

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
November (10/29/23 - 11/25/23)**

**Prepared  
December 15, 2023**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES  
INCOME AND LOSS SUMMARY - NOVEMBER 2023 (\$000's)  
DIVISIONS AT CONTRIBUTION LEVEL**

NOVEMBER (10/29/23 - 11/25/23)										FY 22-23		FISCAL YEAR 2023-2024										FY 22-23	
CURRENT MONTH										**		YTD 4 MONTHS (07/30/23 - 11/25/23)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
3,417		3,704		(287)	(7.7%)	354	11.6%	3,063				18,692		18,467		225	1.2%	1,458	8.5%	17,234			
2,049		1,869		180	9.6%	681	49.8%	1,368				6,140		6,406		(266)	(4.2%)	1,403	29.6%	4,737			
807		1,161		(354)	(30.5%)	(100)	(11.0%)	907				2,398		2,960		(562)	(19.0%)	31	1.3%	2,367			
121		313		(192)	(61.3%)	25	26.0%	96				4,219		843		3,376	400.5%	3,777	854.5%	442			
<b>6,394</b>		<b>7,047</b>		<b>(653)</b>	<b>(9.3%)</b>	<b>960</b>	<b>17.7%</b>	<b>5,434</b>				<b>31,449</b>		<b>28,676</b>		<b>2,773</b>	<b>9.7%</b>	<b>6,669</b>	<b>26.9%</b>	<b>24,780</b>			
1,288	37.7%	1,325	35.8%	(37)		174	1.3	1,114	36.4%			6,307	33.7%	6,153	33.3%	154	0.4	809	1.8	5,498	31.9%		
1,447	70.6%	1,296	69.3%	151	1.3	464	(1.3)	983	71.9%			4,401	71.7%	4,466	69.7%	(65)	2.0	1,019	0.3	3,382	71.4%		
807	100.0%	1,161	100.0%	(354)	0.0	(100)	0.0	907	100.0%			2,398	100.0%	2,960	100.0%	(562)	0.0	31	0.0	2,367	100.0%		
85	70.2%	284	90.7%	(199)	(20.5)	11	(6.9)	74	77.1%			4,109	97.4%	729	86.5%	3,380	10.9	3,775	21.8	334	75.6%		
<b>3,627</b>	<b>56.7%</b>	<b>4,066</b>	<b>57.7%</b>	<b>(439)</b>	<b>(1.0)</b>	<b>549</b>	<b>0.1</b>	<b>3,078</b>	<b>56.6%</b>			<b>17,215</b>	<b>54.7%</b>	<b>14,308</b>	<b>49.9%</b>	<b>2,907</b>	<b>4.8</b>	<b>5,634</b>	<b>8.0</b>	<b>11,581</b>	<b>46.7%</b>		
747	21.9%	719	19.4%	(28)	(2.5)	(87)	(0.4)	660	21.5%			2,935	15.7%	2,886	15.6%	(49)	(0.1)	(340)	(0.6)	2,595	15.1%		
904	44.1%	890	47.6%	(14)	3.5	(63)	17.4	841	61.5%			3,344	54.5%	3,452	53.9%	108	(0.6)	(234)	11.2	3,110	65.7%		
66	8.2%	75	6.5%	9	(1.7)	(6)	(1.6)	60	6.6%			247	10.3%	296	10.0%	49	(0.3)	11	0.6	258	10.9%		
95	78.5%	103	32.9%	8	(45.6)	1	21.5	96	100.0%			380	9.0%	434	51.5%	54	42.5	(85)	57.7	295	66.7%		
<b>1,812</b>	<b>28.3%</b>	<b>1,787</b>	<b>25.4%</b>	<b>(25)</b>	<b>(2.9)</b>	<b>(155)</b>	<b>2.2</b>	<b>1,657</b>	<b>30.5%</b>			<b>6,906</b>	<b>22.0%</b>	<b>7,068</b>	<b>24.6%</b>	<b>162</b>	<b>2.6</b>	<b>(648)</b>	<b>3.3</b>	<b>6,258</b>	<b>25.3%</b>		
284	8.3%	272	7.3%	(12)	(1.0)	(24)	0.2	260	8.5%			1,109	5.9%	1,109	6.0%	0	0.1	(34)	0.3	1,075	6.2%		
197	9.6%	194	10.4%	(3)	0.8	(16)	3.6	181	13.2%			640	10.4%	646	10.1%	6	(0.3)	(70)	1.6	570	12.0%		
264	32.7%	388	33.4%	124	0.7	62	3.2	326	35.9%			814	33.9%	969	32.7%	155	(1.2)	(41)	(1.2)	773	32.7%		
90	74.4%	62	19.8%	(28)	(54.6)	(38)	(20.2)	52	54.2%			345	8.2%	240	28.5%	(105)	20.3	(126)	41.3	219	49.5%		
<b>835</b>	<b>13.1%</b>	<b>916</b>	<b>13.0%</b>	<b>81</b>	<b>(0.1)</b>	<b>(16)</b>	<b>2.0</b>	<b>819</b>	<b>15.1%</b>			<b>2,908</b>	<b>9.2%</b>	<b>2,964</b>	<b>10.3%</b>	<b>56</b>	<b>1.1</b>	<b>(271)</b>	<b>1.4</b>	<b>2,637</b>	<b>10.6%</b>		
257	7.5%	334	9.0%	(77)	(1.5)	63	1.2	194	6.3%			2,263	12.1%	2,158	11.7%	105	0.4	435	1.5	1,828	10.6%		
346	16.9%	213	11.4%	133	5.5	385	19.8	(39)	(2.9%)			417	6.8%	368	5.7%	49	1.1	715	13.1	(298)	(6.3%)		
477	59.1%	699	60.2%	(222)	(1.1)	(44)	1.7	521	57.4%			1,337	55.8%	1,695	57.3%	(358)	(1.5)	0	(0.7)	1,337	56.5%		
(101)	(83.5%)	120	38.3%	(221)	(121.8)	(27)	(6.4)	(74)	(77.1%)			3,384	80.2%	55	6.5%	3,329	73.7	3,564	120.9	(180)	(40.7%)		
<b>979</b>	<b>15.3%</b>	<b>1,366</b>	<b>19.4%</b>	<b>(387)</b>	<b>(4.1)</b>	<b>377</b>	<b>4.2</b>	<b>602</b>	<b>11.1%</b>			<b>7,401</b>	<b>23.5%</b>	<b>4,276</b>	<b>14.9%</b>	<b>3,125</b>	<b>8.6</b>	<b>4,714</b>	<b>12.7</b>	<b>2,687</b>	<b>10.8%</b>		
913	14.3%	892	12.7%	(21)	(1.6)	(80)	1.0	833	15.3%			3,588	11.4%	3,656	12.7%	68	1.3	(450)	1.3	3,138	12.7%		
308	4.8%	268	3.8%	(40)	(1.0)	(1)	0.8	307	5.6%			1,329	4.2%	1,175	4.1%	(154)	(0.1)	(38)	1.0	1,291	5.2%		
79	1.2%	68	1.0%	(11)	(0.2)	(22)	(0.2)	57	1.0%			344	1.1%	294	1.0%	(50)	(0.1)	(67)	0.0	277	1.1%		
179	2.8%	221	3.1%	42	0.3	(7)	0.4	172	3.2%			706	2.2%	884	3.1%	178	0.9	(20)	0.6	686	2.8%		
<b>1,479</b>	<b>23.1%</b>	<b>1,449</b>	<b>20.6%</b>	<b>(30)</b>	<b>(2.5)</b>	<b>(110)</b>	<b>2.1</b>	<b>1,369</b>	<b>25.2%</b>			<b>5,967</b>	<b>19.0%</b>	<b>6,009</b>	<b>21.0%</b>	<b>42</b>	<b>2.0</b>	<b>(575)</b>	<b>2.8</b>	<b>5,392</b>	<b>21.8%</b>		
<b>(500)</b>	<b>(7.8%)</b>	<b>(83)</b>	<b>(1.2%)</b>	<b>(417)</b>	<b>(6.6)</b>	<b>267</b>	<b>6.3</b>	<b>(767)</b>	<b>(14.1%)</b>			<b>1,434</b>	<b>4.6%</b>	<b>(1,733)</b>	<b>(6.0%)</b>	<b>3,167</b>	<b>10.6</b>	<b>4,139</b>	<b>15.5</b>	<b>(2,705)</b>	<b>(10.9%)</b>		
24	0.4%	24	0.3%	0	0.1	12	0.2	12	0.2%			101	0.3%	92	0.3%	9	0.0	80	0.2	21	0.1%		
71	1.1%	35	0.5%	36	0.6	15	0.1	56	1.0%			268	0.9%	146	0.5%	122	0.4	104	0.2	164	0.7%		
(10)	(0.2%)	(10)	(0.1%)	0	(0.1)	4	0.1	(14)	(0.3%)			(40)	(0.1%)	(40)	(0.1%)	0	0.0	16	0.1	(56)	(0.2%)		
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%		
271	4.2%	271	3.8%	0	0.4	5	(0.7)	266	4.9%			1,085	3.5%	1,085	3.8%	0	(0.3)	22	(0.8)	1,063	4.3%		
<b>356</b>	<b>5.6%</b>	<b>320</b>	<b>4.5%</b>	<b>36</b>	<b>1.1</b>	<b>36</b>	<b>(0.3)</b>	<b>320</b>	<b>5.9%</b>			<b>1,414</b>	<b>4.5%</b>	<b>1,283</b>	<b>4.5%</b>	<b>131</b>	<b>0.0</b>	<b>222</b>	<b>(0.3)</b>	<b>1,192</b>	<b>4.8%</b>		
<b>(144)</b>	<b>(2.3%)</b>	<b>237</b>	<b>3.4%</b>	<b>(381)</b>	<b>(5.7)</b>	<b>303</b>	<b>5.9</b>	<b>(447)</b>	<b>(8.2%)</b>			<b>2,848</b>	<b>9.1%</b>	<b>(450)</b>	<b>(1.6%)</b>	<b>3,298</b>	<b>10.7</b>	<b>4,361</b>	<b>15.2</b>	<b>(1,513)</b>	<b>(6.1%)</b>		

**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES  
INCOME AND LOSS SUMMARY - NOVEMBER 2023 (\$000's)  
DIVISIONS FULLY ALLOCATED**

NOVEMBER (10/29/23 - 11/25/23)										FY 22-23		FISCAL YEAR 2023-2024										FY 22-23	
CURRENT MONTH										**		YTD 4 MONTHS (07/30/23 - 11/25/23)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
3,417		3,704		(287)	(7.7%)	354	11.6%	3,063				18,692		18,467		225	1.2%	1,458	8.5%	17,234			
2,049		1,869		180	9.6%	681	49.8%	1,368				6,140		6,406		(266)	(4.2%)	1,403	29.6%	4,737			
807		1,161		(354)	(30.5%)	(100)	(11.0%)	907				2,398		2,960		(562)	(19.0%)	31	1.3%	2,367			
121		313		(192)	(61.3%)	25	26.0%	96				4,219		843		3,376	400.5%	3,777	854.5%	442			
<b>6,394</b>		<b>7,047</b>		<b>(653)</b>	<b>(9.3%)</b>	<b>960</b>	<b>17.7%</b>	<b>5,434</b>				<b>31,449</b>		<b>28,676</b>		<b>2,773</b>	<b>9.7%</b>	<b>6,669</b>	<b>26.9%</b>	<b>24,780</b>			
<b>GROSS INCOME</b>																							
1,288	37.7%	1,325	35.8%	(37)		174	1.9	1,114	36.4%			6,307	33.7%	6,153	33.3%	154	0.4	809	1.8	5,498	31.9%		
1,447	70.6%	1,296	69.3%	151	1.3	464	(1.3)	983	71.9%			4,401	71.7%	4,466	69.7%	(65)	2.0	1,019	0.3	3,382	71.4%		
807	100.0%	1,161	100.0%	(354)	0.0	(100)	0.0	907	100.0%			2,398	100.0%	2,960	100.0%	(562)	0.0	31	0.0	2,367	100.0%		
85	70.2%	284	90.7%	(199)	(20.5)	11	(6.9)	74	77.1%			4,109	97.4%	729	86.5%	3,380	10.9	3,775	21.8	334	75.6%		
<b>3,627</b>	<b>56.7%</b>	<b>4,066</b>	<b>57.7%</b>	<b>(439)</b>	<b>(1.0)</b>	<b>549</b>	<b>0.1</b>	<b>3,078</b>	<b>56.6%</b>			<b>17,215</b>	<b>54.7%</b>	<b>14,308</b>	<b>49.9%</b>	<b>2,907</b>	<b>4.8</b>	<b>5,634</b>	<b>8.0</b>	<b>11,581</b>	<b>46.7%</b>		
<b>GROSS MARGIN</b>																							
1,031	30.2%	991	26.8%	(40)	(3.4)	(110)	(0.1)	921	30.1%			4,044	21.6%	3,995	21.6%	(49)	0.0	(374)	(0.3)	3,670	21.3%		
1,101	53.7%	1,084	58.0%	(17)	4.3	(79)	21.0	1,022	74.7%			3,984	64.9%	4,098	64.0%	114	(0.9)	(304)	12.8	3,680	77.7%		
330	40.9%	462	39.8%	132	(1.1)	56	1.7	386	42.6%			1,061	44.2%	1,266	42.8%	205	(1.4)	(31)	(0.7)	1,030	43.5%		
186	153.7%	165	52.7%	(21)	(101.0)	(38)	0.5	148	154.2%			725	17.2%	674	80.0%	(51)	62.8	(211)	99.1	514	116.3%		
<b>2,648</b>	<b>41.4%</b>	<b>2,702</b>	<b>38.3%</b>	<b>54</b>	<b>(3.1)</b>	<b>(171)</b>	<b>4.2</b>	<b>2,477</b>	<b>45.6%</b>			<b>9,814</b>	<b>31.2%</b>	<b>10,033</b>	<b>35.0%</b>	<b>219</b>	<b>3.8</b>	<b>(920)</b>	<b>4.7</b>	<b>8,894</b>	<b>35.9%</b>		
<b>TOTAL CONTROLLABLES</b>																							
257	7.5%	334	9.0%	(77)	(1.5)	63	1.2	194	6.3%			2,263	12.1%	2,158	11.7%	105	0.4	435	1.5	1,828	10.6%		
346	16.9%	213	11.4%	133	5.5	385	19.8	(39)	(2.9%)			417	6.8%	368	5.7%	49	1.1	715	13.1	(298)	(6.3%)		
477	59.1%	699	60.2%	(222)	(1.1)	(44)	1.7	521	57.4%			1,337	55.8%	1,695	57.3%	(358)	(1.5)	0	(0.7)	1,337	56.5%		
(101)	(83.5%)	120	38.3%	(221)	(121.8)	(27)	(6.4)	(74)	(77.1%)			3,384	80.2%	55	6.5%	3,329	73.7	3,564	120.9	(180)	(40.7%)		
<b>979</b>	<b>15.3%</b>	<b>1,366</b>	<b>19.4%</b>	<b>(387)</b>	<b>(4.1)</b>	<b>377</b>	<b>4.2</b>	<b>602</b>	<b>11.1%</b>			<b>7,401</b>	<b>23.5%</b>	<b>4,276</b>	<b>14.9%</b>	<b>3,125</b>	<b>8.6</b>	<b>4,714</b>	<b>12.7</b>	<b>2,687</b>	<b>10.8%</b>		
<b>CONTRIBUTION</b>																							
688	20.1%	667	18.0%	(21)	(2.1)	(32)	1.3	656	21.4%			2,935	15.7%	3,131	17.0%	196	1.3	(37)	1.1	2,898	16.8%		
505	24.6%	449	24.0%	(56)	(0.6)	(91)	5.7	414	30.3%			1,654	26.9%	1,726	26.9%	72	0.0	(177)	4.3	1,477	31.2%		
169	20.9%	199	17.1%	30	(3.8)	18	(0.3)	187	20.6%			539	22.5%	634	21.4%	95	(1.1)	21	1.2	560	23.7%		
117	96.7%	134	42.8%	17	(53.9)	(5)	20.0	112	116.7%			839	19.9%	518	61.4%	(321)	41.5	(382)	83.5	457	103.4%		
<b>1,479</b>	<b>23.1%</b>	<b>1,449</b>	<b>20.6%</b>	<b>(30)</b>	<b>(2.5)</b>	<b>(110)</b>	<b>2.1</b>	<b>1,369</b>	<b>25.2%</b>			<b>5,967</b>	<b>19.0%</b>	<b>6,009</b>	<b>21.0%</b>	<b>42</b>	<b>2.0</b>	<b>(575)</b>	<b>2.8</b>	<b>5,392</b>	<b>21.8%</b>		
<b>ALLOCATED EXPENSES</b>																							
(431)	(6.7%)	(332)	(4.7%)	(99)	(2.0)	32	1.8	(463)	(8.5%)			(674)	(2.1%)	(972)	(3.4%)	298	1.3	396	2.2	(1,070)	(4.3%)		
(160)	(2.5%)	(237)	(3.4%)	77	0.9	293	5.8	(453)	(8.3%)			(1,236)	(3.9%)	(1,358)	(4.7%)	122	0.8	539	3.3	(1,775)	(7.2%)		
308	4.8%	500	7.1%	(192)	(2.3)	(26)	(1.3)	334	6.1%			799	2.5%	1,061	3.7%	(262)	(1.2)	22	(0.6)	777	3.1%		
(217)	(3.4%)	(14)	(0.2%)	(203)	(3.2)	(32)	0.0	(185)	(3.4%)			2,545	8.1%	(464)	(1.6%)	3,009	9.7	3,182	10.7	(637)	(2.6%)		
<b>(500)</b>	<b>(7.8%)</b>	<b>(83)</b>	<b>(1.2%)</b>	<b>(417)</b>	<b>(6.6)</b>	<b>267</b>	<b>6.3</b>	<b>(767)</b>	<b>(14.1%)</b>			<b>1,434</b>	<b>4.6%</b>	<b>(1,733)</b>	<b>(6.0%)</b>	<b>3,167</b>	<b>10.6</b>	<b>4,139</b>	<b>15.5</b>	<b>(2,705)</b>	<b>(10.9%)</b>		
<b>NET INCOME (LOSS) FROM OPERATIONS</b>																							
24	0.4%	24	0.3%	0	0.1	12	0.2	12	0.2%			101	0.3%	92	0.3%	9	0.0	80	0.2	21	0.1%		
71	1.1%	35	0.5%	36	0.6	15	0.1	56	1.0%			268	0.9%	146	0.5%	122	0.4	104	0.2	164	0.7%		
(10)	(0.2%)	(10)	(0.1%)	0	(0.1)	4	0.1	(14)	(0.3%)			(40)	(0.1%)	(40)	(0.1%)	0	0.0	16	0.1	(56)	(0.2%)		
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%		
271	4.2%	271	3.8%	0	0.4	5	(0.7)	266	4.9%			1,085	3.5%	1,085	3.8%	0	(0.3)	22	(0.8)	1,063	4.3%		
<b>356</b>	<b>5.6%</b>	<b>320</b>	<b>4.5%</b>	<b>36</b>	<b>1.1</b>	<b>36</b>	<b>(0.3)</b>	<b>320</b>	<b>5.9%</b>			<b>1,414</b>	<b>4.5%</b>	<b>1,283</b>	<b>4.5%</b>	<b>131</b>	<b>0.0</b>	<b>222</b>	<b>(0.3)</b>	<b>1,192</b>	<b>4.8%</b>		
<b>(144)</b>	<b>(2.3%)</b>	<b>237</b>	<b>3.4%</b>	<b>(381)</b>	<b>(5.7)</b>	<b>303</b>	<b>5.9</b>	<b>(447)</b>	<b>(8.2%)</b>			<b>2,848</b>	<b>9.1%</b>	<b>(450)</b>	<b>(1.6%)</b>	<b>3,298</b>	<b>10.7</b>	<b>4,361</b>	<b>15.2</b>	<b>(1,513)</b>	<b>(6.1%)</b>		
<b>OTHER INC/(EXP)</b>																							
<b>TOTAL</b>																							
<b>NET INCOME (LOSS)</b>																							

ASUCLA  
P/L Reconciliation  
Nov-23

<i>Financial Analysis</i>		\$000's
		Nov-23
<b>Budgeted Net Income/(Loss)</b>		<b>237</b>
<b>UCLA Store</b>		
<b>Gross Margin:</b>		
Bearwear below plan: impact of football performances reducing Score Big and overall sales		(61)
Market sales above plan: strong marketing campaigns for Cal Fresh, new food options and good availability of food, drinks and snacks		19
E-Commerce sales below plan: timing for negative impact on sales due to release of UCLA holiday catalog a week later than expected		(16)
CRS below plan: lower fall requisitions due to more faculty posting materials online		(26)
Bookzone above plan due to a large Graduate School of Education order		70
Custom Shop below plan due to delay in planned promotional products to the University		(22)
Total Wages above plan		(16)
Other, negative controllables		(25)
Total Contribution		(77)
<b>UCLA Restaurants</b>		
<b>Gross Margin:</b>		
Wetzels above plan: strong sales largely due to Sambazon not budgeted		66
Greenhouse above plan: this area was not budgeted for 2023-2024		61
Panda above plan due to increased foot traffic		14
Northern Lights above plan due to increasing customer trends throughout campus and positive purchasing response to marketing campaigns		17
Café 451 above plan due to increasing customer trends throughout campus and positive purchasing response to marketing campaigns		19
Catering below plan: we did not receive the budgeted Olympic sports training table account		(21)
Concessions below plan: lower attendance at men's basketball events and five post season soccer games budgeted but only two scheduled		(22)
Total Wages above plan (mostly student)		(9)
Other, negative controllables (\$8K) offset by various positive gross margin variances		8
Total Contribution		133
<b>Licensing &amp; Services</b>		
<b>Gross Margin:</b>		
Licensing Domestic below plan due to overall lower sales (a significant amount from Target and Walmart)		(34)
Licensing International below plan due to decline in sales primarily in the European and Australian markets.		(234)
Marketing Ventures below plan: lower business than expected		(86)
Total Wages below plan		5
Other, positive controllables mostly Licensing		127
Total Contribution		(222)
<b>UCLA Student Union</b>		
<b>Gross Margin:</b>		
Event Services above plan due mostly to higher student programming for a large student event with some offset from lower event sales		16
Student Union Ops. below plan: lower strategic funding		(215)
Total Wages below plan		6
Other, negative controllables		(28)
Total Contribution		(221)
<b>Allocated Expenses and Other</b>		
A&SS above plan in various accounts		(21)
Facilities above plan mostly due to unrealized cost sharing with UCLA and higher repairs & maintenance		(40)
Utilities above plan mostly due to unrealized cost sharing with UCLA and higher chiller water rates than planned		(11)
Depreciation below plan due to timing of capital expenditures		42
Interest income higher than plan		36
Total		6
<b>Actual Net Income/(Loss)</b>		<b>(144)</b>

ASUCLA  
P/L Reconciliation  
Year-To-Date Through November, 2023

<i>Financial Analysis</i>	<b>\$000's</b>	
<b>Budgeted Net Income/(Loss)</b>		<b>(450)</b>
<b>UCLA Store</b>		
<b>Gross Margin:</b>		
Bearwear above plan due to strong sales for new shop-in-shop vendors, the Big Bruin Welcome sale, football games and visitor/tourist and orientation business	326	
Fastrack below plan due to slow selling old stock to make room for new product assortments and delivery delays with new suppliers	(37)	
Market above plan due to an increase in foot traffic from student tours and orientations, new food options, and a successful Cal Fresh EBT marketing program	63	
Essentials below plan due mostly to supply chain constraints	(20)	
E-Commerce below plan: sales of different products from prior year and reduced opportunities for promotions	(53)	
New Text below plan: shortfall in IA and lower average price point	(47)	
CRS below plan mostly due to lower fall requisitions (faculty posting materials online)	(29)	
Bookzone above plan due to a large Graduate School of Education order	77	
Custom Shop below plan due to delay in planned promotional products	(74)	
Computer Store below plan mostly due to lower demand for Mac and Ipad purchases by businesses, overall slower institutional demand and some product limitations	(92)	
HSS Dental above plan due to early timing for processing Summer Dental Hygiene and D1	88	
Total Wages above plan (mostly student)	(53)	
Other, positive controllables (\$4K) offset by various negative gross margin variances	(44)	
Total Contribution		105
<b>UCLA Restaurants</b>		
<b>Gross Margin:</b>		
Wetzels above plan: mostly due to strong Sambazon which was not budgeted	118	
Greenhouse above plan: this areas was not budgeted for 2023-2024	146	
LuValle Food Servery below plan: the rebound to 2019 traffic and sales levels have not materialized and many summer classes virtual (Public Policy building reopened 9/25)	(125)	
Jimmy's below plan: the rebound to 2019 traffic and sales levels have not materialized and many summer classes virtual (Public Policy building reopened 9/25)	(78)	
Taco Bell below plan: summer traffic less than previous years, some summer classes virtual rather than in person+C15	(67)	
Catering below plan due to reduced business (Olympic sports training table account was not received)	(66)	
Total Wages lower than plan (mostly student)	138	
Other, mostly negative controllables	(17)	
Total Contribution		49
<b>Licensing &amp; Services</b>		
<b>Gross Margin:</b>		
Licensing Domestic on plan	3	
Licensing International below plan: mostly lower sales in the European and Australian market	(234)	
Licensing Campus Sourcing above plan: more back to school activity earlier than planned	15	
Leased Ops above plan: mostly higher utilities	4	
Photography below plan: timing for prior year earlier sales	(5)	
Marketing Ventures below plan as anticipated new business not yet achieved	(345)	
Total Wages below plan	35	
Other, mostly positive controllables	169	
Total Contribution		(358)
<b>UCLA Student Union</b>		
<b>Gross Margin:</b>		
Event Services above plan due to an increase in summer camp usage, new transfer orientation business and a large student event	88	
Student Union Ops. above plan mostly due to higher strategic funding	3,292	
Total Wages below plan	40	
Other, negative controllables	(91)	
Total Contribution		3,329
<b>Allocated Expenses and Other</b>		
A&SS below plan in various accounts	68	
Facilities above plan: higher career wages and benefits and various other controllables including unrealized budgeted cost sharing with UCLA	(154)	
Utilities above plan: unrealized cost sharing with UCLA and various other controllables	(50)	
Depreciation lower than plan due to timing of capitals	178	
Non-recurrent higher than plan	9	
Interest Income higher than plan	122	
Total		173
<b>Actual Net Income/(Loss)</b>		<b>2,848</b>

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

	<b>Current Month</b> November 2023	<b>Prior Month</b> October 2023	<b>Prior Year</b> July 2023
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	15,536	14,660	17,794
Accounts receivable	11,641	16,930	9,704
Less: Allowance for doubtful accounts	(488)	(486)	(478)
Accounts receivable, net	11,153	16,444	9,227
Student fees receivable	1,132	920	107
Inventories	9,301	8,995	8,363
Prepaid expenses and other current assets	1,246	1,208	1,107
Total current assets	<b>38,367</b>	<b>42,227</b>	<b>36,598</b>
LONG TERM ASSETS			
Property, equipment and improvements	77,399	77,330	76,766
Less: Accumulated depreciation	(60,275)	(60,104)	(59,595)
Total long term assets	<b>17,124</b>	<b>17,227</b>	<b>17,171</b>
<b>TOTAL ASSETS</b>	<b>55,491</b>	<b>59,453</b>	<b>\$53,769</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	9,923	9,934	\$9,298
Wages and payroll taxes payable	34,261	37,281	36,271
Sales tax payable & other liabilities	1,397	1,771	1,352
Interest payable	7	56	359
Deferred income	1,818	2,213	1,439
Funds held for others	582	548	395
Current portion of long term debt	1,087	1,087	1,087
Total current liabilities	<b>49,076</b>	<b>52,892</b>	<b>50,201</b>
LONG TERM DEBT:			
AU expansion loan	2,119	2,119	2,119
Total long term debt	<b>2,119</b>	<b>2,119</b>	<b>2,119</b>
<b>TOTAL LIABILITIES</b>	<b>51,194</b>	<b>55,011</b>	<b>52,320</b>
RETAINED EARNINGS:			
Beginning Balance	1,449	1,449	1,272
Year-to-date net income/(loss)	2,848	2,994	177
Ending Balance	<b>4,297</b>	<b>4,443</b>	<b>1,449</b>
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>55,491</b>	<b>59,453</b>	<b>53,769</b>

**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
STATEMENTS OF CASH FLOWS  
November 2023  
(\$000's)**

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss)  
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:  
   Depreciation  
   (Increase)/decrease in current assets:  
     Accounts receivable  
     Student fees receivable  
     Inventories  
     Prepaid expenses and other current assets  
   Increase/(decrease) in current liabilities:  
     Accounts payable  
     Sales tax payable & other liabilities  
     Wages and payroll taxes payable  
     Interest payable  
     Deferred Income  
     Funds held for others  
  
     Net cash provided/(used) by operating activities

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

Purchase of property, equipment and improvements  
  
     Net cash used in investing activities

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

Net cash provided/(used) by financing activities

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

**CASH AND CASH EQUIVALENTS, Beginning**

**CASH AND CASH EQUIVALENTS, Ending**

	<b>Current Month</b>	<b>Year to Date</b>	<b>Prior Year to Date</b>
	(144)	2,848	(1,513)
	179	706	686
	5,291	(1,926)	(1,495)
	(212)	(1,025)	(1,063)
	(306)	(938)	(1,693)
	(38)	(139)	(166)
	(11)	627	476
	(374)	45	(179)
	(3,022)	(2,010)	2,889
	(50)	(352)	56
	(395)	379	632
	34	187	120
	<b>952</b>	<b>(1,598)</b>	<b>(1,250)</b>
	(76)	(661)	(527)
	<b>(76)</b>	<b>(661)</b>	<b>(527)</b>
	<b>0</b>	<b>0</b>	<b>0</b>
	<b>876</b>	<b>(2,258)</b>	<b>(1,777)</b>
	<b>14,660</b>	<b>17,794</b>	<b>22,810</b>
	<b>15,536</b>	<b>15,536</b>	<b>21,033</b>



**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
CASH RESERVE COMPUTATION  
November 2023  
(\$000's)**

	Current Month November 2023	Current Month October 2023
<b>CASH AND CASH EQUIVALENTS</b>	15,536	14,660
<b>BOARD REQUIRED CASH RESERVE</b>	8,285	8,351
<b>RESERVE SURPLUS (DEFICIT)</b>	7,251	6,309

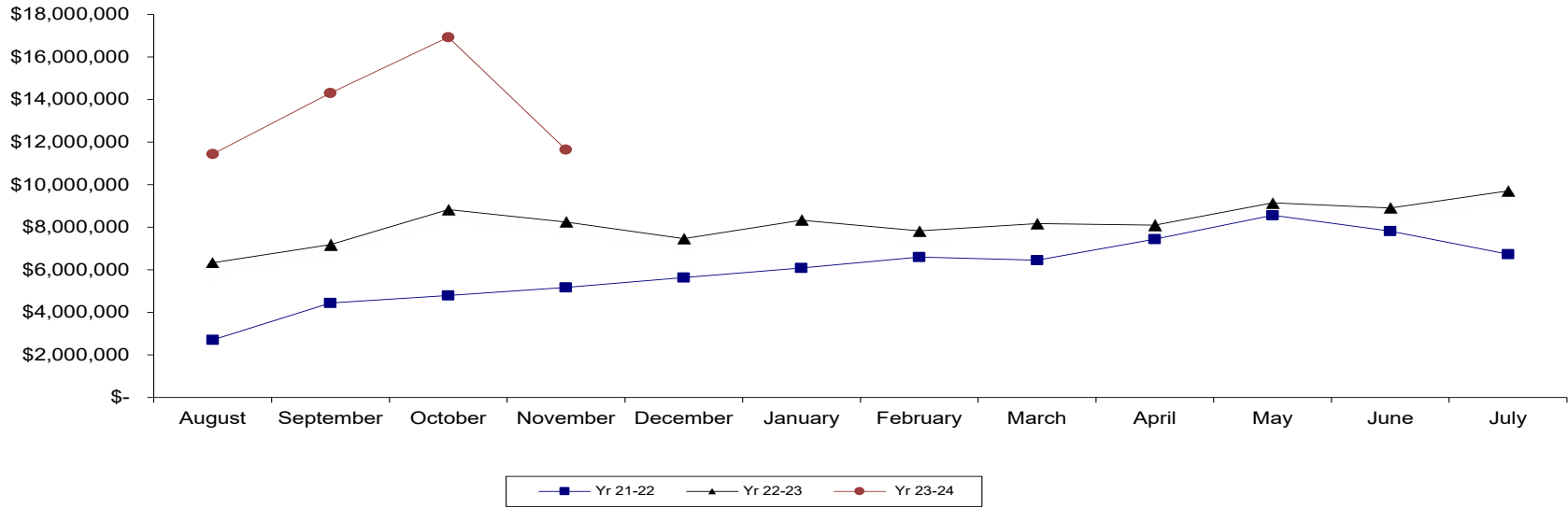
ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures - Current Year Projects (\$000's)  
FY 2023-2024 November 2023

PROJECT NAME	BUDGET	PROJECTED						
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	Status
<b>Store/Services</b>								
2023-001 Store General Replacement	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Pending
2023-002 Printer / Equipment Replacement	65.0	0.0	0.0	0.0	65.0	65.0	0.0	Pending
2023-003 Remodel of Lighting	225.0	0.0	0.0	0.0	225.0	225.0	0.0	Pending
2023-004 Freezers	85.0	0.0	0.0	0.0	85.0	85.0	0.0	Pending
2023-005 General Replacement	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
<b>Total Store/Services</b>	<b>525.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>525.0</b>	<b>525.0</b>	<b>0.0</b>	
<b>Food Service</b>								
2023-006 FS Miscellaneous and Unanticipated	50.0	8.3	7.9	16.2	33.8		(33.8)	In Progress
2023-007 Patio Furniture Upgrade	20.0	20.2	0.0	20.2	(0.2)		0.2	Completed
2023-008 Electric Cart	35.0	0.0	30.3	30.3	4.7		(4.7)	In Progress
2023-009 Electric Cart	35.0	0.0	27.1	27.1	7.9		(7.9)	In Progress
2023-010 Steamer	12.0	0.0	0.0	0.0	12.0	12.0	0.0	Pending
2023-011 Display Warmer	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
2023-012 Refrigerator	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
2023-013 Chef Express Ovens (3)	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending
2023-014 Replace Laminate Counters	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
2023-015 Office Refurbishments	40.0	0.0	59.8	59.8	(19.8)		19.8	In Progress
2023-016 Olympic Sports Training Table Infrastructure	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Pending
2023-017 Expanded & Improved Waste Diversion Stations	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
<b>Total Food Services</b>	<b>437.0</b>	<b>28.5</b>	<b>125.0</b>	<b>153.5</b>	<b>283.5</b>	<b>257.0</b>	<b>(26.5)</b>	
<b>Technology</b>								
2023-018 Network Infrastructure Upgrade	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
2023-019 Printer Replacement	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2023-020 Misc Hardware / Software (Marketing/Info Photo)	13.0	0.0	0.0	0.0	13.0	13.0	0.0	Pending
2023-021 SQL Server upgrade	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2023-022 Video Equipment	6.0	0.0	0.0	0.0	6.0	6.0	0.0	Pending
2023-023 Signage Supplies / Equipment	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
2023-024 Bruin View Point Room Blackout Curtains	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2023-025 Ackerman A-Level Dining Room Video Wall	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Pending
2023-026 Photo Archive Digitize Negatives	125.0	0.0	0.0	0.0	125.0	125.0	0.0	Pending
2023-043 ASUCLA Restaurant Clover Devices	0.0	20.8	0.0	20.8	(0.8)		20.8	Completed
2023-045 UCLA Store Bruincard Readers	0.0	0.0	9.7	9.7	(1.7)		9.7	In Progress
2023-046 Warehouse Mgmt Sys Mobile Devices	0.0	0.0	0.0	0.0	30.0		0.0	Pending
<b>Total Technology</b>	<b>394.0</b>	<b>20.8</b>	<b>9.7</b>	<b>30.5</b>	<b>421.5</b>	<b>394.0</b>	<b>30.5</b>	
<b>Others</b>								
2023-027 Fac Misc and Remodels	75.0	0.0	20.8	20.8	54.2		(54.2)	In Progress
2023-028 AU Freight Elevator Fire Curtains	175.0	0.0	0.0	0.0	175.0	175.0	0.0	Pending
2023-029 Custodial Replacements	20.0	0.0	11.7	11.7	8.3		(8.3)	In Progress
2023-030 Ackerman Roof Waterproofing	275.0	0.0	0.0	0.0	275.0	275.0	0.0	Pending
2023-031 NCSC Dining Carpet	35.0	1.4	9.6	10.9	24.1		(24.1)	In Progress
2023-032 CSSC Roof Waterproofing	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
2023-033 LVC Jimmy's Small Dining Room AC Replacem	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
2023-034 LVC Jimmy's Carpet	25.0	1.2	4.4	5.6	19.4		(19.4)	In Progress
2023-035 Kerckhoff 1st Floor ADA Entrance	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2023-036 SUO General Replacement	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending
2023-037 SUO Public Furnishings	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2023-038 Meeting Room / Event Venue Upgrade	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2023-039 Finance Misc Replacements	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2023-040 MCO Refurbishment	80.0	0.0	0.0	0.0	80.0	80.0	0.0	Pending
2023-041 Replace Cameras	20.0	0.0	14.4	14.4	5.6		(5.6)	In Progress
2023-042 Replacements for Broken Furniture	25.0	0.0	0.0	0.0	25.0	25.0	0.0	Pending
2023-044 Underground Storage Tank Parts	0.0	0.0	47.1	47.1	0.0		47.1	In Progress
<b>Total Others</b>	<b>925.0</b>	<b>2.6</b>	<b>107.9</b>	<b>110.5</b>	<b>861.6</b>	<b>750.0</b>	<b>(64.5)</b>	
<b>Total Year Projects</b>	<b>2,281.0</b>	<b>51.8</b>	<b>242.7</b>	<b>294.5</b>	<b>2,091.6</b>	<b>1,926.0</b>	<b>(60.5)</b>	

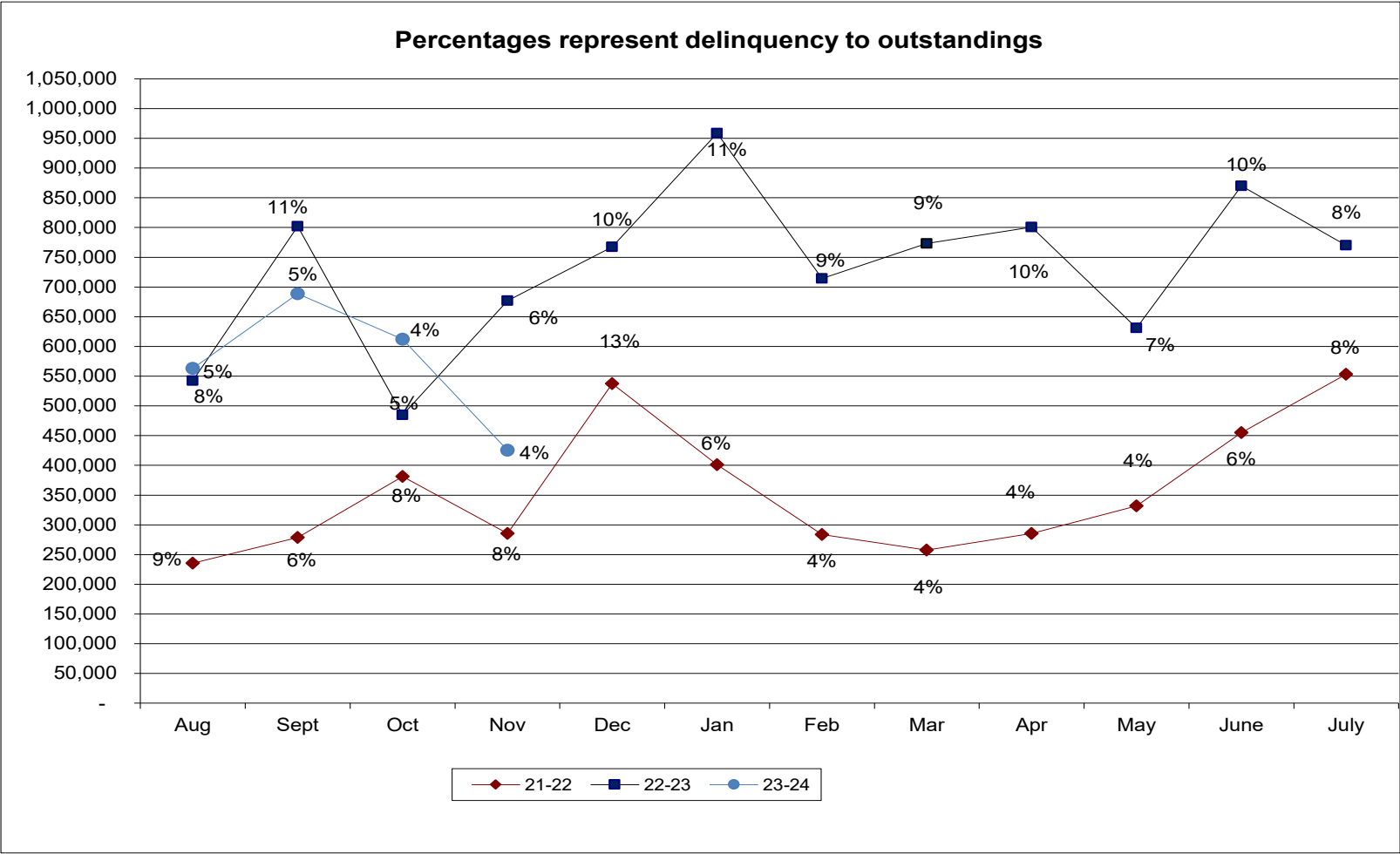
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

11/25/23	Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$2,625,320	29%	\$668,251	30%	\$51,944	66%	\$17,794	28%	\$17,773	11%	\$30,218	25%	\$3,411,300	29%
ASUCLA PUBLICATIONS		\$126,864	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$126,864	1%
ASUCLA USA/GSA		\$200,135	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$200,135	2%
DUE FROM VENDORS		\$62,505	1%	\$47,337	2%	(\$3,310)	-4%	\$6,286	10%	\$127,023	78%	\$84,682	70%	\$324,523	3%
DENTAL KITS		\$1,213,557	14%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$1,213,557	10%
OTHER		4,730,059	53%	\$1,541,420	68%	\$29,847	38%	\$39,051	62%	\$18,294	11%	\$5,622	5%	\$6,364,294	55%
<b>TOTAL CURRENT MONTH</b>		<b>\$8,958,440</b>	<b>100%</b>	<b>\$2,257,008</b>	<b>100%</b>	<b>\$78,481</b>	<b>100%</b>	<b>\$63,131</b>	<b>100%</b>	<b>\$163,091</b>	<b>100%</b>	<b>\$120,522</b>	<b>100%</b>	<b>\$11,640,673</b>	<b>100%</b>
		77%		19%		1%		1%		1%		1%		100%	
10/28/23	Oct	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,757,121	12%	\$382,264	27%	\$47,330	31%	\$25,984	31%	\$19,058	9%	\$31,284	20%	\$2,263,042	13%
ASUCLA PUBLICATIONS		\$118,172	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$118,172	1%
ASUCLA USA/GSA		\$220,720	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$220,720	1%
DUE FROM VENDORS		\$15,358	0%	(\$3,374)	0%	(\$3,034)	-2%	\$25,659	30%	\$189,476	89%	\$126,317	80%	\$350,401	2%
DENTAL KITS		\$1,422,579	10%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$1,422,579	8%
OTHER		\$11,349,141	76%	\$1,056,068	74%	\$110,460	71%	\$34,671	40%	\$5,297	2%	(\$485)	0%	\$12,555,153	74%
<b>TOTAL CURRENT MONTH</b>		<b>\$14,883,092</b>	<b>100%</b>	<b>\$1,434,958</b>	<b>100%</b>	<b>\$154,756</b>	<b>100%</b>	<b>\$86,314</b>	<b>100%</b>	<b>\$213,831</b>	<b>100%</b>	<b>\$157,116</b>	<b>100%</b>	<b>\$16,930,068</b>	<b>100%</b>
		88%		8%		1%		1%		1%		1%		100%	
09/30/23	Sep	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,008,722	8%	\$1,084,959	88%	\$87,143	45%	\$38,645	42%	\$27,524	13%	\$57,172	31%	\$2,304,165	16%
ASUCLA PUBLICATIONS		\$159,313	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$159,313	1%
ASUCLA USA/GSA		\$272,048	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$272,048	2%
DUE FROM VENDORS		\$3,873	0%	(\$1,954)	0%	\$28,906	15%	\$16,706	18%	\$187,748	87%	\$125,166	68%	\$360,445	3%
DENTAL KITS		\$1,259,580	10%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$1,259,580	9%
OTHER		\$9,678,072	78%	\$154,226	12%	\$77,509	40%	\$38,010	41%	\$1,751	1%	\$2,335	1%	\$9,951,903	70%
<b>TOTAL CURRENT MONTH</b>		<b>\$12,381,608</b>	<b>100%</b>	<b>\$1,237,232</b>	<b>100%</b>	<b>\$193,558</b>	<b>100%</b>	<b>\$93,361</b>	<b>100%</b>	<b>\$217,023</b>	<b>100%</b>	<b>\$184,673</b>	<b>100%</b>	<b>\$14,307,455</b>	<b>100%</b>

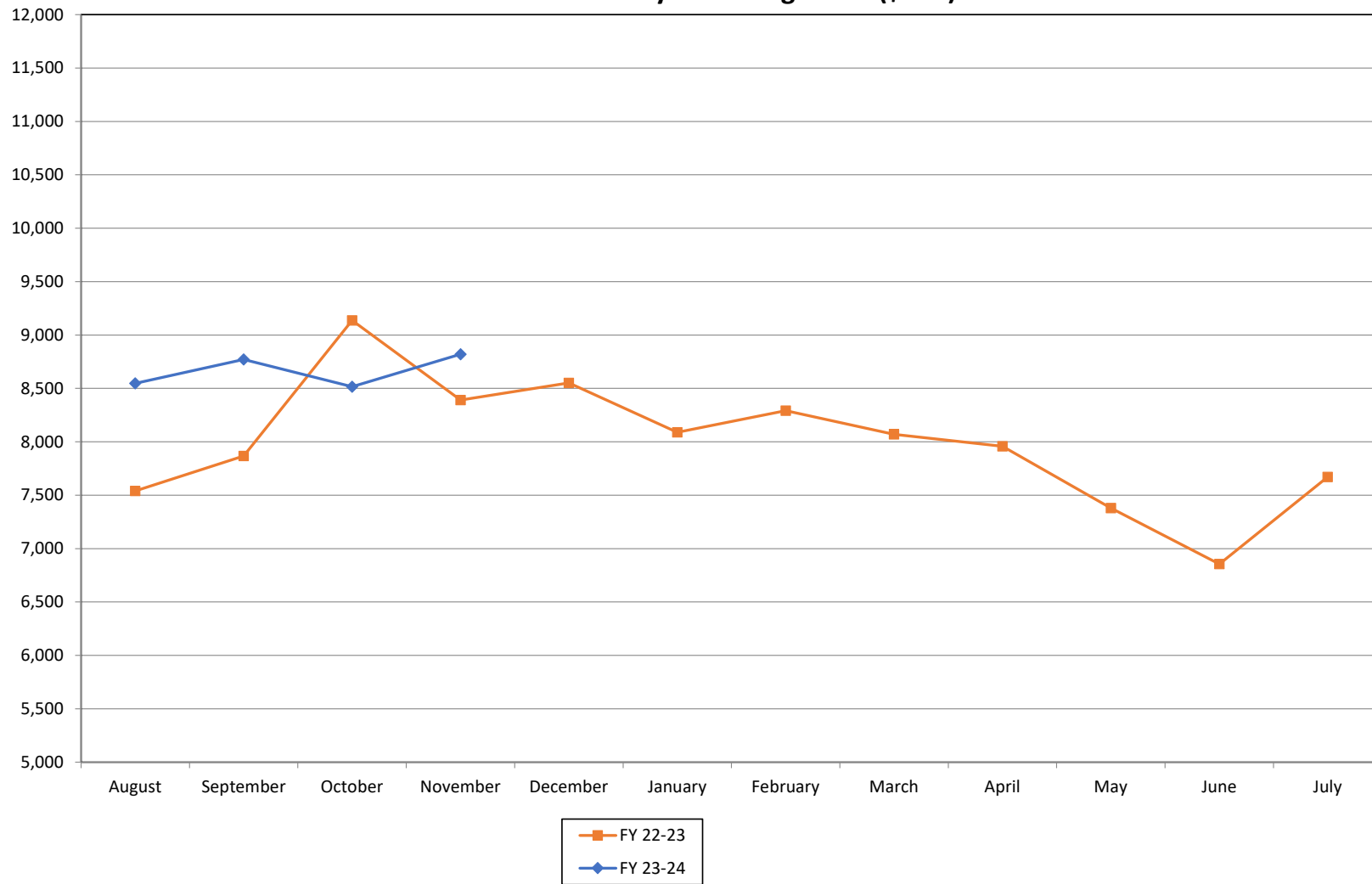
### Total Accounts Receivable Balances 12 Month History Aug 22 to Nov 23



# Aged Accounts Receivable Balances > 60 Days Past Due

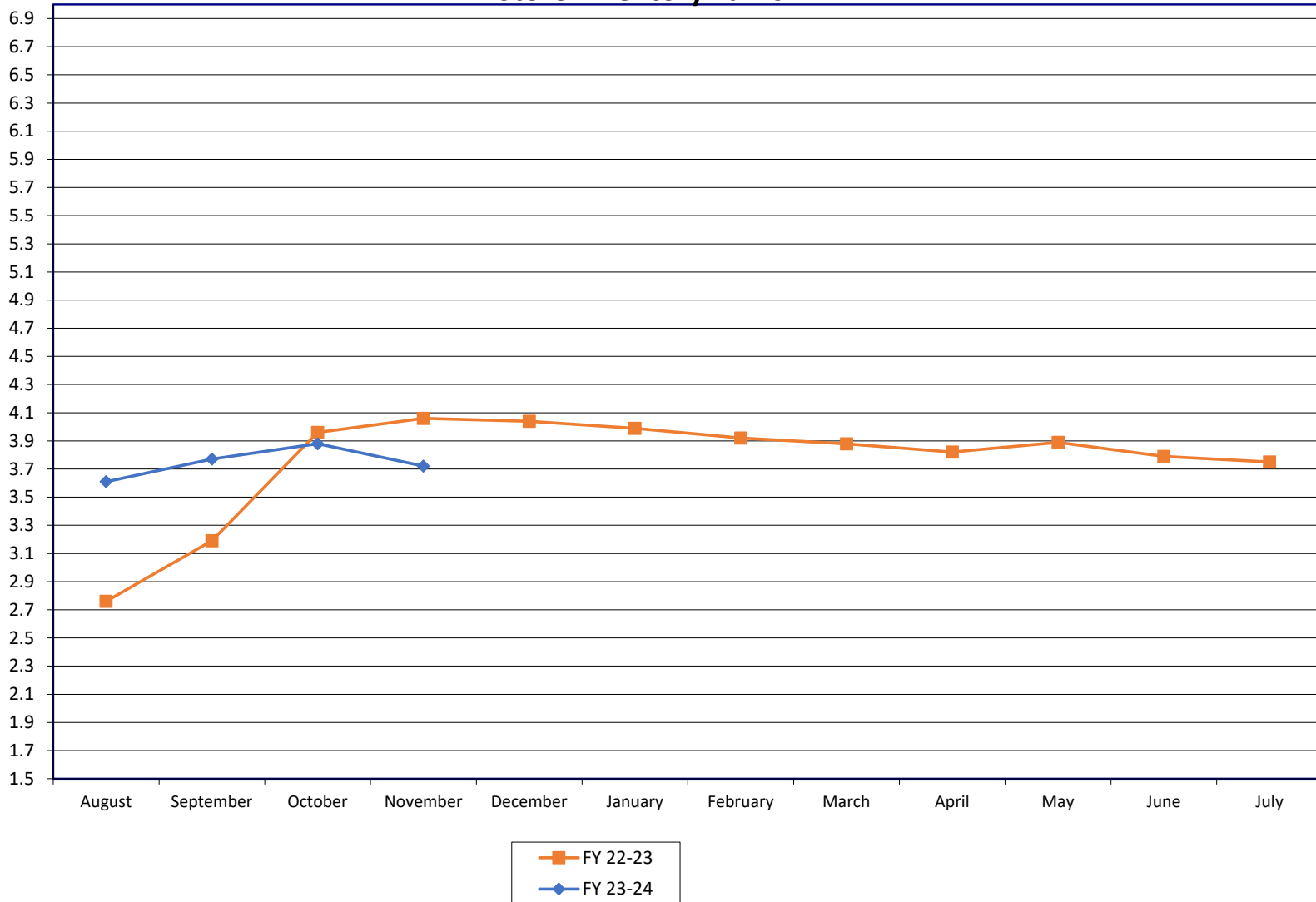


### Associated Students UCLA Store Inventory At Average Cost (\$000)



Data prior to FY22-23 is not presented in the charts due to the NetSuite conversion in October 2021. The NetSuite conversion resulted in a change in accounting for inventory from Retail to Average Cost

## Associated Students UCLA Store Inventory Turns\*



This value measures how quickly inventory is sold. The average inventory value is calculated as follows  $COGS / [Sum (on hand value on last day of each month) / \# of months]$

Data prior to FY22-23 is not presented in the charts due to the NetSuite conversion in October 2021. The NetSuite conversion resulted in a change in accounting for inventory from Retail to Average Cost

UCLA STORE  
INCOME STATEMENT

NOV. 04(10/29/23-11/25/23)			FISCAL YEAR 23-24			FISCAL YEAR 22-23	
CURRENT MONTH			YTD 4 MO(07/30/23-11/25/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
868,713	1,179,914	<311,201>	5,148,732	6,015,403	<866,671>	1,036,971	6,093,091
1,511,382	1,589,404	<78,022>	7,702,296	6,767,492	934,804	1,412,833	6,236,602
182,698	179,204	3,494	504,010	540,733	<36,723>	173,591	521,352
119,186	98,594	20,592	650,433	633,320	17,113	80,161	585,176
132,777	170,000	<37,223>	574,407	695,000	<120,593>	138,470	559,437
432,571	396,061	36,510	3,288,613	3,163,716	124,897	110,663	2,675,419
<0>	0	<0>	<2>	0	<2>	<0>	<1>
3,247,327	3,613,177	<365,850>	17,868,490	17,815,664	52,826	2,952,688	16,671,076
2,111,162	2,365,839	254,677	12,310,556	12,249,311	<61,245>	1,932,586	11,668,975
2,731	2,080	<651>	11,635	10,350	<1,285>	2,285	13,386
10,130	8,240	<1,890>	47,127	36,000	<11,127>	8,501	38,258
2,154	1,080	<1,074>	5,821	3,250	<2,571>	2,072	6,173
1,194	520	<674>	4,064	3,430	<634>	768	3,493
1,145	1,920	775	5,701	12,360	6,659	2,113	4,911
17,354	13,840	<3,514>	74,347	65,390	<8,957>	15,739	66,222
2,128,515	2,379,679	251,164	12,384,903	12,314,701	<70,202>	1,948,326	11,735,197
65.0	65.5	0.5	68.9	68.8	<0.1>	65.5	70.0
1,118,811	1,233,498	<114,687>	5,483,587	5,500,963	<17,376>	1,004,362	4,935,879
35.0	34.5	0.5	31.1	31.2	<0.1>	34.6	30.0
0.5	0.4	<0.2>	0.4	0.4	<0.1>	0.5	0.4
34.5	34.1	0.3	30.7	30.9	<0.2>	34.0	29.6
13.6	14.2	<0.6>	8.6	13.2	<4.6>	12.8	12.0
47.3	48.9	<1.7>	47.4	49.0	<1.6>	48.6	48.2
37.1	39.3	<2.3>	38.8	39.7	<1.0>	39.3	39.7
41.2	43.3	<2.0>	34.2	35.1	<0.9>	41.4	34.2
47.0	44.5	2.5	47.5	46.5	1.1	43.2	45.6
24.7	25.2	<0.5>	21.3	20.0	1.2	21.2	20.2
<1,488.9>	0.0	<1,488.9>	<1,127.5>	0.0	<1,127.5>	<213.3>	<259.5>
169,507	91,268	78,239	823,660	651,591	172,069	110,034	562,582
1,288,319	1,324,766	<36,447>	6,307,247	6,152,554	154,693	1,114,396	5,498,461
325,762	318,203	<7,559>	1,243,125	1,272,812	29,687	272,300	1,070,777
1,867	0	<1,867>	14,689	0	<14,689>	11,094	35,929
253,333	246,557	<6,776>	1,065,170	996,684	<68,486>	240,486	984,219
580,962	564,760	<16,202>	2,322,983	2,269,496	<53,487>	523,880	2,090,926
17.9	15.6	<2.3>	13.0	12.7	<0.3>	17.7	12.5
166,489	154,036	<12,453>	611,999	616,334	4,335	136,449	503,894
13,918	6,410	<7,508>	66,549	39,112	<27,437>	10,565	54,150
6,893	8,105	1,212	29,258	32,420	3,162	8,426	32,286
16	2	<14>	63	93	30	15	61
2,391	700	<1,691>	9,759	10,300	541	2,404	7,141
299	300	1	1,196	1,550	354	299	1,196
4,468	2,200	<2,268>	27,373	18,760	<8,613>	4,983	17,589
22,006	32,408	10,402	102,536	138,122	35,586	19,657	94,172
685	685	0	2,740	2,740	0	700	2,786
349	0	<349>	295	0	<295>	0	<9>
12,193	18,231	6,038	79,638	112,755	33,117	11,375	99,375
<5,000>	<2,000>	3,000	<7,250>	<4,250>	3,000	<3,533>	<5,186>
55,002	55,000	<2>	195,019	195,000	<19>	59,725	185,920
2,095	2,420	325	12,633	10,030	<2,603>	1,633	10,735
79,896	83,819	3,923	340,656	352,089	11,433	68,888	297,676
<1,304>	0	1,304	6,712	0	<6,712>	1,317	2,510
3,458	50	<3,408>	6,217	264	<5,953>	3,406	7,523
0	0	0	184	0	<184>	0	681
0	0	0	1,369	1,500	131	0	1,418
0	0	0	98	0	<98>	0	662
8,272	8,466	194	30,976	33,864	2,888	7,286	32,015
5,980	0	<5,980>	21,151	0	<21,151>	8,136	40,016
735	0	<735>	2,978	0	<2,978>	669	2,136
30,800	30,800	0	92,817	92,600	<217>	24,800	103,959
571	0	<571>	1,043	0	<1,043>	270	1,991
0	2	2	0	8	8	0	0
40,148	24,750	<15,398>	85,181	72,000	<13,181>	29,188	84,571
450,361	426,384	<23,977>	1,721,190	1,725,291	4,102	396,659	1,579,269
1,031,323	991,144	<40,179>	4,044,173	3,994,787	<49,386>	920,539	3,670,194
256,996	333,622	<76,626>	2,263,074	2,157,767	105,307	193,858	1,828,267
58,914	51,173	<7,741>	265,529	233,553	<31,976>	51,395	195,535
166,430	166,260	<170>	724,441	791,658	67,217	162,908	745,422
95,579	97,226	1,647	412,092	487,029	74,937	94,827	449,368
59,043	60,479	1,436	253,864	304,182	50,318	50,095	223,257
122,316	111,788	<10,528>	500,601	556,440	55,839	121,672	543,889
109,558	101,873	<7,685>	469,532	440,933	<28,599>	108,444	454,055
25,442	21,855	<3,587>	110,823	94,734	<16,089>	18,433	89,288
49,581	55,353	5,772	198,086	221,412	23,326	49,469	197,465
686,861	666,007	<20,854>	2,934,967	3,129,941	194,974	657,244	2,898,279
<429,865>	<332,385>	<97,480>	<671,893>	<972,174>	300,281	<463,386>	<1,070,012>



UCLA RESTAURANTS  
INCOME STATEMENT

NOV. 04(10/29/23-11/25/23)			FISCAL YEAR 23-24			FISCAL YEAR 22-23	
CURRENT MONTH			YTD 4 MO(07/30/23-11/25/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
505,356	326,716	178,640	1,411,808	1,067,972	343,836	270,996	925,157
257,782	235,364	22,418	736,498	783,133	<46,635>	156,638	458,884
271,640	258,753	12,887	939,003	998,895	<59,892>	177,198	659,821
301,532	322,680	<21,148>	853,943	1,181,293	<327,350>	201,001	784,377
110,814	127,515	<16,701>	329,069	448,509	<119,440>	93,292	354,235
282,704	366,040	<83,336>	831,423	1,055,142	<223,719>	240,556	689,694
1,729,828	1,637,068	92,760	5,101,744	5,534,944	<433,200>	1,139,681	3,872,168
602,146	572,482	<29,664>	1,739,038	1,939,524	200,486	385,168	1,354,749
34.8	35.0	0.2	34.1	35.0	1.0	33.8	35.0
1,127,682	1,064,586	63,096	3,362,706	3,595,420	<232,714>	754,513	2,517,419
65.2	65.0	0.2	65.9	65.0	1.0	66.2	65.0
64.8	65.3	<0.5>	63.6	66.1	<2.5>	64.7	64.7
65.2	65.6	<0.4>	66.8	65.2	1.6	74.9	64.2
66.9	68.1	<1.3>	68.9	67.9	1.0	70.9	70.7
66.2	63.2	3.0	63.8	63.9	<0.0>	60.0	61.5
66.5	66.2	0.3	64.0	66.3	<2.3>	62.5	64.3
68.7	63.6	5.1	69.4	61.8	7.6	65.7	64.8
318,846	231,461	87,385	1,038,406	870,931	167,475	228,473	864,652
1,446,528	1,296,047	150,481	4,401,111	4,466,351	<65,240>	982,986	3,382,071
354,463	368,843	14,380	1,452,201	1,473,964	21,763	343,873	1,385,652
0	0	0	0	0	0	0	0
423,048	390,063	<32,985>	1,332,267	1,438,725	106,458	356,891	1,172,369
<60,584>	<51,458>	9,126	<201,253>	<191,264>	9,989	<46,502>	<174,926>
716,926	707,448	<9,478>	2,583,215	2,721,425	138,210	654,262	2,383,096
41.4	43.2	1.8	50.6	49.2	<1.5>	57.4	61.5
186,788	182,272	<4,516>	760,459	730,833	<29,626>	186,712	727,219
<904>	1,400	2,304	9,504	8,151	<1,353>	3,156	8,513
2,367	2,873	506	10,067	11,612	1,545	2,634	10,838
0	0	0	0	0	0	0	0
80	0	<80>	80	0	<80>	0	0
963	2,000	1,037	7,299	8,000	701	1,105	7,738
0	0	0	0	0	0	0	0
56,635	72,637	16,002	227,986	248,712	20,726	53,858	184,961
3.3	4.4	1.2	4.5	4.5	0.0	4.7	4.8
6,226	7,493	1,267	25,262	30,147	4,885	5,815	21,769
0	0	0	0	0	0	0	0
<6,667>	<9,750>	<3,083>	<31,226>	<39,000>	<7,774>	<6,938>	<32,368>
4,158	3,925	<233>	27,577	16,000	<11,577>	2,837	20,449
5,124	4,999	<125>	17,357	20,146	2,789	3,539	16,298
4,593	1,620	<2,973>	15,092	10,075	<5,017>	4,246	14,607
1,707	3,585	1,878	12,674	17,380	4,706	2,887	21,545
0	0	0	0	0	0	0	0
0	500	500	0	2,000	2,000	0	0
0	0	0	0	0	0	0	0
19,848	6,315	<13,533>	54,599	24,198	<30,401>	13,008	33,342
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
59,677	48,348	<11,329>	142,901	153,321	10,420	38,668	117,538
0	0	0	0	0	0	0	0
3,042	2,472	<570>	8,668	8,674	6	1,927	6,754
<1,863>	618	2,481	<393>	2,167	2,560	1,843	10,061
0	0	0	22	0	<22>	0	14
0	0	0	0	0	0	0	0
312	0	<312>	312	0	<312>	345	345
0	300	300	0	1,200	1,200	0	0
3,806	3,806	0	14,648	15,224	576	0	0
826	640	<186>	3,671	1,360	<2,311>	645	1,843
750	0	<750>	750	0	<750>	0	0
591	1,000	409	15,332	4,500	<10,832>	6,251	28,938
36,024	39,018	2,994	78,208	102,328	24,120	44,909	96,446
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
384,082	376,071	<8,011>	1,400,847	1,377,028	<23,819>	367,446	1,296,849
1,101,008	1,083,519	<17,489>	3,984,062	4,098,453	114,391	1,021,708	3,679,944
345,519	212,528	132,991	417,049	367,898	49,151	<38,722>	<297,873>
72,701	64,102	<8,599>	291,083	298,073	6,990	64,186	223,942
99,788	83,862	<15,926>	253,491	271,640	18,149	72,773	222,245
57,307	49,041	<8,266>	144,397	166,675	22,278	42,360	133,686
35,401	30,506	<4,895>	88,707	103,963	15,256	22,378	68,125
73,339	56,386	<16,953>	176,365	189,680	13,315	54,353	165,768
95,486	88,251	<7,235>	409,225	382,148	<27,077>	94,207	394,445
22,174	19,045	<3,129>	96,592	82,551	<14,041>	16,013	77,565
48,988	57,837	8,849	193,646	231,348	37,702	47,929	191,409
505,185	449,030	<56,155>	1,653,506	1,726,078	72,572	414,198	1,477,185
<159,665>	<236,502>	76,837	<1,236,457>	<1,358,180>	121,723	<452,920>	<1,775,059>
271,493	249,000	22,493	844,379	867,992	<23,613>	203,926	728,421
88,142	75,572	12,570	299,130	280,749	18,381	72,325	279,994
183,351	173,428	9,923	545,249	587,243	<41,994>	131,601	448,427
9.76	9.29	0.47	9.53	9.19	0.34	9.07	8.98
12.09	11.42	0.67	11.91	11.50	0.41	10.99	11.14
8.63	8.36	0.28	8.23	8.09	0.14	8.01	7.63
28,907	28,272	<634>	96,197	104,883	8,686	27,732	93,996
59.84	57.90	1.94	53.03	52.77	0.26	41.10	41.20

LICENSING & SERVICES  
INCOME STATEMENT

NOV. 04(10/29/23-11/25/23)			FISCAL YEAR 23-24			FISCAL YEAR 22-23	
CURRENT MONTH			YTD 4 MO(07/30/23-11/25/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
8,550	8,100	450	32,555	37,600	<5,045>	7,500	35,275
8,550	8,100	450	32,555	37,600	<5,045>	7,500	35,275
0	0	0	130	0	<130>	104	104
8,550	8,100	450	32,425	37,600	<5,175>	7,396	35,171
100.0	100.0	0.0	99.6	100.0	<0.4>	98.6	99.7
100.0	100.0	0.0	99.6	100.0	<0.4>	100.0	100.0
626,903	891,917	<265,014>	1,673,580	1,889,501	<215,921>	728,284	1,673,078
138,890	142,537	<3,647>	562,855	558,894	3,961	127,714	518,189
19,240	19,240	0	76,960	76,960	0	18,819	75,275
13,636	99,333	<85,697>	52,044	397,332	<345,288>	25,000	65,000
798,670	1,153,027	<354,357>	2,365,439	2,922,687	<557,248>	899,816	2,331,542
807,220	1,161,127	<353,907>	2,397,864	2,960,287	<562,423>	907,212	2,366,714
45,667	50,061	4,394	168,382	200,241	31,859	43,924	175,696
0	833	833	0	3,332	3,332	0	0
45,667	50,894	5,227	168,382	203,573	35,191	43,924	175,696
534.1	628.3	94.2	517.2	541.4	24.2	585.7	498.1
20,418	23,633	3,215	78,516	92,910	14,394	15,987	81,839
13	350	337	63	1,400	1,337	88	784
363	470	107	1,531	1,880	349	471	1,864
41	100	59	186	400	214	0	359
1,104	1,000	<104>	8,292	34,500	26,208	525	2,781
0	0	0	600	0	<600>	0	0
0	775	775	212	3,100	2,888	0	50
2,467	4,600	2,133	8,000	18,400	10,400	3,175	9,175
0	550	550	0	8,700	8,700	0	1,188
3,886	13,000	9,114	27,403	42,000	14,597	926	7,440
0	100	100	259	400	141	0	0
305	1,250	945	10,168	5,000	<5,168>	292	3,713
2,917	5,217	2,300	11,667	20,868	9,201	514	1,949
0	1,750	1,750	0	7,000	7,000	0	0
0	5,133	5,133	3,800	20,532	16,732	6,168	9,968
72,125	157,650	85,525	71,791	157,650	85,859	116,419	132,120
36,949	40,108	3,159	139,052	137,368	<1,684>	40,330	126,024
144,222	155,505	11,283	530,687	509,832	<20,855>	157,522	475,141
284,810	411,191	126,381	892,226	1,061,940	169,714	342,417	854,393
330,477	462,085	131,608	1,060,608	1,265,513	204,905	386,341	1,030,089
476,743	699,042	<222,299>	1,337,256	1,694,774	<357,518>	520,872	1,336,625
4,631	4,612	<19>	19,072	22,883	3,811	4,309	16,632
37,088	48,841	11,753	93,386	124,673	31,287	45,146	107,775
22,580	30,448	7,868	56,796	80,538	23,742	28,092	68,311
13,949	18,940	4,991	34,318	50,388	16,070	14,840	34,828
28,897	35,009	6,112	69,133	91,999	22,866	36,045	83,445
48,989	45,280	<3,709>	209,951	196,074	<13,877>	48,475	202,965
11,376	9,770	<1,606>	49,556	42,351	<7,205>	8,240	39,912
1,581	6,256	4,676	6,322	25,024	18,702	1,526	5,883
169,090	199,156	30,066	538,534	633,930	95,396	186,673	559,752
307,653	499,886	<192,233>	798,722	1,060,844	<262,122>	334,199	776,873

UCLA STUDENT UNION  
INCOME STATEMENT

NOV. 04(10/29/23-11/25/23)			FISCAL YEAR 23-24			FISCAL YEAR 22-23	
CURRENT MONTH			YTD 4 MO(07/30/23-11/25/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
36,952	52,627	<15,675>	299,032	255,462	43,570	49,460	226,576
8,779	11,452	<2,673>	33,175	55,908	<22,733>	9,567	47,522
45,731	64,079	<18,348>	332,208	311,370	20,838	59,027	274,098
8,669	11,200	2,531	32,426	54,678	22,252	9,461	46,820
27,328	17,285	<10,043>	77,417	59,645	<17,772>	12,594	60,700
35,996	28,485	<7,511>	109,843	114,323	4,480	22,055	107,520
78.7	44.5	<34.3>	33.1	36.7	3.7	37.4	39.2
9,734	35,594	<25,860>	222,365	197,047	25,318	36,973	166,578
21.3	55.6	<34.3>	66.9	63.3	3.7	62.6	60.8
26.1	67.2	<41.1>	74.1	76.7	<2.5>	74.5	73.2
1.3	2.2	<1.0>	2.3	2.2	0.1	1.1	1.5
0	215,000	<215,000>	3,740,040	445,000	3,295,040	0	5,000
0	0	0	0	0	0	0	47,673
800	650	150	7,463	3,250	4,213	952	8,470
72,296	31,058	41,238	131,110	72,726	58,384	34,404	97,456
2,006	2,197	<191>	7,970	10,567	<2,597>	1,856	9,012
75,102	248,905	<173,803>	3,886,582	531,543	3,355,039	37,212	167,610
84,837	284,499	<199,662>	4,108,947	728,590	3,380,357	74,184	334,188
45,613	54,562	8,949	170,100	218,248	48,148	47,260	135,525
3,675	0	<3,675>	33,128	13,200	<19,928>	8,400	8,400
21,450	21,801	351	85,839	97,618	11,779	22,159	86,456
70,738	76,363	5,625	289,068	329,066	39,998	77,818	230,381
154.7	119.2	<35.5>	87.0	105.7	18.7	131.8	84.1
49.0	33.0	<16.0>	26.2	27.3	1.1	43.1	28.7
24,493	26,157	1,664	91,192	104,912	13,720	18,135	64,651
<1,339>	563	1,902	3,654	3,123	<531>	1,558	6,249
2,000	3,235	1,235	9,343	12,940	3,597	2,595	9,884
422	0	<422>	3,822	4,575	753	<1,800>	1,622
0	0	0	745	464	<281>	0	0
2,512	350	<2,162>	6,614	5,350	<1,264>	916	6,505
3,880	6,939	3,059	55,484	39,827	<15,657>	7,940	46,658
53,461	20,188	<33,273>	84,320	47,271	<37,049>	20,742	59,923
0	0	0	55	200	145	0	703
0	0	0	500	1,250	750	0	0
0	524	524	1,525	3,711	2,186	269	983
379	180	<199>	559	720	161	176	523
1,354	3,384	2,030	10,747	17,542	6,795	2,020	13,083
417	1,007	590	1,503	3,542	2,039	425	1,944
<18>	150	168	<127>	600	727	<63>	<109>
0	0	0	74,000	0	<74,000>	0	0
15,417	15,417	0	61,668	61,668	0	11,563	46,251
11,905	10,251	<1,654>	30,220	37,133	6,913	5,802	25,123
114,884	88,345	<26,539>	435,824	344,828	<90,996>	70,276	283,994
185,622	164,708	<20,914>	724,892	673,894	<50,998>	148,094	514,375
<100,785>	119,791	<220,576>	3,384,055	54,696	3,329,359	<73,910>	<180,187>
7,173	6,919	<254>	33,413	36,918	3,505	7,634	21,834
5,552	13,176	7,624	152,340	33,727	<118,613>	4,789	19,591
3,380	8,215	4,835	93,202	21,821	<71,381>	2,980	12,471
2,088	5,110	3,022	53,402	13,603	<39,799>	1,574	6,279
4,326	9,445	5,119	108,908	24,954	<83,954>	3,823	14,940
60,253	55,684	<4,569>	258,228	241,126	<17,102>	59,205	247,891
13,992	12,017	<1,975>	60,951	52,088	<8,863>	10,063	48,746
19,855	23,556	3,701	78,374	94,224	15,850	21,500	84,889
116,620	134,122	17,502	838,819	518,461	<320,358>	111,568	456,641
<217,405>	<14,331>	<203,074>	2,545,237	<463,765>	3,009,002	<185,478>	<636,828>





UTILITIES  
EXPENSE STATEMENT

NOV. 04(10/29/23-11/25/23)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
19,445	13,458	<5,987>	Chiller Water
48,781	45,266	<3,515>	Elec-Non Air Cond.
10,021	10,680	659	Water-Non Air Cond.
<3,874>	5,063	8,937	Steam-Non Air Cond.
10,047	7,012	<3,035>	Gas
0	<8,555>	<8,555>	UCLA Cost Sharing
84,420	72,924	<11,496>	TOTAL OTHER CONTROL.
84,420	72,924	<11,496>	TOTAL CONTROLLABLE EXP
<72,984>	<62,687>	10,297	Allocated-Svs and Ent
<2,144>	<2,144>	0	Allocated-USAC
<784>	<784>	0	Allocated-GSA
<2,591>	<2,226>	365	Allocated-Comm Board
<5,916>	<5,083>	833	Allocated-A & SS
<84,420>	<72,924>	11,496	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 23-24			FISCAL YEAR 22-23	
YTD 4 MO(07/30/23-11/25/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
102,468	84,532	<17,936>	14,239	81,018
200,424	191,378	<9,046>	33,708	161,088
26,805	36,301	9,496	7,438	25,320
801	17,567	16,766	2,069	11,939
36,200	22,304	<13,896>	4,419	17,938
0	<36,968>	<36,968>	0	0
366,698	315,114	<51,584>	61,873	297,303
366,698	315,114	<51,584>	61,873	297,303
<317,921>	<271,724>	46,197	<52,749>	<255,512>
<8,576>	<8,576>	0	<2,055>	<8,220>
<3,136>	<3,136>	0	<795>	<3,180>
<11,293>	<9,647>	1,646	<1,877>	<9,092>
<25,772>	<22,031>	3,741	<4,397>	<21,300>
<366,698>	<315,114>	51,584	<61,873>	<297,303>
0	0	<0>	0	0