,449	419,212 1,524,953 959,118 502,949 1,029,904 946,561	<23,413> <79,546> <44,351> <4,664> <5,855> <35,888>	190,199 126,118 59,749 140,297 109,330	1,784,772 1,172,182 565,884 1,292,868 871,247
46,499 150,086 85,607 37,504 104,640 98,019 19,289	42,943 140,801 89,906 41,808 88,224 89,018 20,686	<3,556> <9,285> 4,299 4,304 <16,416> <9,001> 1,397 9,879	Less: Allocated Exp Allocated ExpHR Allocated Exp. Fin Allocated ExpHS Allocated Exp. Othr SA Maintenance Utilities	442,625 1,604,499 1,003,469 507,613 1,035,759 982,449 167,382	419,212 1,524,953 959,118 502,949 1,029,904 946,561 202,313	<23,413> <79,546> <44,351> <4,664> <5,855> <35,888> 34,931	190,199 126,118 59,749 140,297 109,330 12,522	1,784,772 1,172,182 565,884 1,292,868 871,247 114,000
46,499 150,086 85,607 37,504 104,640 98,019 19,289 48,754	42,943 140,801 89,906 41,808 88,224 89,018 20,686 58,633	<3,556> <9,285> 4,299 4,304 <16,416> <9,001> 1,397 9,879 <18,378>	Less: Allocated Exp Allocated ExpHR Allocated ExpFin Allocated ExpIS Allocated ExpIS Allocated Exp. Othr SA Maintenance Utilitities Depreciation	442,625 1,604,499 1,003,469 507,613 1,035,759 982,449 167,382 511,087	419,212 1,524,953 959,118 502,949 1,029,904 946,561 202,313 586,338	<23,413> <79,546> <44,351> <4,664> <5,855> <35,888> 34,931 75,251	190,199 126,118 59,749 140,297 109,330 12,522 52,358	1,784,772 1,172,182 565,884 1,292,868 871,247 114,000 529,795

UCLA RESTAURANTS INCOME STATEMENT

177.44 25.822 - CHR 285- North CANNED DWSDON 210.201 20.77.00	MAY.	10(05/01/22-05/	28/22)]	F	ISCAL YEAR 21-2	2	FISCAL YE	AR 20-21		
1000000000000000000000000000000000000											
177.47 25.82			VARIANCE		ACTORE		VARIANCE	MONTH			
22:51 32:29 -45:48 -50:01 (0) (0) (0) (0) (0) (0) (0) (0) (0) (0)									83		
125.20. 136.07.80 -(**)20.5 LU DUTURD 134.07.18 2.3.2.5.7 (*)137.74 0									0 319,664		
117.062 277.02 400.05 PECOLA LUTYIS DUTYIS DUTY								-	017,001		
1.772.30 1.772.30 1.772.30 1.378.36 1.389.46	118,267	181,015			754,047	1,388,048	<634,001>		61,819		
402.40 641 tills 1102.10 220.000 <									97,258		
BS3 BS3 Control PMLS % BS3 Control PMLS % BS3 Control PMLS % BS3 Control PMLS % DS3 Control PMLS % Contro PMLS % Control PMLS %	1,379,322	1,778,315	<398,993>	TOTAL SALES	8,236,682	13,533,488	<5,296,806>	/9,151	478,824		
B5.7 B8.7 B8.7 B9.7 B9.7 <th< td=""><td>492,691</td><td>641,185</td><td>148,494</td><td>Less: Cost of Sales</td><td>3,047,841</td><td>4,911,337</td><td>1,863,496</td><td>42,488</td><td>197,881</td></th<>	492,691	641,185	148,494	Less: Cost of Sales	3,047,841	4,911,337	1,863,496	42,488	197,881		
64.2 83.3 0.2 Corp. 64.3 63.7 64.3 <th< td=""><td></td><td></td><td></td><td>COST OF SALES %</td><td></td><td></td><td><0.7></td><td>53.7</td><td>41.3</td></th<>				COST OF SALES %			<0.7>	53.7	41.3		
46.1 67.5 4.14 CMTMA DIVISION 63.8 64.7 4.3.0 4.9.15 4.3.7 34.3 64.6 4.2 CONTRAL DIVISION 53.8 64.7 1.3 64.8 4.7 0.8 6.6 44.3 64.7 1.3 SECIAL FUNKTOON 64.3 64.0 3.3 46.1 3.3 136.8.0 46.3.6 4.5.7 1.5 SECIAL FUNKTOON 64.3 64.0 3.3 46.1 3.3 136.8.0 46.3.6 4.5.7 1.5 Controllable Dp 198.10.01 3.24.55.6 -144.45.54 3.24.45 136.9.0 7.7.7 Controllable Dp 198.10.01 3.26.166 -20.700- 299.42 2.28.57 130.9.0 331.9.6 4.3.77 172.4.6 4.27.7 172.5.2 1.43.5 4.6.7 -10.5.2 1.5.5 2.20.7.1 1.5.5 1.5.5 1.5.5 1.5.5 1.5.5 1.5.5 1.5.5 1.5.5 1.5.5 1.5.5 1.5.5 1.5.5 1.5.5 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>280,943</td></t<>									280,943		
5.3 6.2.2 4.4.9 0.0.3 0.1.4 4.4.9 0.0.3 0.0.4.4.9 6.4.9 6.5.7 1.5.5 5.0.1.4 5.0.3 6.3.2 6.3.3 <td< td=""><td>64.3</td><td>63.9</td><td>0.3</td><td>GROSS MARGIN %</td><td>63.0</td><td>63.7</td><td><0./></td><td>46.3</td><td>58.7</td></td<>	64.3	63.9	0.3	GROSS MARGIN %	63.0	63.7	<0./>	46.3	58.7		
643 645 645 73 648 64 947 645 73 944 64 64 73 648 64 74 64 64 74 64 64 74 64 64 74 75 64 64 74 75 64 64 74 75 64 64 74 75 64 75	66.1	67.5	<1.4>	CENTRAL DIVISION	63.8	66.7	<3.0>	<93.1>	<3,120.9>		
415 615 314 615 315 615 315 615 314 615 314 615 314 615 314 615 314 615 314 615 314 615 314 615 314 615 314 615 314 615 314 615 314 615 314 615 314 615 314 615 314 615 315 615 315 615 315 615 615 315 615 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>0.0</td>									0.0		
44.9 61.5 1.4 concention of the second s									65.2		
6.72 6.67 1.5. SPECIAL REVERS DIVISION 6.8 0.77 -3.86 -41.5. - 1.266.20 1.596.16 -139.27.5. OTHER INCOME 1.985.2013 3.262.55 -1.41.164.5 77.43 3.46.1 1.266.20 1.596.16 -1.392.75 GOTES MENON/OTHER 1.11.29 1.226.20 -5.71.65 -6.17.5 1.267.20 1.591.16 -4.20.20 -5.71.65 -6.17.7 -3.86.74 -5.71.65 -6.17.7 1.30.07 3.81.36 64.24 -7.79.0 -1.807.6 3.364.84 3.364.84 3.364.74 -3.71.7 -4.18.75 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>0.0 36.0</td>									0.0 36.0		
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342,109 334,469 -7,760- -7,760- -7,760 Career Wages -7,760- -7,760 3,348,843 3,348,144 -70,700- -70,770 299,221 2,24,035 100,070 44,016 -63,700 -70,700- -70,770 -70,7007	1,200,201	1,593,470	<307,215>	GRUSS MARGIN/UTHER	7,171,055	12,240,707	<5,074,654>	74,500	047,114		
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31001 381.33 06.245 Subort Wages 2.244.06 3.220.902 965.716 322.305 3.064 667.29 071.79 66.801 MVG Free TOS MUSES 5.243.37 3.064 3.004 4.003 3.004 4.003 3.004 4.003 2.00 0 </td <td></td> <td></td> <td></td> <td></td> <td>3,368,848</td> <td></td> <td></td> <td>299,421</td> <td>2,865,705</td>					3,368,848			299,421	2,865,705		
					U 2,254 986			U 32 315	147 182.779		
666,299 671,129 66,830 107L VACES 5.56,117 6.180,760 916,443 30.70 13.60,70 13.70,70 13.70,70 13.70,70<							<28,772>	<1,035>	<8,190>		
180,245 107,624 <12,625 Cripticyce Benefits 1,714,480 <43,877 193,592 1,14,42 2,730 2,559 3,469 <12,802	604,299	671,129	66,830	TOTAL WAGES	5,264,317	6,180,760	916,443	330,701	3,040,440		
3.47 1.48 -1.500 fordirs Supplies 18.919 11.955 -6.924 27.140 17.14 27.140 17.14 27.140 17.14 <t< td=""><td>43.8</td><td>37.7</td><td><6.1></td><td>WAGE % TO SALES</td><td>63.9</td><td>45.7</td><td><18.2></td><td>417.8</td><td>635.0</td></t<>	43.8	37.7	<6.1>	WAGE % TO SALES	63.9	45.7	<18.2>	417.8	635.0		
3.47 1.48 -1.500 fordirs Supplies 18.919 11.955 -6.924 27.140 17.14 27.140 17.14 27.140 17.14 <t< td=""><td>180 245</td><td>167 624</td><td><12 621~</td><td>Employee Benefits</td><td>1,758 357</td><td>1,714 480</td><td><43.877~</td><td>193 592</td><td>1,614,203</td></t<>	180 245	167 624	<12 621~	Employee Benefits	1,758 357	1,714 480	<43.877~	193 592	1,614,203		
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4.8 4.8 0.0 Paper % To Sales 5.6 4.9 <-0.7 10.9 0 0 <	-								46,126		
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	4.8	4.8		Paper % To Sales		4.9	<0.7>	10.9	9.6		
- 7,231> - 68,000- - 6600- Participating fleatures - 67,1 - 67,2 - 67,1 - 7,26 - 67,1 - 7,26 - 67,1 - 7,26 - 67,1 - 7,26 - 67,1 - 7,26 - 67,1 - 7,26 - 67,1 - 7,26 - 67,1 - 7,26 - 67,1 - 7,23 - 6,33 - 60 - 7,26 - 67,1 - 7,25 - 67,1 - 7,26 - 67,1 - 7,26 - 67,1 - 7,26 - 67,1 - 7,26 - 67,1 - 7,26 - 67,1 - 7,26 - 7,6<									14,468		
1 2.235 3.635 -e8.005 Reglacements 64.881 37.400 -e2.373 1.905 17.1 1.128 1.710 S82 Uniforms 34.325 29.045 -e5.392 279 1.5 0 0 0 Vende Adv. Allowance 0	-	-			-	-	-	-	0 <67,125>		
7,730 8,319 559 Laundry 40,074 54,881 44,077 1,433 11,11 383 2,500 2,117 Advertising 26,023 32,955 6,932 6,97 7,6 0									17,137		
383 25.00 2.117 Advertising 26.023 32,955 6.932 667 7.6 0 500 500 Menu Development 0 4,500 0 <td>7,730</td> <td>8,319</td> <td>589</td> <td>Laundry</td> <td>40,074</td> <td>54,681</td> <td>14,607</td> <td>1,433</td> <td>11,487</td>	7,730	8,319	589	Laundry	40,074	54,681	14,607	1,433	11,487		
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0 0	18,515	63,997	45,482	Commission Expense	137,705	609,008	471,303		10,371		
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257,631 515,207 <257,576> SVCS AND ENTERPRISES <1,196,246> 2,321,779 <3,518,025> <471,818> <4,174,5 57,711 60,865 3,154 Allocated Exp Less: Allocated Exp	948,630	1,078,269	129,639		8,368,099	9,924,928	1,556,829	546,324	4,821,671		
57,711 60,865 3,154 Allocated Exp. HR 502,264 547,942 45,678 35,077 348,7 67,981 93,368 25,387 Allocated Exp. HR 502,264 547,942 45,678 35,077 348,7 16,988 27,724 10,736 Allocated Exp. HS 304,710 465,160 160,450 6,456 53,0 16,988 27,724 10,736 Allocated Exp. Mktg 151,843 241,856 90,013 3,058 25,5 47,397 58,503 11,106 Allocated Exp. Othr SA 316,495 491,373 174,878 7,181 57,3 16,756 17,969 1,213 Utilities 145,408 175,741 30,333 11,027 100,3 48,104 57,888 9,784 Depreciation 489,959 578,880 89,285 19,633 <121,232> 61,940 <183,172> NET REVENUE <4,451,970><<1,739,463><<2,712,507><<690,474><<6,137,9	257 621	515 207	< 257 576~		<1 196 246~	2 321 770	<3.518.025 -	<471 919~	<4,174,557>		
57,711 60,865 3,154 Allocated ExpI-R 502,264 547,942 45,678 35,077 348,7 67,981 93,368 25,387 Allocated ExpIFn 491,939 737,983 246,044 9,736 80,73 38,776 59,618 20,842 Allocated ExpIS 304,710 465,160 160,450 6,456 53,0 16,988 27,724 10,736 Allocated Exp. Mktg 151,843 241,856 90,013 3,058 25,5 47,397 58,503 11,106 Allocated Exp. Othr SA 316,495 491,373 174,878 7,181 57,3 85,151 77,332 <7,819> Maintenance 853,469 822,307 <31,162	237,031	515,207	~231,310>	STOR FILE ENTERTRIDES	<1,170,240>	2,321,119	~3,310,023>	~4/1,010>	~+,1/+,00/>		
67,981 93,368 25,387 Allocated Exp. Fin 491,393 737,983 24,6044 9,736 80,9 38,776 59,618 20,842 Allocated ExpIS 304,710 465,160 160,450 6,456 53,0 16,988 27,724 10,736 Allocated Exp. Mktg 151,843 224,856 90,013 3,058 25,5 47,397 58,503 11,106 Allocated Exp. Othr SA 316,495 491,373 174,878 7,181 57,3 85,151 77,322 <7,819> Maintenance 853,469 822,307 <31,1627				Less: Allocated Exp							
67,981 93,368 25,387 Allocated Exp. Fin 491,393 737,983 24,6044 9,736 80,9 38,776 59,618 20,842 Allocated ExpIS 304,710 465,160 160,450 6,456 53,0 16,988 27,724 10,736 Allocated Exp. Mktg 151,843 224,856 90,013 3,058 25,5 47,397 58,503 11,106 Allocated Exp. Othr SA 316,495 491,373 174,878 7,181 57,3 85,151 77,322 <7,819> Maintenance 853,469 822,307 <31,1627		(0 - · -	o ····	Allegeted D. 11D	500			or	0.40		
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47,397 58,503 11,106 Allocated Exp Othr SA 316,495 491,373 174,878 7,181 57,3 85,151 77,332 <7,819> Maintenance 853,469 822,307 <31,162> 96,271 767,1 16,756 17,969 1,213 Utilities 145,408 175,741 30,333 11,027 100,3 48,104 57,888 9,784 Depreciation 489,595 578,880 89,285 49,851 530,0 378,863 453,267 74,404 TOTAL ALLOCATED EXP 3,255,724 4,061,242 805,518 218,656 19,69,3 <121,232> 61,940 <183,172> NET REVENUE <4,451,970> <1,739,463> <2,712,507> <690,474> <6,137,9		27,724	10,736	Allocated Exp. Mktg	151,843	241,856	90,013	3,058	25,584		
16,756 17,969 1,213 Utilities 145,408 175,741 30,333 11,027 100,3 48,104 57,888 9,784 Depreciation 489,595 578,880 89,285 49,851 530,0 378,863 453,267 774,404 TOTAL ALLOCATED EXP 3,255,724 4,061,242 805,518 218,656 19,603 <121,232> 61,940 <183,172> NET REVENUE <4,451,970><<1,739,463> <2,712,507><6690,474><<6,137,9					316,495				57,373		
48,104 57,888 9,784 Depreciation 489,595 578,880 89,285 49,851 530,0 378,863 453,267 74,404 TOTAL ALLOCATED EXP 3,255,724 4,061,242 805,518 218,656 1,963,3 <121,232> 61,940 <183,172> NET REVENUE <4,451,970> <1,739,463> <2,712,507> <609,474> <6,137,9									767,179		
378,863 453,267 74,404 TOTAL ALLOCATED EXP 3,255,724 4,061,242 806,518 218,656 1,963,3 <121,232> 61,940 <183,172> NET REVENUE <4,451,970> <1,739,463> <2,712,507> <690,474> <6,137,9									530,098		
<121,232> 61,940 <183,172> NET REVENUE <4,451,970> <1,739,463> <2,712,507> <6690,474> <6,137,9 0	378,863	453,267			3,255,724	4,061,242	805,518	218,656	1,963,396		
0 0			<183,172>						<6,137,953>		
0 0	0	0	0	Allocated-Svs and Ent	0	0	0	0	0		
<121,232> 61,940 <183,172> NET INCOME (LOSS) <4,451,970> <1,739,463> <2,712,507> <6690,474> <6,137,9 256,695 390,081 <133,386> TOTAL CUSTOMER COUNT 1,313,543 2,626,547 <1,313,004> 12,181 73,86 95,266 105,904 <10,638> 3RD PARTY CUST COUNT 461,266 753,438 <292,172> 3,384 24,4 161,429 284,177 <122,748> ASUCLA CUSTOMER COUNT 852,277 1,873,109 <1,020,832> 8,797 49,3 8.65 6.78 1.87 TOTAL AVERAGE CHECK 8.33 6.93 1.40 7.20 6. 10.90 10.13 0.77 3RD PARTY AVG CHECK 10.58 9.98 0.60 8.50 8. 7.32 5.53 1.79 ASUCLA AVERAGE CHECK 7.11 5.70 1.41 6.70 6. 24,825 29,078 4,253 EMPLOYEE HOURS 184,594 236,062 51,468 6,943 66,0									0		
256,695 390,081 <133,386> TOTAL CUSTOMER COUNT 1,313,543 2,626,547 <1,313,004> 12,181 73,8 95,266 105,904 <10,638> 3RD PARTY CUST COUNT 461,266 753,438 <292,172> 3,384 244, 161,429 284,177 <122,748> ASUCLA CUSTOMER COUNT 852,277 1,873,109 <1,020,832> 8,797 49,3 8.65 6.78 1.87 TOTAL AVERAGE CHECK 8.33 6.93 1.40 7.20 6. 10.90 10.13 0.77 3RD PARTY AVG CHECK 10.58 9.98 0.60 8.50 8. 7.32 5.53 1.79 ASUCLA AVERAGE CHECK 7.11 5.70 1.41 6.70 6. 24,825 29,078 4,253 EMPLOYEE HOURS 184,594 236,062 51,468 6,943 660.											
95,266 105,904 <10,638> 3RD PARTY CUST COUNT 461,266 753,438 <292,172> 3,384 24,4 161,429 284,177 <122,748> ASUCLA CUSTOMER COUNT 852,277 1,873,109 <1.020,832> 8,797 49,3 8.65 6.78 1.87 TOTAL AVERAGE CHECK 8.33 6.93 1.40 7.20 6. 10.90 10.13 0.77 3RD PARTY AVG CHECK 10.58 9.98 0.60 8.50 8. 7.32 5.53 1.79 ASUCLA AVERAGE CHECK 7.11 5.70 1.41 6.70 6. 24,825 29,078 4,253 EMPLOYEE HOURS 184,594 236,062 51,468 6,943 66,0	<121,232>	61,940	<183,172>	NET INCOME (LOSS)	<4,451,970>	<1,739,463>	<2,712,507>	<690,474>	<6,137,953>		
95,266 105,904 <10,638> 3RD PARTY CUST COUNT 461,266 753,438 <292,172> 3,384 24,4 161,429 284,177 <122,748> ASUCLA CUSTOMER COUNT 852,277 1,873,109 <1.020,832> 8,797 49,3 8.65 6.78 1.87 TOTAL AVERAGE CHECK 8.33 6.93 1.40 7.20 6. 10.90 10.13 0.77 3RD PARTY AVG CHECK 10.58 9.98 0.60 8.50 8. 7.32 5.53 1.79 ASUCLA AVERAGE CHECK 7.11 5.70 1.41 6.70 6. 24,825 29,078 4,253 EMPLOYEE HOURS 184,594 236,062 51,468 6,943 66,0	256 605	390 081	<133 384~	TOTAL CUSTOMER COUNT	1 313 5/13	2,626 5.47	<1.313 00/~	12 191	73,833		
161,429 284,177 <122,748 ASUCLA CUSTOMER COUNT 852,277 1,873,109 <1,020,832 8,797 49,3 8.65 6.78 1.87 TOTAL AVERAGE CHECK 8.33 6.93 1.40 7.20 6. 10.90 10.13 0.77 3RD PARTY AVG CHECK 10.58 9.98 0.60 8.50 8. 7.32 5.53 1.79 ASUCLA AVERAGE CHECK 7.11 5.70 1.41 6.70 6. 24,825 29,078 4,253 EMPLOYEE HOURS 184,594 236,062 51,468 6,943 66,043									24,498		
10.90 10.13 0.77 3RD PARTY AVG CHECK 10.58 9.98 0.60 8.50 8. 7.32 5.53 1.79 ASUCLA AVERAGE CHECK 7.11 5.70 1.41 6.70 6. 24,825 29,078 4,253 EMPLOYEE HOURS 184,594 236,062 51,468 6,943 66,0									49,335		
10.90 10.13 0.77 3RD PARTY AVG CHECK 10.58 9.98 0.60 8.50 8. 7.32 5.53 1.79 ASUCLA AVERAGE CHECK 7.11 5.70 1.41 6.70 6. 24,825 29,078 4,253 EMPLOYEE HOURS 184,594 236,062 51,468 6,943 66,0	0.75		4 0-	TOTAL AVEDAGE OUTON	0.05	1.05		7.00	1.01		
7.32 5.53 1.79 ASUCLA AVERAGE CHECK 7.11 5.70 1.41 6.70 6. 24,825 29,078 4,253 EMPLOYEE HOURS 184,594 236,062 51,468 6,943 66,043									6.96 8.29		
24,825 29,078 4,253 EMPLOYEE HOURS 184,594 236,062 51,468 6,943 66,0									6.30		
D4.41 00.49 C6.09 DALES/LABOR HOUR 3/.18 49.80 <12.62 9.82 6.									66,014		
	54.41	60.49	<6.09>	SALES/LABOR HOUR	37.18	49.80	<12.62>	9.82	6.05		

ASUCLA Finance Office 06/22

LICENSING & SERVICES INCOME STATEMENT

MAY. 1	0(05/01/22-05/2	28/22)]	F	ISCAL YEAR 21-2	2	FISCAL YE	AR 20-21
C	URRENT MONTH				MO(08/01/21-05		LAST YEAF	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
19,715	33,233	<13,518>	PHOTOGRAPHY	83,156	172,380	<89,224>	2,280	29,472
0	8,334	<8,334>	MARKETING VENTURES	9,225	83,332	<74,107>	0	36,933
19,715	41,567	<21,852>	TOTAL SALES	92,381	255,712	<163,331>	2,280	66,405
0	520	520	Less: Cost of Sales	80	3,093	3,013	<173>	890
19,715	41,047	<21,332>	GROSS MARGIN	92,301	252,619	<160,318>	2,453	65,514
100.0	98.8	1.3	GROSS MARGIN %	99.9	98.8	1.1	107.6	98.7
100.0	98.4	1.6	PHOTOGRAPHY	99.9	98.2	1.7	100.0	99.3
0.0	100.0	<100.0>	MARKETING VENTURES	100.0	100.0	0.0	0.0	98.2
482,027	304,617	177,410	TRADEMARKS AND LICENSING	3,812,479	2,696,448	1,116,031	216,553	1,870,046
123,940	131,568		LEASED OPS	1,181,935	1,250,115	<68,180>	109,735	1,106,128
18,409	18,409	0	SPONSORSHIPS	184,091	184,090	1	18,011	180,113
10,000	0	10,000	MARKETING VENTURES	63,640	0	63,640	0	0
634,377	454,594	179,783	OTHER INCOME	5,242,145	4,130,653	1,111,492	344,300	3,156,286
654,092	495,641	158,451	GROSS MARGIN/OTHER	5,334,446	4,383,272	951,174	346,753	3,221,801
			Less: Controllable Exp					
15 ((5	44.070	4 007	0	440.044			10 710	174.000
45,665	44,278		Career Wages	440,314	444,980	4,666	49,719	474,328
0	600	600	Limited Appointment	0	4,650	4,650	0	0
0	500	500	Student Wages	<0>	4,625	4,625	0	0
45,665	45,378		TOTAL WAGES	440,314	454,255	13,941	49,719	474,328
231.6	109.2	<122.5>	WAGE % TO SALES	476.6	177.6	<299.0>	2,180.8	714.3
22 720	01.070	2 / 50	Frankrige Damastite	011 001	011 000	1	24 502	222 (00
23,729	21,079		Employee Benefits	211,931	211,930	<1>	26,583	232,699
1,061	145		Office Supplies	1,940	1,450	<490>	86	520
460	570	110	Telephone	4,635	5,450	815	474	4,517
0	85	85	Postage	28	945	917	0	30
0	1,750	1,750	Trav/Trips/Conference	10,711	16,000	5,289	0 0	11,216
	0 50	0	Membership Fees	2,400	2,500 970	100 205		2,400
0		50	Operating Supplies	765 23,799			0	821
1,333	3,667	2,334	Enforcement		36,666	12,867	1,332	14,234 0
0	30,026	30,026	Advertising	87,880	300,260	212,380	0	-
4,500 0	2,208 0	<2,292>	Business Promotion	26,982 0	22,076 600	<4,906> 600	19,950 0	50,420 0
0	0	0	Repairs & Maintenance	22,590	000	<22,590>	0	0
3,200	4,825	1,625	Printing Professional Services	22,590 46,153	48,250	<22,590> 2,097	3,200	37,000
0	1,250 4,166	1,250 4,166	Legal Trademark	5,250 57,770	12,500 41,660	7,250 <16,110>	0 0	21,500 42,064
90,740	4,100 68,573		Intern'l Agnt Fee/Tax	527,311	41,000 345,965	<181,346>	31,764	42,064 220,517
90,740 18,045	68,573 13,028		Domestic Agency Fee	199,981	345,965 176,310	<181,346> <23,671>	31,764 10,054	220,517 113,938
62,999	28,229		Payment to UCLA	708,912	505,299	<203,613>	10,054 34,705	391,050
206.066	179,651		TOTAL OTHER CONTROL.	1,939,038	1,728,831	<210,207>	128,148	1,142,924
251,731	225,029		TOTAL CONTROLLABLE EXP	2,379,352	2,183,086	<196,266>	120,140	1,142,924
201,701	223,021	~20,702>	GROSS CONTRIBUTION TO	2,017,002	2,103,000	<170,2002	177,007	1,017,232
402,361	270,612	131,749	SVCS AND ENTERPRISES	2,955,094	2,200,186	754,908	168,886	1,604,549
102,001	270,012	101,717		2,700,071	2,200,100	701,700	100,000	1,001,017
			Less: Allocated Exp					
			Less: Anotated Exp					
4,361	4,115	< 246 \	Allocated ExpHR	42,568	40,979	<1,589>	5,274	54,353
24,912	20,102		Allocated Exp. Fin	270,614	193,800	<76,814>	27,862	302,146
14,929	13,237		Allocated ExpIS	175,113	126,363	<48,750>	19,124	205,387
6,540	6,156		Allocated Exp. 413	93,410	65,417	<48,750>	9,060	205,387 97,804
18,248	12,989		Allocated Exp. Miktg	177,304	133,615	<43,689>	9,000	223,335
43,815	39,806		Maintenance	439,161	423,275	<15,886>	49,314	223,335 392,986
8,622	9,248	<4,009 <i>></i> 626	Utilities	74,821	423,275 90,450	15,629	49,314 5,648	592,960 51,421
1,447	9,248 2,531	1,084	Depreciation	20,742	90,430 25,310	4,568	2,536	25,826
122,874	108,184	<14,690>		1,293,732	1,099,209	<194,523>	140,092	1,353,259
122,074	100,104	< 14,070>		1,273,132	1,077,207	×174,020>	140,072	1,333,237
279,487	162,428	117,059	NET INCOME (LOSS)	1,661,362	1,100,977	560,385	28,793	251,290
217,107	102,720	117,007		.,001,002	.,100,777	000,000	20,175	201,270

UCLA STUDENT UNION INCOME STATEMENT

MAY. 10(05/01/22-05/28/22)			FISCAL YEAR 21-22			FISCAL YEAR 20-21		
	CURRENT MONTH			YTD 10 MO(08/01/21-05/28/22)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
57.000	10.07/	47.45/		0/7 070	070 475	5 405	54 700	040 447
57,232	40,076		EVENT SERVICES OFFICE	367,070 101,447	372,175 215,368	<5,105>	54,720	212,447
14,310 71,541	31,278 71,354		AU POST OFFICE TOTAL SALES	468,517	587,543	<113,921> <119,026>	891 55.610	7,587 220,035
71,541	71,554	107	TOTAL SALLS	400,517	307,343	<119,020>	55,010	220,033
13,745	30,590	16,845	AU Post Office Cost	97,529	210,628	113,099	394	6,167
19,732	9,144		Facilities Costs	96,704	79,815	<16,889>	3,450	32,614
33,477	39,734	6,257	Less: Cost of Sales	194,233	290,443	96,210	3,844	38,781
46.8	55.7	8.9	COST OF SALES %	41.5	49.4	8.0	6.9	17.6
38,064	31,620	6,444	GROSS MARGIN	274,285	297,100	<22,815>	51,766	181,254
53.2	44.3	8.9	GROSS MARGIN %	58.5	50.6	8.0	93.1	82.4
65.5	77.2	-11 7	EVENT SERVICES OFFICE	73.7	78.6	<4.9>	93.7	84.7
4.0	2.2		AU POST OFFICE	3.9	2.2	<4.9 <i>></i> 1.7	93.7 55.8	18.7
4.0	2.2	1.0		5.7	2.2	1.7	55.0	10.7
69,298	65,000	4,298	STRATEGIC FUNDING	602,630	405,000	197,630	0	125,000
17,500	17,000		STUDENT UNION OPS	61,250	136,000	<74,750>	0	0
1,310	1,200	110	EVENT SERVICES OFFICE	8,865	7,425	1,440	1,450	5,875
79,266	44,024		STUDENT PROGRAMMING	206,153	189,359	16,794	85	914
2,746	5,756		AU POST OFFICE	21,011	39,437	<18,426>	153	1,190
170,120	132,980	37,140	OTHER INCOME	899,909	777,221	122,688	1,688	132,980
208,184	164,600	43,584	GROSS MARGIN/OTHER	1,174,194	1,074,321	99,873	53,454	314,233
			Lass, Controllable Fun					
			Less: Controllable Exp					
32,324	40,315	7,991	Career Wages	276,758	395,878	119,120	35,186	352,309
20,922	22,785	1,863	Student Wages	196,052	203,723	7,671	13,373	92,430
53,246	63,100	9,854	TOTAL WAGES	472,810	599,601	126,791	48,559	444,739
74.4	88.4	14.0	WAGE % TO SALES	100.9	102.1	1.1	87.3	202.1
29.8	36.9	7.1	EVENT SERVICES OFFICE	34.1	37.6	3.5	20.4	53.0
17 101	10 (10			100.005	101 (07	50.040	17.000	444.470
17,434	19,618	2,184	Employee Benefits	138,395	191,607	53,212	17,938	166,670
757 2,475	890 2,824	133 349	Office Supplies Telephone	7,014	12,003 28,243	4,989 6,613	2,557 2,073	5,673 21,385
<2,322>	2,824	2,322	Trav/Trips/Conference	21,630 2,924	5,575	2,651	2,073	3,523
552	0		24 Hour Study Lounge	552	7,972	7,420	0	0
2,302	0		Student Comm Art	2,399	6,556	4,157	0	2,067
265	700		Training Programs	4,342	6,800	2,458	0	849
5,002	3,019	<1,983>	Annual ASUCLA Events	76,232	37,382	<38,850>	2,354	14,811
66,638	31,114	<35,524>	Student Event Exp	151,567	139,762	<11,805>	96	<1,262>
0	0	0	Operating Supplies	300	300	0	0	0
0	0	0	Uniforms	1,637	1,700	63	0	0
36	180	144	Advertising	3,845	5,404	1,559	0	2,162
185	180		Business Promotion	1,694	1,800	106	160	1,561
2,247 516	2,740 882		Repairs & Maintenance Bank Card Expense	26,664 3,953	34,057 6,069	7,393 2,116	1,645 139	18,501 1,490
516	882 50	300 50	Overs/Shorts	3,953 <279>	6,069 500	2,116 779	0	1,490
0	0		Student Support Svcs	3,060	2,887	<173>	0	0
0	250	250	COVID-19	34,055	1,250	<32,805>	40	2,398
7,709	7,709	0	Interaction Fund	77,090	77,090	0	6,083	82,833
11,515	12,857	1,342	STUDENT UNION EVENT F	66,867	79,717	12,850	987	4,418
115,313	83,013		TOTAL OTHER CONTROL.	623,944	646,674	22,730	34,071	327,078
168,559	146,113	<22,446>	TOTAL CONTROLLABLE EXP	1,096,754	1,246,275	149,521	82,630	771,817
20 / 25	10 407	01 100	GROSS CONTRIBUTION TO		,171 054	240.204	- 20 475	. 457 504
39,625	18,487	21,138	SVCS AND ENTERPRISES	77,440	<171,954>	249,394	<29,175>	<457,584>
			Less: Allocated Exp					
			2000. Miloudiou Exp					
5,085	5,723	638	Allocated ExpHR	45,189	53,566	8,377	5,151	50,914
9,204	8,278		Allocated Exp. Fin	63,339	56,208	<7,131>	4,606	36,138
5,515	5,451		Allocated ExpIS	41,000	36,499	<4,501>	3,162	24,507
2,416	2,535	119	Allocated Exp. Mktg	21,264	18,940	<2,324>	1,498	11,408
6,742	5,349		Allocated Exp Othr SA	45,135	38,705	<6,430>	3,517	27,175
53,513	48,598		Maintenance	536,367	516,766	<19,601>	59,804	476,577
10,531	11,293		Utilities	91,382	110,444	19,062	6,850	62,359
20,358	24,653		Depreciation	213,597	246,522	32,925	21,425	224,471
113,365	111,880	<1,485>	TOTAL ALLOCATED EXP	1,057,273	1,077,650	20,377	106,012	913,548
<73,740>	<93,393>	19,653	NET INCOME (LOSS)	<979,834>	<1,249,604>	269,770	<135,188>	<1,371,132>
\$10,107	\$70,0702	17,000				207,110	.100,100/	

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

MAY. 10(05/01/22-05/28/22)]	FISCAL YEAR 21-22			FISCAL YEAR 20-21		
CURRENT MONTH			YTD 10 MO(08/01/21-05/28/22)		LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
346,730	364,045	17,315	Career Wages	3,607,583	3,639,894	32,311	365,111	3,536,364
9,097	815	<8,282>	Limited Appointment	43,655	11,755	<31,900>	0	4,418
33,726	34,543	817	Student Wages	243,400	316,588	73,188	17,621	102,484
389,554	399,403	9,849	TOTAL WAGES	3,894,638	3,968,237	73,599	382,732	3,643,266
6.1	6.3	0.2	WAGE % TO TOTAL SALES	7.8	6.9	<0.9>	13.6	14.6
350	4,635	4,285	Emp Awards, Profess.	25,723	18,135	<7,588>	1,014	20,702
7,881	6,911	<970>	Emp Awards, Students	11,986	10,108	<1,878>	4,703	4,703
171,787	175,196	3,409	Employee Benefits	1,733,983	1,764,674	30,691	184,135	1,776,144
6,320	6,887	567	Office Supplies	53,743	69,516	15,773	1,728	30,981
5,340	7,569	2,229	Telephone	56,769	74,717	17,948	6,390	56,132
465	752	287	Postage	4,265	6,525	2,260	585	4,123
27	3,200	3,173	Trav/Trips/Conference	2,166	49,144	46,978	0	2,251
263	200		Expense Allowance	690	2,000	1,310	0	480
9,780	1,500		Employee Relations	49,246	19,000	<30,246>	379	7,761
5,208	5,000	<8,280> <208>	Training Programs	20,650	50,000	29,351	0	3,245
							-	
666	750	84	Fingerprinting	3,774	6,750	2,976	0	0
45	320	275	Recruitment	7,879	6,380	<1,499>	151	4,457
0	0	0	Membership Fees	0	226	226	0	219
0	20	20	Periodical Subscription	2,324	346	<1,978>	55	299
498	1,214	716	Operating Supplies	9,970	9,485	<485>	858	3,734
0	0	0	Training Courses	82	0	<82>	0	0
0	0	0	Freight Out	4	0	<4>	0	0
0	275	275	Uniforms	2,927	2,750	<177>	0	2,897
<400>	<200>	200	Security Expense	1,900	<1,600>	<3,500>	0	<251>
1,243	100	<1,143>	Security Equipment	2,716	1,000	<1,716>	301	3,349
2,087	2,500	413	Alarm Monitoring	23,474	25,000	1,526	2,063	23,676
0	2,414	2,414	Advertising	30,274	28,972	<1,302>	2,160	11,258
0	103	103	Benefits U Adv	7,846	8,809	963	2,100	1,894
5,274	8,848	3,574	Repairs & Maintenance	73,654	94,757	21,103	6,613	67,872
957								
	1,525	568	Repair-Mtce Computer	8,826	14,942	6,116	860	9,571
4,959	17,296	12,337	Repairs & Mtce-Equip	116,422	152,865	36,444	26,254	143,770
0	185	185	Printing	0	1,665	1,665	0	0
2,500	2,500	0	Bruin One Card Exp	25,453	25,453	0	500	5,000
<30>	41	71	Overs/Shorts	35	410	375	0	6
29,189	37,835	8,646	Insurance Expense	335,120	378,350	43,230	34,395	343,950
12,933	14,722	1,789	Professional Services	142,776	171,943	29,167	9,539	160,144
1,227	1,224	<3>	Legal	12,267	12,240	<27>	1,188	11,883
9,700	9,700	1	External Audit	123,245	123,244	<1>	9,417	111,667
3,496	1,000	<2,496>	Temp Agency Service	14,543	9,000	<5,543>	0	1
8,630	8,609	<21>	Internal Audit	86,303	86,090	<213>	8,358	83,576
7,360	7,360	0	Tax Consulting	15,496	15,496	0	7,145	15,044
0	10,742	10,742	PROFESSIONAL FEES PCI	10,071	32,415	22,344	455	10,139
35,838	32,083	<3,755>		337,297	319,684	<17,613>	26,299	262,990
25,269	11,330		Board of Directors	122,438	118,158	<4,280>	14,719	115,815
25,209	500		Special Projects	2,676	5,000	2,324	0	1,000
						2,324 <3,023>		
3,667	2,410		Misc. Bank Charges	31,278	28,255		3,080	25,047
4,576	4,100		Armored Carrier Expense	32,681	32,400	<281>	180	1,869
16,666	17,167	501	UC PATH CHARGES	166,660	171,666	5,006	8,333	83,330
0	948	948	COVID-19	2,839	9,463	6,624	374	8,403
4,712	4,712	0	Student Med Supp Fund	45,915	46,914	999	3,575	39,481
8,158	8,158	0	UCLA Recharge Expense	81,580	81,580	0	8,158	81,580
126	500	374	Special Events	7,634	25,000	17,366	250	6,099
396,767	422,841	26,074	TOTAL OTHER CONTROL.	3,847,597	4,108,927	261,330	374,212	3,546,293
786,321	822,244	35,923	TOTAL CONTROLLABLE EXP	7,742,235	8,077,164	334,929	756,944	7,189,560
			Less: Allocated Exp					
			l '					
23,383	21,159	<2 224>	Maintenance	234,366	225,038	<9,328>	26,153	208,415
4,601	4,934	333	Utilities	39,929	48,253	8,324	2,996	27,270
22,465	20,090		Depreciation	191,128	200,906	9,778	17,699	241,269
50,449	46,183	<4,266>	TOTAL ALLOCATED EXP	465,423	474,197	8,774	46,848	476,954
836,770	868,427	31,657	NET EXPENSE	8,207,658	8,551,361	343,703	803,792	7,666,514
<751,141>	<787,695>		Allocated-Svs and Ent	<7,336,154>	<7,684,542>	<348,388>	<720,905>	<6,818,137>
<42,240>	<42,240>	0	Allocated-USAC	<439,653>	<439,653>	0	<42,155>	<430,283>
<3,721>	<3,721>	0	Allocated-GSA	<43,850>	<43,850>	0	<3,483>	<39,019>
<39,668>	<37,603>	2,065	Allocated-Comm Board	<388,002>	<383,316>	4,686	<37,248>	<379,075>
<836,770>	<871,259>	<34,489>	TOTAL OTHER	<8,207,658>	<8,551,361>	<343,703>	<803,792>	<7,666,514>
0	<2,832>	<2,832>	TOTAL EXPENSE	0	0	<0>	0	0

FACILITIES EXPENSE STATEMENT

MAY. 10(05/01/22-05/28/22)			FISCAL YEAR 21-22			FISCAL YEAR 20-21		
CURRENT MONTH			YTD 10 MO(08/01/21-05/28/22)		/28/22)	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
440.040	444 700	0.074	o	4 500 0.17	1 500 050	50.011	470.450	1 000 714
143,848	146,722	2,874	Career Wages	1,528,947	1,588,858	59,911	170,153	1,333,714
3,870	15,086		Limited Appointment	30,128	144,652	114,524	6,393	47,934
415	1,324	909	Student Wages	6,321	14,564	8,243	2,771	16,458
<569>	<650>		Labor Recharge	<13,969>	<6,620>	7,349	<240>	<1,770>
<9,781>	<13,407>		Billed Labor Costs	<93,293>	<134,070>	<40,777>	<6,738>	<97,711>
<1,240>	<5,000>		Capitalized Wages	<26,443>	<50,000>	<23,557>	<2,540>	<7,265>
136,542	144,075	7,533	TOTAL WAGES	1,431,690	1,557,384	125,694	169,799	1,291,360
01.070	85,378	4,008	Employee Benefits	874,059	926,600	52,541	103,588	781,891
81,370			1 5					
163 828	525 1.040	362 212	Office Supplies	2,057 9,550	2,800	743 850	149 851	1,448 8,570
			Telephone		10,400			
0	0	0	Trav/Trips/Conference	0	3,000	3,000	0	200
0	200	200	Training Programs	12,000	2,000	<10,000>	0	0
7,985	4,500	<3,485>		50,176	45,000	<5,176>	1,685	14,900
11.2	6.3		Paper % To Sales	10.7	7.7	<3.1>	3.0	6.8
5,337	5,250		Cleaning Supplies	33,146	52,500	19,354	1,291	16,567
1,853	1,625		Replacements	20,103	16,250	<3,853>	<916>	13,454
346	440		Laundry	4,802	6,226	1,424	362	4,533
33,174	27,500		Repairs & Maintenance	349,239	283,100	<66,139>	12,340	226,131
3,390	4,650		Repairs & Mtce-Elevator	56,521	49,500	<7,021>	5,047	45,293
0	0		Repairs & Mtce-Equip	1,445	1,050	<395>	198	3,275
57	600		Painting Program	1,723	16,000	14,277	1,608	4,203
9,473	500		Incidental Proj Exp	1,496	5,000	3,504	<1,554>	22,613
4,537	6,300		Air Conditioning-Maint	34,091	49,875	15,784	12,787	35,664
10,499	11,015		Rub Remvl/Hauling	85,004	111,070	26,066	3,762	31,047
3,538	3,780		Rodent & Pest Control	31,982	37,800	5,818	3,160	41,921
1,359	900		Rentals-Truck	16,472	9,000	<7,472>	1,659	8,078
0	1,600	1,600	COVID-19	2,114	16,000	13,886	24,043	131,279
0	<31,487>		UCLA Cost Sharing	0	<336,058>	<336,058>	0	0
163,910	124,316	<39,594>	TOTAL OTHER CONTROL.	1,585,982	1,307,113	<278,869>	170,061	1,391,069
300,452	268,391	<32,061>	TOTAL CONTROLLABLE EXP	3,017,672	2,864,497	<153,175>	339,860	2,682,428
			Less: Allocated Exp					
25,580	27,842	2,262	Depreciation	249,921	278,429	28,508	24,578	247,077
25,580	27,842	2,202	TOTAL ALLOCATED EXP	249,921	278,429	28,508	24,578	247,077
326,032	296,233		NET EXPENSE	3,267,593	3,142,926	<124,667>	364,438	2,929,505
320,032	270,233	<27,177>	INET EXFENSE	3,207,373	3,142,920	<124,007>	304,438	2,929,303
<280,498>	<254,754>	25,744	Allocated-Svs and Ent	<2,811,446>	<2,708,870>	102,576	<314,719>	<2,507,989>
<8,761>	<8,761>	0	Allocated-USAC	<87,634>	<87,634>	0	<8,946>	<89,484>
<3,410>	<3,410>		Allocated-GSA	<34,109>	<34,109>	0	<3,497>	<34,978>
<9,981>	<8,149>	1,832	Allocated-Comm Board	<100,038>	<87,236>	12,802	<11,123>	<88,640>
<23,383>	<21,159>	2,224	Allocated-A & SS	<234,366>	<225,077>	9,289	<26,153>	<208,415>
<326,032>	<296,233>	29,799	TOTAL OTHER	<3,267,593>	<3,142,926>	124,667	<364,438>	<2,929,505>
1020,0027	.270,2007	,.,,				.2.,007		21,2,10007
0	0	<0>	TOTAL EXPENSE	0	0	<0>	0	<0>

UTILITIES EXPENSE STATEMENT

MAY. 10(05/01/22-05/28/22)			FISCAL YEAR 21-22			FISCAL YEAR 20-21		
CURRENT MONTH			YTD 10 MO(08/01/21-05/28/22)		LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
9,858	7,782	<2,076>	Chiller Water	80,319	121,479	41,160	5,726	64,436
40,211	47,998	7,787	Elec-Non Air Cond.	371,242	468,455	97,213	29,689	271,720
5,197	9,798	4,601	Water-Non Air Cond.	55,405	88,830	33,425	1,778	18,792
7,857	7,857	0	Steam-Non Air Cond.	39,875	59,318	19,443	5,990	42,516
1,540	3,813	2,273	Gas	18,133	29,303	11,170	554	3,784
0	0	0	Energy Management	0	<10,000>	<10,000>	0	0
0	<8,111>	<8,111>	UCLA Cost Sharing	0	<80,573>	<80,573>	0	0
64,663	69,137	4,474	TOTAL OTHER CONTROL.	564,974	676,812	111,838	43,737	401,248
64,663	69,137	4,474	TOTAL CONTROLLABLE EXP	564,974	676,812	111,838	43,737	401,248
<55,198>	<59,196>	<3,998>	Allocated-Svs and Ent	<478,993>	<578,948>	<99,955>	<36,047>	<328,163>
<2,088>	<2,088>	0	Allocated-USAC	<20,880>	<20,880>	0	<2,459>	<24,598>
<812>	<812>	0	Allocated-GSA	<8,128>	<8,128>	0	<961>	<9,618>
<1,964>	<2,107>	<143>	Allocated-Comm Board	<17,044>	<20,603>	<3,559>	<1,274>	<11,598>
<4,601>	<4,934>	<333>	Allocated-A & SS	<39,929>	<48,253>	<8,324>	<2,996>	<27,270>
<64,663>	<69,137>	<4,474>	TOTAL OTHER	<564,974>	<676,812>	<111,838>	<43,737>	<401,248>
0	0	<0>	TOTAL EXPENSE	<0>	0	0	0	<0>