ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

March (02/25/24 - 03/30/24)

Prepared
April 22, 2024

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - MARCH 2024 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		MA	RCH (02/25	/24 - 03/30/2	24)			FY 2:	2-23	1	FISCAL YEAR 2023-2024 YTD 8 MONTHS (07/30/23 - 03/30/24)						FY 2	2-23		
			CURRENT	T MONTH				**	•						7/30/23 - 03				*	*
ACTU	AL	BUD	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT
				ACT/I		ACT/LY										BUD		Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
4,150		3,870		280	7.2%	(45)	(1.1%)	4,195		UCLA Store	32,611		31,842		769	2.4%	2,099	6.9%	30,512	
2,789		2,431		358	14.7%	898	47.5%	1,891		UCLA Restaurants	15,100		14,320		780	5.4%	4,380	40.9%	10,720	
423		472		(49)	(10.4%)	29	7.4%	394		Licensing & Services	4,402		5,431		(1,029)	(18.9%)	(58)	(1.3%)	4,460	
151		232		(81)	(34.9%)	59	64.1%	92		UCLA Student Union	4,594		1,751		2,843	162.4%	3,807	483.7%	787	
7,513		7,005		508	7.3%	941	14.3%	6,572		TOTAL	56,707		53,344		3,363	6.3%	10,228	22.0%	46,479	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,521	36.7%	1,447	37.4%	74	(0.7)	97	2.8	1,424	33.9%	UCLA Store	11,267	34.5%	11,041	34.7%	226	(0.2)	1,239	1.6	10,028	32.9%
1,955	70.1%	1,707	70.2%	248	(0.1)	613	(0.9)	1,342	71.0%	UCLA Restaurants	10,749	71.2%	9,989	69.8%	760	1.4	3,162	0.4	7,587	70.8%
423	100.0%	472	100.0%	(49)	0.0	29	0.0	394	100.0%	Licensing & Services	4,402	100.0%	5,431	100.0%	(1,029)	0.0	(58)	0.0	4,460	100.0%
121	80.1%	200	86.2%	(79)	(6.1)	56 795	9.4	65	70.7%	UCLA Student Union	4,393	95.6%	1,528	87.3%	2,865	8.3	3,800	20.3	593	75.3%
4,020	53.5%	3,826	54.6%	194	(1.1)	795	4.4	3,225	49.1%	TOTAL	30,811	54.3%	27,989	52.5%	2,822	1.8	8,143	5.5	22,668	48.8%
										WAGES & BENEFITS										
783	18.9%	728	18.8%	(55)	(0.1)	(136)	(3.5)	647	15.4%	UCLA Store	5,824	17.9%	5,696	17.9%	(128)	0.0	(634)	(0.9)	5,190	17.0%
1,060	38.0%	1,033	42.5%	(27)	4.5	(142)	10.5	918	48.5%	UCLA Restaurants	7,043	46.6%	7,173	50.1%	130	3.5	(631)	13.2	6,412	59.8%
69	16.3%	75	15.9%	6	(0.4)	(18)	(3.4)	51	12.9%	Licensing & Services	517	11.7%	595	11.0%	78	(0.7)	(60)	(1.5)	457	10.2%
128	84.8%	108	46.6%	(20)	(38.2)	(47)	3.2	81	88.0%	UCLA Student Union	797	17.3%	851	48.6%	54	31.3	(189)	60.0	608	77.3%
2,040	27.2%	1,944	27.8%	(96)	0.6	(343)	(1.4)	1,697	25.8%	TOTAL	14,181	25.0%	14,315	26.8%	134	1.8	(1,514)	2.3	12,667	27.3%
										OTHER CONTROLLABLES										
160	3.9%	158	4.1%	(2)	0.2	(16)	(0.5)	144		UCLA Store	1,731	5.3%	1,584	5.0%	(147)	(0.3)	(113)	0.0	1,618	5.3%
242	8.7%	246	10.1%	4	1.4	(31)	2.5	211	11.2%	UCLA Restaurants	1,445	9.6%	1,461	10.2%	16	0.6	(175)	2.2	1,270	11.8%
116	27.4%	114	24.2%	(2)	(3.2)	(110)	(25.9)	6	1.5%	Licensing & Services	1,401	31.8%	1,655	30.5%	254	(1.3)	(40)	(1.3)	1,361	30.5%
83	55.0%	65	28.0%	(18)	(27.0)	(18)	15.7	65	70.7%	UCLA Student Union	645	14.0%	486	27.8%	(159)	13.8	(223)	39.6	422	53.6%
601	8.0%	583	8.3%	(18)	0.3	(175)	(1.5)	426	6.5%	TOTAL	5,222	9.2%	5,186	9.7%	(36)	0.5	(551)	0.8	4,671	10.0%
										CONTRIBUTION										
578	13.9%	560	14.5%	18	(0.6)	(55)	(1.2)	633		UCLA Store	3,712	11.4%	3,761	11.8%	(49)	(0.4)	492	0.8	3,220	10.6%
654	23.4%	428	17.6%	226	5.8	441	12.1	213	11.3%	UCLA Restaurants	2,261	15.0%	1,354	9.5%	907	5.5	2,355	15.9	(94)	(0.9%)
238 (90)	56.3% (59.6%)	283 26	60.0%	(45) (116)	(3.7) (70.8)	(99)	(29.2) 28.4	337	85.5%	Licensing & Services UCLA Student Union	2,484 2,951	56.4% 64.2%	3,181 191	58.6%	(697) 2,760	(2.2) 53.3	(157) 3,388	(2.8) 119.7	2,641	59.2%
1.380	18.4%	1.297	11.2% 18.5%	83	(0.1)	(9) 278	1.6	(81)	/		11.408	20.1%	8.487	10.9%	2,760	4.2	6.078	8.6	(437)	(55.5%)
1,380	18.4%	1,297	18.5%	83	(0.1)	2/8	1.6	1,102	16.8%	TOTAL	11,408	20.1%	8,487	15.9%	2,921	4.2	6,078	8.6	5,330	11.5%
										ALLOCATED EXPENSES										
929	12.4%	904	12.9%	(25)	0.5	(104)	0.2	825	12.6%	Admin&Support Services	7,175	12.7%	7,241	13.6%	66	0.9	(876)	0.9	6,299	13.6%
418	5.6%	366	5.2%	(52)	(0.4)	(162)	(1.7)	256	3.9%	Facilities	2,570	4.5%	2,347	4.4%	(223)	(0.1)	(396)	0.2	2,174	4.7%
54	0.7%	52	0.7%	(2)	0.0	15	0.3	69	1.0%	Utilities	643	1.1%	505	0.9%	(138)	(0.2)	(175)	(0.1)	468	1.0%
167 1,568	2.2% 20.9%	221 1,543	3.2% 22.0%	54 (25)	1.0 1.1	(1) (252)	0.3	166	2.5%	Depreciation TOTAL	1,394 11,782	2.5% 20.8%	1,768 11,861	3.3% 22.2%	374 79	0.8 1.4	(27)	0.4	1,367 10,308	2.9% 22.2%
1,508	20.9%	1,543	22.0%	(∠5)	1.1	(252)	(0.9)	1,316	20.0%	1	11,782	∠∪.8%	11,001	22.2%	79	1.4	(1,474)	1.4	10,308	22.2%
(405)	(0.50()	(0.45)	(0.50()			0.5		(04.1)	(0.00)	NET INCOME (LOSS)	(07.1)	(0.70)	(0.07.1	(0.00()	0.055		4.05.	40.5	(4.075)	(40 =0()
(188)	(2.5%)	(246)	(3.5%)	58	1.0	26	0.8	(214)	(3.3%)	FROM OPERATIONS	(374)	(0.7%)	(3,374)	(6.3%)	3,000	5.6	4,604	10.0	(4,978)	(10.7%)
ll										OTHER INC/(EXP)										
3,912	52.1%	3	0.0%	3,909	52.1	3,869	51.4	43	0.7%	Non-Recurrent Inc/(Exp)	4,218	7.4%	148	0.3%	4,070	7.1	4,011	7.0	207	0.4%
58 (10)	0.8% (0.1%)	25	0.4%	33 0	0.4	8 4	0.0	50 (14)	0.8%	Interest Income	498	0.9% (0.1%)	262 (79)	0.5% (0.1%)	236	0.4 0.0	147 37	0.1 0.1	351	0.8%
(10)	0.1%)	(10) 0	(0.1%) 0.0%	0	0.0	0	0.1 0.0	(14)	(0.2%) 0.0%	Interest (Expense) Income Taxes	(75) 0	0.1%)	(79)	0.1%)	4	0.0	0	0.1	(112) 0	0.2%)
271	3.6%	271	3.9%	0	(0.3)	5	(0.4)	266	4.0%	Student Union Fee Income	2,169	3.8%	2,169	4.1%	0	(0.3)	42	(0.8)	2,127	4.6%
4,231	56.3%	289	4.1%	3,942	52.2	3,886	51.1	345	5.2%	TOTAL	6,810	12.0%	2,109	4.1%	4,310	7.3	4,237	6.5	2,127	5.5%
				,									,				· ·			
4,043	53.8%	43	0.6%	4,000	53.2	3,912	51.8	131	2.0%	NET INCOME (LOSS)	6,436	11.3%	(874)	(1.6%)	7,310	12.9	8,841	16.5	(2,405)	(5.2%)

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - MARCH 2024 (\$000's) DIVISIONS FULLY ALLOCATED

	VARIANCE	1,891 394 92 6,572 3 1,424 33,9 9) 1,342 71.0 0 394 100.0 65 70.7 4 3,225 49.1 3) 791 18.9 0 1,129 59.7 2) 57 14.5 0 146 158.7 0) 2,123 32.3 2) 633 15.1 1 213 11.3 2) 337 85.5	UCLA Restaurants Licensing & Services UCLA Student Union TOTAL TOTAL CONTROLLABLES UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services	\$ 32,611 15,100 4,402 4,594 56,707 11,267 10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404	34.5% 71.2% 100.0% 95.6% 54.3% 23.2% 43.6% 31.4% 34.2%		MONTHS (0	R 2023-2024 7730/23 - 03 ACT/ \$ 769 780 (1,029) 2,843 3,363 226 760 (1,029) 2,865 2,862 (276) 147 332 (105) 98 (49)	/30/24) VARIA	2,099 4,380 (58) 3,807 10,228 1,239 3,162 (58) 3,800 8,143 (748) (807) (99) (411) (2,065)	9 ACT % 6.9% 40.9% (1.3%) 483.7% 22.0% Pis. 1.6 0.4 0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.11	\$ 30,512 10,720 4,460 787 46,479 10,028 7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339 3,220	
\$ % \$ % \$ % \$ 4,150 3,870 280 2,789 2,431 358 423 472 (49) 151 232 (81) 7,513 7,005 508 1,521 36,7% 1,447 37,4% 74 1,955 70.1% 1,707 70.2% 248 423 100.0% 472 100.0% (49) 121 80.1% 200 86.2% (79) 4,020 53.5% 3,826 54.6% 194 943 22,7% 887 22,9% (56) 1,302 46,7% 1,279 52.6% (23) 185 43,7% 189 40.0% 4 211 139,7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13,9% 560 14.5% 18 654 23,4% 428 17.6% 226 238 56,3% 283 60.0% (45) (90) (59,6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (31) 584 20.9% 553 22.7% (31) 123 29,1% 133 28,2% 10 133 88.1% 140 60.3% 7	ACT/LY ACT S M	\$ % 1,891 1,891 2,92 3,1,424 33,99 1,342 71,0 3,94 100,0 4,65,72 3,225 49,1 4,129 3,1,129 3,1,129 3,1,129 3,1,129 3,1,129 3,1,129 3,1,129 3,1,129 3,1,129 3,1,129 3,1,129 3,1,129 3,1,129 3,1,129 3,1,129 3,1,129 3,1,131 3,1,131 3,1,131 3,1,131 3,1,131 3,1,131 3,1,1,131 3,1,1,1,1	UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL GROSS MARGIN UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL TOTAL TOTAL TOTAL CONTROLLABLES UCLA Student Union TOTAL CONTROLLABLES UCLA Student Union TOTAL CONTROLLABLES UCLA Student Union TOTAL UCLA Store UCLA Restaurants Licensing & Services	\$ 32,611 15,100 4,402 4,594 56,707 11,267 10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404	34.5% 71.2% 100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%	\$ 31,842 14,320 5,431 1,751 53,344 11,041 9,989 5,431 1,528 27,989 7,280 8,635 2,250 1,337 19,502	34.7% 69.8% 100.0% 87.3% 52.5% 22.9% 60.3% 76.4% 36.6%	769 780 (1,029) 2,843 3,363 226 760 (1,029) 2,865 2,822 (276) 147 332 (105) 98	2.4% 5.4% (18.9%) 162.4% 6.3% Pts. (0.2) 1.4 0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4	2,099 4,380 (58) 3,807 10,228 1,239 3,162 (58) 3,800 8,143 (748) (807) (99) (411) (2,065)	% 6.9% 40.9% (1.3%) 483.7% 22.0% Pts. 1.6 0.4 0.0 20.3 5.5 (2.8) 99.6 3.1	\$ 30,512 10,720 4,460 787 46,479 10,028 7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339 3,220	32.9% 70.8% 100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
\$ % \$ % \$ 4,150	% \$ 7.2% (45) (1.1% 14.7% 898 47.5% (10.4%) 29 7.4% (34.9%) 59 64.1% 7.3% 941 14.3% Pts. Pts. 0.5 (0.7) 97 2.8 (0.1) 613 (0.5 0.0 29 0.0 (6.1) 56 9.4 (1.1) 795 4.4 0.2 (152) (3.8 5.9 (173) 13.0 (3.7) (128) (29.2 (65.1) (65) 19.0 0.9 (518) (2.5 (0.6) (55) (1.2 5.8 441 12.1 (3.7) (99) (29.2	3, 1,424 33,9 3, 1,424 33,9 3, 1,424 71,0 3, 1,342 71,0 3, 1,342 71,0 3, 1,342 71,0 3, 1,342 71,0 3, 1,342 71,0 4, 1,124 71,0 1,129 59,7 1,129 59,7 1,1	UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL GROSS MARGIN UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL TOTAL TOTAL TOTAL CONTROLLABLES UCLA Student Union TOTAL CONTROLLABLES UCLA Student Union TOTAL CONTROLLABLES UCLA Student Union TOTAL UCLA Store UCLA Restaurants Licensing & Services	32,611 15,100 4,402 4,594 56,707 11,267 10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404	34.5% 71.2% 100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2 %	31,842 14,320 5,431 1,751 53,344 11,041 9,989 5,431 1,528 27,989 7,280 8,635 2,250 1,337 19,502	34.7% 69.8% 100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%	769 780 (1,029) 2,843 3,363 226 760 (1,029) 2,865 2,822 (276) 147 332 (105) 98	% 2.4% 5.4% (18.9%) 162.4% 6.3% Pts. (0.2) 1.4 0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4	\$ 2,099 4,380 (588) 3,807 10,228 1,239 3,162 (58) 3,800 8,143 (748) (807) (909) (411) (2,065)	% 6.9% 40.9% (1.3%) 483.7% 22.0% Pts. 1.6 0.4 0.0 20.3 5.5 (2.8) 99.6 3.1	30,512 10,720 4,460 787 46,479 10,028 7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339	32.9% 70.8% 100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
4,150 3,870 280 2,789 2,431 358 423 472 (49) 151 232 (81) 7,513 7,005 508 1,521 36.7% 1,447 37.4% 74 1,955 70.1% 1,707 70.2% 248 423 100.0% 472 100.0% (49) 121 80.1% 200 86.2% (79) 4,020 53.5% 3,826 54.6% 194 943 22.7% 887 22.9% (56) 1,302 46.7% 1,279 52.6% (23) 185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 654 23.4% 428 17.6% 226 238 56.3%	7.2% (45) (1.1% 14.7% 898 47.5% (10.4%) 29 7.4% (34.9%) 59 64.1% 7.3% 941 14.3% Pts. Pts. (0.7) 97 2.8 (0.1) 613 (0.9 0.0 29 0.0 (6.1) 56 9.4 (1.1) 795 4.4 0.2 (152) (3.8 5.9 (173) 13.0 (3.7) (128) (29.2 (65.1) (65) 19.0 0.9 (518) (2.9 (0.6) (55) (1.2 5.8 441 12.1 (3.7) (99) (29.2	3, 1,424 33,9 3, 1,424 33,9 3, 1,424 71,0 3, 1,342 71,0 3, 1,342 71,0 3, 1,342 71,0 3, 1,342 71,0 3, 1,342 71,0 4, 1,124 71,0 1,129 59,7 1,129 59,7 1,1	UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL GROSS MARGIN UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL TOTAL TOTAL TOTAL CONTROLLABLES UCLA Student Union TOTAL CONTROLLABLES UCLA Student Union TOTAL CONTROLLABLES UCLA Student Union TOTAL UCLA Store UCLA Restaurants Licensing & Services	32,611 15,100 4,402 4,594 56,707 11,267 10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404	34.5% 71.2% 100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2 %	31,842 14,320 5,431 1,751 53,344 11,041 9,989 5,431 1,528 27,989 7,280 8,635 2,250 1,337 19,502	34.7% 69.8% 100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%	769 780 (1,029) 2,843 3,363 226 760 (1,029) 2,865 2,822 (276) 147 332 (105) 98	2.4% 5.4% (18.9%) 162.4% 6.3% Pts. (0.2) 1.4 0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4	2,099 4,380 (58) 3,807 10,228 1,239 3,162 (58) 3,800 8,143 (748) (807) (99) (411) (2,065)	6.9% 40.9% (1.3%) 483.7% 22.0% Pts. 1.6 0.4 0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1	30,512 10,720 4,460 787 46,479 10,028 7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339	32.9% 70.8% 100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
2,789 2,431 358 423 472 (49) 151 232 (81) 7,513 7,005 508 1,521 36.7% 1,447 37.4% 74 1,955 70.1% 1,707 70.2% 248 423 100.0% 472 100.0% (49) 121 80.1% 200 86.2% (79) 4,020 53.5% 3,826 54.6% 194 943 22.7% 887 22.9% (56) 1,302 46.7% 1,279 52.6% (23) 185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45)	14.7% 898 47.5% (10.4%) 29 7.4% (34.9%) 59 64.1% 7.3% 941 14.3% Pts. Pts. (0.7) 97 2.8 (0.1) 613 (0.9 (0.1) 613 (0.9 (0.1) 795 4.4 0.2 (152) (3.8 (3.7) (128) (29.2 (65.1) (65) 19.0 0.9 (518) (2.9 (0.6) (55) (1.2 (3.7) (99) (29.2	3 1,424 33.9 3 1,424 33.9 3 1,342 71.0 3 394 100.0 4 65 70.7 4 3,225 49.1 3 1,129 59.7 2 57 14.5 3 146 158.7 3 2,123 32.3 2 633 15.1 2 13 31.3 2 337 85.5	UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL GROSS MARGIN UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL TOTAL TOTAL TOTAL CONTROLLABLES UCLA Student Union TOTAL CONTROLLABLES UCLA Student Union TOTAL CONTROLLABLES UCLA Student Union TOTAL UCLA Store UCLA Restaurants Licensing & Services	15,100 4,402 4,594 56,707 11,267 10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404	71.2% 100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%	14,320 5,431 1,751 53,344 11,041 9,989 5,431 1,528 27,989 7,280 8,635 2,250 1,337 19,502	69.8% 100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%	780 (1,029) 2,843 3,363 226 760 (1,029) 2,865 2,822 (276) 147 332 (105) 98	5.4% (18.9%) 162.4% 6.3% Pts. (0.2) 1.4 4.0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4	4,380 (58) 3,807 10,228 1,239 3,162 (58) 3,800 8,143 (748) (807) (99) (411) (2,065)	40.9% (1.3%) 483.7% 22.0% Pts. 1.6 0.4 0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1	10,720 4,460 787 46,479 10,028 7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339	70.8% 100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
2,789 2,431 358 423 472 (49) 151 232 (81) 7,513 7,005 508 1,521 36.7% 1,447 37.4% 74 1,955 70.1% 1,707 70.2% 248 423 100.0% 472 100.0% (49) 121 80.1% 200 86.2% (79) 4,020 53.5% 3,826 54.6% 194 943 22.7% 887 22.9% (56) 1,302 46.7% 1,279 52.6% (23) 185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45)	14.7% 898 47.5% (10.4%) 29 7.4% (34.9%) 59 64.1% 7.3% 941 14.3% Pts. Pts. (0.7) 97 2.8 (0.1) 613 (0.9 (0.1) 613 (0.9 (0.1) 795 4.4 0.2 (152) (3.8 (3.7) (128) (29.2 (65.1) (65) 19.0 0.9 (518) (2.9 (0.6) (55) (1.2 (3.7) (99) (29.2	3 1,424 33.9 3 1,424 33.9 3 1,342 71.0 3 394 100.0 4 65 70.7 4 3,225 49.1 3 1,129 59.7 2 57 14.5 3 146 158.7 3 2,123 32.3 2 633 15.1 2 13 31.3 2 337 85.5	UCLA Restaurants Licensing & Services UCLA Student Union TOTAL GROSS MARGIN UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL TOTAL TOTAL CONTROLLABLES UCLA Store UCLA Restaurants Licensing & Services UCLA Store UCLA Store UCLA Store UCLA Store UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services	15,100 4,402 4,594 56,707 11,267 10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404	71.2% 100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%	14,320 5,431 1,751 53,344 11,041 9,989 5,431 1,528 27,989 7,280 8,635 2,250 1,337 19,502	69.8% 100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%	780 (1,029) 2,843 3,363 226 760 (1,029) 2,865 2,822 (276) 147 332 (105) 98	5.4% (18.9%) 162.4% 6.3% Pts. (0.2) 1.4 4.0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4	4,380 (58) 3,807 10,228 1,239 3,162 (58) 3,800 8,143 (748) (807) (99) (411) (2,065)	40.9% (1.3%) 483.7% 22.0% Pts. 1.6 0.4 0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1	10,720 4,460 787 46,479 10,028 7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339	70.8% 100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
423 472 (49) 151 232 (81) 7,513 7,005 508 1,521 36.7% 1,447 37.4% 74 1,955 70.1% 1,707 70.2% 248 423 100.0% 472 100.0% (49) 121 80.1% 200 86.2% (79) 4,020 53.5% 3,826 54.6% 194 943 22.7% 887 22.9% (56) 1,302 46.7% 1,279 52.6% (23) 185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2%	(10.4%) 29 7.4% (34.9%) 59 64.1% 7.3% 941 14.3% Pts.	394 92 6,572 3 1,424 33.9 9) 1,342 71.0 0 394 100.0 4 65 70.7 4 3,225 49.1 3,225 49.1 4,220 59.7 2,20 59.7 2,20 59.7 2,20 59.7 3,20 59.7 3,20 59.7 3,20 59.7 4,50 59.7 5,70 59.7 6,70	Licensing & Services UCLA Student Union TOTAL GROSS MARGIN UCLA Store MUCLA Restaurants Licensing & Services UCLA Student Union TOTAL TOTAL TOTAL CONTROLLABLES UCLA Store MUCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store MUCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Restaurants Licensing & Services UCLA Store UCLA Restaurants Licensing & Services UCLA Restaurants Licensing & Services	4,402 4,594 56,707 11,267 10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404	71.2% 100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%	5,431 1,751 53,344 11,041 9,989 5,431 1,528 27,989 7,280 8,635 2,250 1,337 19,502	69.8% 100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%	(1,029) 2,843 3,363 226 760 (1,029) 2,865 2,822 (276) 147 332 (105) 98	(18.9%) 162.4% 6.3% Pts. (0.2) 1.4 0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4	(58) 3,807 10,228 1,239 3,162 (58) 3,800 8,143 (748) (807) (99) (411) (2,065)	(1.3%) 483.7% 22.0% Pts. 1.6 0.4 0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1	4,460 787 46,479 10,028 7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339	70.8% 100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
151	(34.9%) 59 64.1% 7.3% 941 14.3% Pts. Pts. (0.7) 97 2.8 (0.1) 613 (0.9 0.0 (0.1) 56 9.4 (1.1) 795 4.4 (1.1) 795 4.4 (3.7) (99) (29.2 (65.1) (65) 19.0 (65.1) (65) 19.0 (65.1) (65) (1.2 (65.1) (65) (2.9 (65.1) (65) (65.1) (65) (2.9 (65.1) (65) (65.1) (65) (65.1) (65) (65.1) (65	92 92 93 94 95 95 95 95 95 95 95 95 95 95 95 95 95	UCLA Student Union TOTAL GROSS MARGIN UCLA Store UCLA Statuents Licensing & Services UCLA Student Union TOTAL TOTAL TOTAL CONTROLLABLES UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services	4,594 56,707 11,267 10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404 3,712 2,261	71.2% 100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%	1,751 53,344 11,041 9,989 5,431 1,528 27,989 7,280 8,635 2,250 1,337 19,502	69.8% 100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%	2,843 3,363 226 760 (1,029) 2,865 2,822 (276) 147 332 (105) 98	162.4% 6.3% Pts. (0.2) 1.4 0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4	3,807 10,228 1,239 3,162 (58) 3,800 8,143 (748) (807) (99) (411) (2,065)	483.7% 22.0% Pts. 1.6 0.4 0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1	787 46,479 10,028 7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339	70.8% 100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
7,513 7,005 508 1,521 36.7% 1,447 37.4% 74 1,955 70.1% 1,707 70.2% 248 423 100.0% 472 100.0% (49) 121 80.1% 200 86.2% (79) 4,020 53.5% 3,826 54.6% 194 943 22.7% 887 22.9% (56) 1,302 46.7% 1,279 52.6% (23) 185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 664 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717	7.3% 941 14.3% Pts. Pts. (0.7) 97 2.8 (0.1) 613 (0.9 (0.1) 56 9.4 (1.1) 795 4.4 0.2 (152) (3.8 5.9 (173) 13.0 (3.7) (128) (29.2 (65.1) (65) 19.0 0.9 (518) (2.9 (0.6) (55) (1.2 5.8 441 12.1 (3.7) (99) (29.2	6,572 3 1,424 33.9 1,342 71.0 3 394 100.0 4 65 70.7 3 3,225 49.1 3 1,129 59.7 1,129 59.7 1,129 59.7 1,129 59.7 2,123 32.3 2,123 32.3 2,123 11.3 2,123 33.3 3,15.1 2,123 33.3 3,15.1 3,13,13,13,13,13,13,13,13,13,13,13,13,13	TOTAL GROSS MARGIN UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL TOTAL CONTROLLABLES UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services	11,267 10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404	71.2% 100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%	11,041 9,989 5,431 1,528 27,989 7,280 8,635 2,250 1,337 19,502	69.8% 100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%	226 760 (1,029) 2,865 2,822 (276) 147 332 (105) 98	6.3% Pts. (0.2) 1.4 0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4	1,239 3,162 (58) 3,800 8,143 (748) (807) (99) (411) (2,065)	22.0% Pts. 1.6 0.4 0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1	10,028 7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339	70.8% 100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
1,521 36.7% 1,447 37.4% 74 1,955 70.1% 1,707 70.2% 248 423 100.0% 472 100.0% (49) 121 80.1% 200 86.2% (79) 4,020 53.5% 3,826 54.6% 194 943 22.7% 887 22.9% (56) 1,302 46.7% 1,279 52.6% (23) 185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% 83 728 17.5% 717 18.5% (31) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	Pts.	3 1,424 33.9 3 1,342 71.0 3 394 100.0 4 65 70.7 4 3,225 49.1 3) 791 18.9 5) 1,129 59.7 2) 57 14.5 6) 146 158.7 7) 2,123 32.3 2) 633 15.1 21 213 11.3 2) 337 85.5	GROSS MARGIN UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL TOTAL CONTROLLABLES UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Store UCLA Student Union UCLA Store UCLA Student Union UCLA Store UCLA Restaurants Licensing & Services	11,267 10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404	71.2% 100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%	11,041 9,989 5,431 1,528 27,989 7,280 8,635 2,250 1,337 19,502	69.8% 100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%	226 760 (1,029) 2,865 2,822 (276) 147 332 (105) 98	Pts. (0.2) 1.4 0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4	1,239 3,162 (58) 3,800 8,143 (748) (807) (99) (411) (2,065)	Pts. 1.6 0.4 0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1	10,028 7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339	70.8% 100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
1,955 70.1% 1,707 70.2% 248 423 100.0% 472 100.0% (49) 121 80.1% 200 86.2% (79) 4,020 53.5% 3,826 54.6% 194 943 22.7% 887 22.9% (56) 1,302 46.7% 1,279 52.6% (23) 185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 8 654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) <td< td=""><td>(0.7) 97 2.6 (0.1) 613 (0.9 0.0 29 0.0 (6.1) 56 9.4 (1.1) 795 4.4 (1.1) 795 4.4 0.2 (152) (3.6 5.9 (173) 13.0 (3.7) (128) (29.2 (65.1) (65) 19.0 0.9 (518) (2.9 (0.6) (55) (1.2 5.8 441 12.1 (3.7) (99) (29.2</td><td>3) 1,342 71.0 394 100.0 4 65 70.7 4 3,225 49.1 3) 791 18.9 5) 1,129 59.7 2) 57 14.5 6) 146 158.7 6) 2,123 32.3 2) 633 15.1 1 213 11.3 2) 337 85.5</td><td>UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL TOTAL CONTROLLABLES UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services</td><td>10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404 3,712 2,261</td><td>71.2% 100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%</td><td>9,989 5,431 1,528 27,989 7,280 8,635 2,250 1,337 19,502</td><td>69.8% 100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%</td><td>760 (1,029) 2,865 2,822 (276) 147 332 (105) 98</td><td>(0.2) 1.4 0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4</td><td>3,162 (58) 3,800 8,143 (748) (807) (99) (411) (2,065)</td><td>1.6 0.4 0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1</td><td>7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339</td><td>70.8% 100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%</td></td<>	(0.7) 97 2.6 (0.1) 613 (0.9 0.0 29 0.0 (6.1) 56 9.4 (1.1) 795 4.4 (1.1) 795 4.4 0.2 (152) (3.6 5.9 (173) 13.0 (3.7) (128) (29.2 (65.1) (65) 19.0 0.9 (518) (2.9 (0.6) (55) (1.2 5.8 441 12.1 (3.7) (99) (29.2	3) 1,342 71.0 394 100.0 4 65 70.7 4 3,225 49.1 3) 791 18.9 5) 1,129 59.7 2) 57 14.5 6) 146 158.7 6) 2,123 32.3 2) 633 15.1 1 213 11.3 2) 337 85.5	UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL TOTAL CONTROLLABLES UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services	10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404 3,712 2,261	71.2% 100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%	9,989 5,431 1,528 27,989 7,280 8,635 2,250 1,337 19,502	69.8% 100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%	760 (1,029) 2,865 2,822 (276) 147 332 (105) 98	(0.2) 1.4 0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4	3,162 (58) 3,800 8,143 (748) (807) (99) (411) (2,065)	1.6 0.4 0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1	7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339	70.8% 100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
1,955 70.1% 1,707 70.2% 248 423 100.0% 472 100.0% (49) 121 80.1% 200 86.2% (79) 4,020 53.5% 3,826 54.6% 194 943 22.7% 887 22.9% (56) 1,302 46.7% 1,279 52.6% (23) 185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 8 654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) <td< td=""><td>(0.1) 613 (0.9) (0.1) 613 (0.9) (0.0) 29 (0.0) (6.1) 56 9.4 (1.1) 795 4.4 (1.1) 795 4.4 (1.2) (152) (3.8 (5.9) (173) 13.0 (3.7) (128) (29.2 (65.1) (65) 19.0 (0.9) (518) (2.9) (0.6) (55) (1.2 (0.6) (55) (1.2 (3.7) (99) (29.2</td><td>3) 1,342 71.0 394 100.0 4 65 70.7 4 3,225 49.1 3) 791 18.9 5) 1,129 59.7 2) 57 14.5 6) 146 158.7 6) 2,123 32.3 2) 633 15.1 1 213 11.3 2) 337 85.5</td><td>UCLA Restaurants Licensing & Services UCLA Student Union TOTAL TOTAL CONTROLLABLES UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services</td><td>10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404 3,712 2,261</td><td>71.2% 100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%</td><td>9,989 5,431 1,528 27,989 7,280 8,635 2,250 1,337 19,502</td><td>69.8% 100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%</td><td>760 (1,029) 2,865 2,822 (276) 147 332 (105) 98</td><td>1.4 0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4</td><td>3,162 (58) 3,800 8,143 (748) (807) (99) (411) (2,065)</td><td>0.4 0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1</td><td>7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339</td><td>70.8% 100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%</td></td<>	(0.1) 613 (0.9) (0.1) 613 (0.9) (0.0) 29 (0.0) (6.1) 56 9.4 (1.1) 795 4.4 (1.1) 795 4.4 (1.2) (152) (3.8 (5.9) (173) 13.0 (3.7) (128) (29.2 (65.1) (65) 19.0 (0.9) (518) (2.9) (0.6) (55) (1.2 (0.6) (55) (1.2 (3.7) (99) (29.2	3) 1,342 71.0 394 100.0 4 65 70.7 4 3,225 49.1 3) 791 18.9 5) 1,129 59.7 2) 57 14.5 6) 146 158.7 6) 2,123 32.3 2) 633 15.1 1 213 11.3 2) 337 85.5	UCLA Restaurants Licensing & Services UCLA Student Union TOTAL TOTAL CONTROLLABLES UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services	10,749 4,402 4,393 30,811 7,556 8,488 1,918 1,442 19,404 3,712 2,261	71.2% 100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%	9,989 5,431 1,528 27,989 7,280 8,635 2,250 1,337 19,502	69.8% 100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%	760 (1,029) 2,865 2,822 (276) 147 332 (105) 98	1.4 0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4	3,162 (58) 3,800 8,143 (748) (807) (99) (411) (2,065)	0.4 0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1	7,587 4,460 593 22,668 6,808 7,681 1,819 1,031 17,339	70.8% 100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
423 100.0% 472 100.0% (49) 121 80.1% 200 86.2% (79) 4,020 53.5% 3,826 54.6% 194 943 22.7% 887 22.9% (56) 1,302 46.7% 1,279 52.6% (23) 185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% <td>0.0 29 0.0 (6.1) 56 9.4 (1.1) 795 4.4 (1.1) 795 4.4 (1.1) 795 4.4 (1.1) 795 (1.2) (3.6) (3.7) (128) (29.2) (65.1) (65) 19.0 (0.6) (55) (1.2) (0.6) (55) (1.2) (3.7) (99) (29.2) (29.2)</td> <td>394 100.0° 4 65 70.7° 4 3,225 49.1° 3) 791 18.9° 5) 1,129 59.7° 2) 57 14.5° 6) 146 158.7° 9) 2,123 32.3° 2) 633 15.1° 1 213 11.3° 2) 337 85.5°</td> <td>// Licensing & Services // UCLA Student Union // TOTAL TOTAL CONTROLLABLES // UCLA Store // UCLA Restaurants // Licensing & Services // UCLA Student Union // TOTAL CONTRIBUTION // UCLA Store // UCLA Restaurants // UCLA Store // UCLA Restaurants // UCLA Restaurants // UCLA Restaurants // Licensing & Services</td> <td>7,556 8,488 1,918 1,442 19,404 3,712 2,261</td> <td>100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%</td> <td>7,280 8,635 2,250 1,337 19,502</td> <td>100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%</td> <td>(1,029) 2,865 2,822 (276) 147 332 (105) 98</td> <td>0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4</td> <td>(58) 3,800 8,143 (748) (807) (99) (411) (2,065)</td> <td>0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1</td> <td>4,460 593 22,668 6,808 7,681 1,819 1,031 17,339</td> <td>100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%</td>	0.0 29 0.0 (6.1) 56 9.4 (1.1) 795 4.4 (1.1) 795 4.4 (1.1) 795 4.4 (1.1) 795 (1.2) (3.6) (3.7) (128) (29.2) (65.1) (65) 19.0 (0.6) (55) (1.2) (0.6) (55) (1.2) (3.7) (99) (29.2) (29.2)	394 100.0° 4 65 70.7° 4 3,225 49.1° 3) 791 18.9° 5) 1,129 59.7° 2) 57 14.5° 6) 146 158.7° 9) 2,123 32.3° 2) 633 15.1° 1 213 11.3° 2) 337 85.5°	// Licensing & Services // UCLA Student Union // TOTAL TOTAL CONTROLLABLES // UCLA Store // UCLA Restaurants // Licensing & Services // UCLA Student Union // TOTAL CONTRIBUTION // UCLA Store // UCLA Restaurants // UCLA Store // UCLA Restaurants // UCLA Restaurants // UCLA Restaurants // Licensing & Services	7,556 8,488 1,918 1,442 19,404 3,712 2,261	100.0% 95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%	7,280 8,635 2,250 1,337 19,502	100.0% 87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%	(1,029) 2,865 2,822 (276) 147 332 (105) 98	0.0 8.3 1.8 (0.3) 4.1 (2.2) 45.0 2.4	(58) 3,800 8,143 (748) (807) (99) (411) (2,065)	0.0 20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1	4,460 593 22,668 6,808 7,681 1,819 1,031 17,339	100.0% 75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
121 80.1% 200 86.2% (79)	(6.1) 56 9.4 (1.1) 795 4.4 0.2 (152) (3.8 5.9 (173) 13.0 (3.7) (128) (29.2 (65.1) (65) 19.0 0.9 (518) (2.9 (0.6) (55) (1.2 5.8 441 12.1 (3.7) (99) (29.2	65 70.7' 3,225 49.1' 3) 791 18.9' 0) 1,129 59.7' 2) 57 14.5' 0) 146 158.7' 0) 2,123 32.3' 2) 633 15.1' 1 213 11.3' 2) 337 85.5'	UCLA Student Union TOTAL TOTAL CONTROLLABLES UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services	7,556 8,488 1,918 1,442 19,404 3,712 2,261	95.6% 54.3% 23.2% 56.2% 43.6% 31.4% 34.2%	7,280 8,635 2,250 1,337 19,502	87.3% 52.5% 22.9% 60.3% 41.4% 76.4% 36.6%	2,865 2,822 (276) 147 332 (105) 98	(0.3) 4.1 (2.2) 45.0 2.4	3,800 8,143 (748) (807) (99) (411) (2,065)	20.3 5.5 (0.9) 15.5 (2.8) 99.6 3.1	593 22,668 6,808 7,681 1,819 1,031 17,339	75.3% 48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
4,020 53.5% 3,826 54.6% 194 943 22.7% 887 22.9% (56) 1,302 46.7% 1,279 52.6% (23) 185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	(1.1) 795 4.4 0.2 (152) (3.8 5.9 (173) 13.0 (3.7) (128) (29.2 (65.1) (65) 19.0 0.9 (518) (2.9 (0.6) (55) (1.2 5.8 441 12.1 (3.7) (99) (29.2	3) 791 18.9 3) 791 18.9 3) 1,129 59.7 2) 57 14.5 4) 146 158.7 3) 2,123 32.3 2) 633 15.1 21 213 11.3 2) 337 85.5	TOTAL TOTAL CONTROLLABLES UCLA Store UCLA Restaurants Luccursing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Luccursing & Services UCLA Restaurants Luccursing & Services	7,556 8,488 1,918 1,442 19,404 3,712 2,261	23.2% 56.2% 43.6% 31.4% 34.2%	7,280 8,635 2,250 1,337 19,502	22.9% 60.3% 41.4% 76.4% 36.6%	(276) 147 332 (105) 98	(0.3) 4.1 (2.2) 45.0 2.4	(748) (807) (99) (411) (2,065)	(0.9) 15.5 (2.8) 99.6 3.1	22,668 6,808 7,681 1,819 1,031 17,339	48.8% 22.3% 71.7% 40.8% 131.0% 37.3%
943 22.7% 887 22.9% (56) 1,302 46.7% 1,279 52.6% (23) 185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 664 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (31) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	0.2 (152) (3.8 5.9 (173) 13.0 (3.7) (128) (29.2 (65.1) (65) 19.0 0.9 (518) (2.9 (0.6) (55) (1.2 5.8 441 12.1 (3.7) (99) (29.2	3) 791 18.9 1,129 59.7 2) 57 14.5 146 158.7 2) 2,123 32.3 2) 633 15.1 213 11.3 2) 337 85.5	TOTAL CONTROLLABLES UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services	7,556 8,488 1,918 1,442 19,404 3,712 2,261	23.2% 56.2% 43.6% 31.4% 34.2%	7,280 8,635 2,250 1,337 19,502	22.9% 60.3% 41.4% 76.4% 36.6%	(276) 147 332 (105) 98	(0.3) 4.1 (2.2) 45.0 2.4	(748) (807) (99) (411) (2,065)	(0.9) 15.5 (2.8) 99.6 3.1	6,808 7,681 1,819 1,031 17,339	22.3% 71.7% 40.8% 131.0% 37.3%
1,302 46.7% 1,279 52.6% (23) 185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	5.9 (173) 13.0 (3.7) (128) (29.2 (65.1) (65) 19.0 0.9 (518) (2.9 (0.6) (55) (1.2 5.8 441 12.1 (3.7) (99) (29.2	1,129 59.7 2) 57 14.5 146 158.7 1) 2,123 32.3 2) 633 15.1 21 213 11.3 2) 337 85.5	UCLA Store UCLA Restaurants Licensing & Services UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services	8,488 1,918 1,442 19,404 3,712 2,261	56.2% 43.6% 31.4% 34.2%	8,635 2,250 1,337 19,502	60.3% 41.4% 76.4% 36.6%	147 332 (105) 98	4.1 (2.2) 45.0 2.4	(807) (99) (411) (2,065)	15.5 (2.8) 99.6 3.1	7,681 1,819 1,031 17,339	71.7% 40.8% 131.0% 37.3%
1,302 46.7% 1,279 52.6% (23) 185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 664 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	5.9 (173) 13.0 (3.7) (128) (29.2 (65.1) (65) 19.0 0.9 (518) (2.9 (0.6) (55) (1.2 5.8 441 12.1 (3.7) (99) (29.2	1,129 59.7 2) 57 14.5 146 158.7 1) 2,123 32.3 2) 633 15.1 21 213 11.3 2) 337 85.5	// UCLA Restaurants // Licensing & Services // UCLA Student Union // TOTAL CONTRIBUTION // UCLA Store // UCLA Restaurants // Licensing & Services	8,488 1,918 1,442 19,404 3,712 2,261	56.2% 43.6% 31.4% 34.2%	8,635 2,250 1,337 19,502	60.3% 41.4% 76.4% 36.6%	147 332 (105) 98	4.1 (2.2) 45.0 2.4	(807) (99) (411) (2,065)	15.5 (2.8) 99.6 3.1	7,681 1,819 1,031 17,339	71.7% 40.8% 131.0% 37.3%
185 43.7% 189 40.0% 4 211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	(3.7) (128) (29.2 (65.1) (65) 19.0 (9.9 (518) (2.9 (65.1) (6.5) (1.2 (6.5) (1	2) 57 14.5 1 146 158.7 2) 2,123 32.3 2) 633 15.1 2) 633 15.1 213 11.3 2) 337 85.5	Licensing & Services LUCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services	1,918 1,442 19,404 3,712 2,261	43.6% 31.4% 34.2%	2,250 1,337 19,502	41.4% 76.4% 36.6%	332 (105) 98	(2.2) 45.0 2.4	(99) (411) (2,065)	(2.8) 99.6 3.1	1,819 1,031 17,339 3,220	40.8% 131.0% 37.3%
211 139.7% 173 74.6% (38) 2,641 35.2% 2,528 36.1% (113) 578 13.9% 560 14.5% 18 654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	(65.1) (65) 19.0 0.9 (518) (2.9 (0.6) (55) (1.2 5.8 441 12.1 (3.7) (99) (29.2	146 158.7 2,123 32.3 2) 633 15.1 213 11.3 2) 337 85.5	UCLA Student Union TOTAL CONTRIBUTION UCLA Store UCLA Restaurants Licensing & Services	1,442 19,404 3,712 2,261	31.4% 34.2% 11.4%	1,337 19,502	76.4% 36.6%	(105) 98	45.0 2.4	(411) (2,065)	99.6 3.1	1,031 17,339 3,220	131.0% 37.3%
578 13.9% 560 14.5% 18 654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	(0.6) (55) (1.2 5.8 441 12.1 (3.7) (99) (29.2	2) 633 15.1° 1 213 11.3° 2) 337 85.5°	CONTRIBUTION 6 UCLA Store 6 UCLA Restaurants 6 Licensing & Services	3,712 2,261	11.4%					(/= = = /	-	3,220	
654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	5.8 441 12.1 (3.7) (99) (29.2	213 11.3 ¹ 2) 337 85.5 ¹	UCLA StoreUCLA RestaurantsLicensing & Services	2,261		3.761	11.8%	(40)	(0.4)	400	0.8		10.6%
654 23.4% 428 17.6% 226 238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	5.8 441 12.1 (3.7) (99) (29.2	213 11.3 ¹ 2) 337 85.5 ¹	UCLA StoreUCLA RestaurantsLicensing & Services	2,261		3.761	11.8%	(40)	(0.4)	400	0.8		10.6%
238 56.3% 283 60.0% (45) (90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	5.8 441 12.1 (3.7) (99) (29.2	213 11.3 ² 23 85.5 ³	Licensing & Services	2,261	45.00/				(0.4)	492			
(90) (59.6%) 26 11.2% (116) 1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7		,	Licensing & Services	0.404	15.0%	1,354	9.5%	907	5.5	2,355	15.9	(94)	(0.9%)
1,380 18.4% 1,297 18.5% 83 728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	(70.8) (9) 28.4	(81) (88.0	(6) UCLA Student Union	2,484	56.4%	3,181	58.6%	(697)	(2.2)	(157)	(2.8)	2,641	59.2%
728 17.5% 717 18.5% (11) 584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	(-,	2,951	64.2%	191	10.9%	2,760	53.3	3,388	119.7	(437)	(55.5%)
584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	(0.1) 278 1.6	1,102 16.8	TOTAL	11,408	20.1%	8,487	15.9%	2,921	4.2	6,078	8.6	5,330	11.5%
584 20.9% 553 22.7% (31) 123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7			ALLOCATED EXPENSES										
123 29.1% 133 28.2% 10 133 88.1% 140 60.3% 7	1.0 (44) (1.2		% UCLA Store	5,681	17.4%	5,866	18.4%	185	1.0	(249)	0.4	5,432	17.8%
133 88.1% 140 60.3% 7	1.8 (149) 2.1			3,760	24.9%	3,726	26.0%	(34)	1.1	(725)	3.4	3,035	28.3%
	(0.9) (24) (4.0			1,055	24.0%	1,229	22.6%	174	(1.4)	(31)	(1.0)	1,024	23.0%
1,568 20.9% 1,543 22.0% (25)	(27.8) (35) 18.4			1,286	28.0%	1,040	59.4%	(246)	31.4	(469)	75.8	817	103.8%
	1.1 (252) (0.9	9) 1,316 20.0	TOTAL	11,782	20.8%	11,861	22.2%	79	1.4	(1,474)	1.4	10,308	22.2%
			NET INCOME (LOSS)										
(150) (2.0%) (158) (2.3%) 8	0.3 (404) (4.5	(40)	FROM OPERATIONS (6) UCLA Store	(4.000)	(3.5%)	(2.405)	(2.00/)	136		242	4.0	(2.244)	(4.8%)
(150) (2.0%) (158) (2.3%) 8 70 0.9% (125) (1.8%) 195	0.3 (101) (1.3 2.7 293 4.3	/ / /	,	(1,969) (1,499)	(3.5%)	(2,105) (2,372)	(3.9%) (4.4%)	136 873	0.4 1.8	1.631	1.3 4.1	(2,211) (3,130)	(4.8%)
115 1.5% 151 2.2% (36)	(0.7) (122) (2.1	, ,	,	1,429	2.5%	1,951	3.7%	(522)	(1.2)	(188)	(1.0)	1,617	(6.7%)
(223) (3.0%) (114) (1.6%) (109)	(1.4) (122) (2.1			1,665	2.5%	(848)	(1.6%)	2.513	4.5	2.919	5.6	(1,254)	(2.7%)
(188) (2.5%) (246) (3.5%) 58	1.0 26 0.8	/ \ / \ \	%) TOTAL	(374)	(0.7%)	(3,374)	(6.3%)	3.000	5.6	4.604	10.0	(4,978)	(10.7%)
(2.5)		(=:.)	OTHER INC/(EXP)	(5)	1-27	(-,/	\070)	-,	5.5	.,		(.,)	(/0)
3,912 52.1% 3 0.0% 3,909	52.1 3,869 51.4	43 0.7		4,218	7.4%	148	0.3%	4.070	7.1	4,011	7.0	207	0.4%
58 0.8% 25 0.4% 33	0.4 8 0.0			498	0.9%	262	0.5%	236	0.4	147	0.1	351	0.8%
(10) (0.1%) (10) (0.1%) 0	0.0 4 0.1			(75)	(0.1%)	(79)	(0.1%)	4	0.0	37	0.1	(112)	(0.2%)
0 0.0% 0 0.0% 0	0.0 0 0.0		% Income Taxes	` o´	0.0%	0	0.0%	0	0.0	0	0.0	` o´	0.0%
271 3.6% 271 3.9% 0		1) 266 4.0	Student Union Fee Income	2,169	3.8%	2,169	4.1%	0	(0.3)	42	(0.8)	2,127	4.6%
4,231 56.3% 289 4.1% 3,942	(0.3) 5 (0.4	345 5.2	% TOTAL				4.7%	4,310	7.3	4,237	6.5	2,573	5.5%
4,043 53.8% 43 0.6% 4,000		1 1	· · · · · · ·	6,810	12.0%	2,500	,	-,					

ASUCLA P/L Reconciliation Mar-24

Financial Analysis	\$0	00's
	Ma	r-24
Budgeted Net Income/(Loss)		43
·		
UCLA Store		
Gross Margin:		
Graduation ETC above plan due to increase of professinal school rental regalia orders	19	
Campus Portrait Studio below plan: a shift in traffic is expected to increase in April with the store hosting a graduation fair	(15)	
Market sales above plan: strong marketing campaigns for Cal Fresh, new food options and good availability of food, drinks and snacks	13	
Essentials below plan due to lower foot traffic with Spring Break and Finals and a delay in some supplies	(12)	
E-Commerce below plan due to reduced incentives online, and sales are mitigated by more in-person transactions	(34)	
New Text above plan: impact of prior month adjustment to cost of sales	23	
CRS below plan due to changes in timing for department order processing	(26)	
Computer Store above plan due to high demand for Macs and PCs	32	
HSS Dental above plan due to increased traffic (shift in exam date) and some special orders	27	
Hilltop Shop above plan due to better product selection and assortment and additional foot traffic on the hill	41	
Total Wages above plan (mostly student)	(45)	
Other, negative controllables	(5)	
Total Contribution		18
UCLA Restaurants		
Gross Margin:		
Wetzels above plan: strong sales largely due to Sambazon not budgeted	108	
Greenhouse above plan: this area was not budgeted for 2023-2024	106	
Kerckhoff Coffeehouse above plan: stronger sales from finals week and other income	18	
Northern Lights above plan due to increasing customer trends throughout campus and positive purchasing response to marketing campaigns	25	
CSSC above plan due to increasing customer trends throughout campus and positive purchasing response to marketing campaigns	42	
LuValle Food Servery below plan: lower traffic for finals week and spring break	(20)	
Cafe 451 above plan due to increasing customer trends throughout campus and positive purchasing response to marketing campaigns	21	
Taco Bell below plan: continuing challenges to rebuild customer traffic	(22)	
Catering below plan due to not receiving Taining Table events	(80)	
Total Wages above plan (mostly student)	(14)	
Other, negative controllables (\$8K) offset by various positive gross margin variances	42	
Total Contribution		226
Licensing & Services		
Gross Margin:		
Licensing Domestic above plan due to strong Nike sales	19	
Licensing International above plan due to timing of receipts budgeted in prior months	20	
Campus Sourcing below plan: less campus requests	(5)	
Leased Ops below plan due to higher utilities, and the e-gaming space has not occurred	(3)	
Photography below plan	(3)	
	(77)	
Marketing Ventures below plan: less business than expected Total Wages below plan	5	
Other	(1)	
Total Contribution	(1)	(4:
		(4,
UCLA Student Union Gross Margin:		
8	29	
Event Services above plan due to a multi-day film shoot and product launch		
Strategic Funding below plan	(115)	
Total Wages above plan Other, mostly negative controllables	(17)	
Other, mostly negative controllables Total Contribution	(13)	(1.1
		(11
Allocated Expenses and Other	(25)	
A&SS above plan in various accounts	(25)	
Facilities above plan mostly due to unrealized cost sharing with UCLA	(52)	-
Utilities mostly on plan	(2)	-
Depreciation below plan due to timing of capital expenditures	54	-
Non-recurrent higher than plan: mostly recognition of ERC prior month filing with IRS	3,909	
Interest income higher than plan	33	
Total		3,91
Actual Net Income/(Loss)		4,04

ASUCLA P/L Reconciliation Year-To-Date Through March, 2024

	\$0	000's
udgeted Net Income/(Loss)	_	(8'
ungeten iver income/(Loss)		- (0
CLA Store		
Gross Margin:		
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	398	
Fastrack below plan due to reduced sales with markdowns taken to reduce slow selling inventory and delivery delays with new suppliers	(49)	
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	135	
Essentials below plan due mostly to supply chain constraints	(29)	
E-Commerce below plan due to reduced opportunities for promotions, and sales are mitigated by more in-person transactions	(105)	
New Text below plan: shortfall in IA and lower average price point	(69)	
Bookzone above plan due to a large Graduate School of Education order	94	
Custom Shop below plan due to delay in planned promotional products	(129)	
Computer Store below plan mostly due to lower demand for Mac and Ipad purchases by businesses, overall slower institutional demand and some product limitations	(115)	
HSS Dental above plan due to stronger overall business	120	
Hilltop above plan: better product assortment and higher foot traffic	68	
Total Wages above plan (mostly student)	(133)	
Other, negative controllables (\$143K) and various negative gross margin variances	(235)	
Total Contribution		
CLA Restaurants	_	
Gross Margin:		\vdash
Wetzels above plan: mostly due to strong Sambazon which was not budgeted	491	1
Greenhouse above plan: this areas was not budgeted for 2023-2024	445	
Panda above plan due to increased customers in this area	90	
Northern Lights above plan due to increasing customer trends throughout campus and positive purchasing response to marketing campaigns	91	
CSSC above plan: strong new Fusion menu and increasing customer trends throughout campus	98	
Café Synapse above plan due to one-time financial support from the Brain Research Institute In Walla Food Servery below plany released to 2010 troffic and calculate have not materialized and many support aloeses virtual (Public Policy building responded 9/25).	(150)	
LuValle Food Servery below plan: rebound to 2019 traffic and sales levels have not materialized and many summer classes virtual (Public Policy building reopened 9/25) Café 451 above plan due to increasing customer trends throughout campus and positive purchasing response to marketing campaigns	85	
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)	(55)	
Taco Bell below plan: continuing challenges to rebuild customer traffic	(126)	
Catering below plan due to reduced business (Olympic sports training table account was not received)	(344)	
Total Wages lower than plan	105	
Other, positive controllables (\$42K) and various positive gross margin variances	153	
Total Contribution		
icensing & Services		
Gross Margin:		
Licensing Domestic below plan: lower overall retail sales	(32)	
	(301)	
Licensing International below plan: mostly lower sales in the European and Australian market		
Licensing International below plan: mostly lower sales in the European and Australian market Licensing Campus Sourcing above plan: more back to school activity earlier than planned	15	
	15 (15)	
Licensing Campus Sourcing above plan: more back to school activity earlier than planned		
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred	(15)	
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan	(15)	
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved	(15) (8) (688)	
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan	(15) (8) (688) 56	(1
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan Other, positive controllables	(15) (8) (688) 56	
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan Other, positive controllables Total Contribution	(15) (8) (688) 56	
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan Other, positive controllables Total Contribution	(15) (8) (688) 56	
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan Other, positive controllables Total Contribution CLA Student Union Gross Margin:	(15) (8) (688) 56 276	
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan Other, positive controllables Total Contribution CLA Student Union Gross Margin: Event Services above plan due to an increase in summer camp usage, new transfer orientation business, large student event and a multi-day film shoot	(15) (8) (688) 56 276	
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan Other, positive controllables Total Contribution CLA Student Union Gross Margin: Event Services above plan due to an increase in summer camp usage, new transfer orientation business, large student event and a multi-day film shoot Strategic funding above plan	(15) (8) (688) 56 276 118 2,750	
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan Other, positive controllables Total Contribution CLA Student Union Gross Margin: Event Services above plan due to an increase in summer camp usage, new transfer orientation business, large student event and a multi-day film shoot Strategic funding above plan Total Wages below plan	(15) (8) (688) 56 276 118 2,750 37	(
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan Other, positive controllables Total Contribution CLA Student Union Gross Margin: Event Services above plan due to an increase in summer camp usage, new transfer orientation business, large student event and a multi-day film shoot Strategic funding above plan Other, mostly negative controllables Total Contribution	(15) (8) (688) 56 276 118 2,750 37	(
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan Other, positive controllables Total Contribution CLA Student Union Gross Margin: Event Services above plan due to an increase in summer camp usage, new transfer orientation business, large student event and a multi-day film shoot Strategic funding above plan Total Wages below plan Other, mostly negative controllables	(15) (8) (688) 56 276 118 2,750 37	(
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Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan Other, positive controllables Total Contribution CLA Student Union Gross Margin: Event Services above plan due to an increase in summer camp usage, new transfer orientation business, large student event and a multi-day film shoot Strategic funding above plan Other, mostly negative controllables Total Contribution Other, mostly negative controllables Total Contribution Blocated Expenses and Other A&SS below plan in various accounts	(15) (8) (688) 56 276 118 2,750 37 (145)	
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan Other, positive controllables Total Contribution CLA Student Union Gross Margin: Event Services above plan due to an increase in summer camp usage, new transfer orientation business, large student event and a multi-day film shoot Strategic funding above plan Other, mostly negative controllables Total Contribution Ulcerted Expenses and Other A&SS below plan in various accounts Facilities above plan: mostly unrealized budgeted cost sharing with UCLA (some offset in wages and benefits)	(15) (8) (688) 56 276 118 2,750 37 (145) 66 (223)	(
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan Other, positive controllables Total Contribution CLA Student Union CLA Student Union Event Services above plan due to an increase in summer camp usage, new transfer orientation business, large student event and a multi-day film shoot Strategic funding above plan Other, mostly negative controllables Total Contribution Ulcated Expenses and Other A&SS below plan in various accounts Facilities above plan: mostly unrealized budgeted cost sharing with UCLA (some offset in wages and benefits) Utilities above plan: unrealized cost sharing with UCLA and various other negative controllables due to higher rates	(15) (8) (688) 56 276 118 2,750 37 (145) 66 (223) (138)	(
Licensing Campus Sourcing above plan: more back to school activity earlier than planned Leased Ops below plan: higher utilities and the e-gaming space has not occurred Photography below plan Marketing Ventures below plan as anticipated new business has not been achieved Total Wages below plan Other, positive controllables Total Contribution CLA Student Union Gross Margin: Event Services above plan due to an increase in summer camp usage, new transfer orientation business, large student event and a multi-day film shoot Strategic funding above plan Other, mostly negative controllables Total Contribution Other, mostly negative controllables Total Contribution Other, mostly negative controllables Total Contribution Illocated Expenses and Other A&SS below plan in various accounts Facilities above plan: mostly unrealized budgeted cost sharing with UCLA (some offset in wages and benefits) Utilities above plan: unrealized cost sharing with UCLA and various other negative controllables due to higher rates Depreciation lower than plan due to timing of capitals	(15) (8) (688) 56 276 118 2,750 37 (145) 66 (223) (138) 374	(

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES BALANCE SHEETS

(\$000)

	Current Month	Prior Month	Prior Year
	March 2024	February 2024	July 2023
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	14,374	12,005	17,794
Accounts receivable	16,287	13,040	9,704
Less: Allowance for doubtful accounts	(493)	(491)	(478)
Accounts receivable, net	15,794	12,549	9,227
Student fees receivable	167	1,946	107
Inventories	9,283	9,186	8,363
Prepaid expenses and other current assets	1,151	1,206	1,107
Total current assets	40,769	36,893	36,598
LONG TERM ASSETS			
Property, equipment and improvements	77,976	77,693	76,766
Less: Accumulated depreciation	(60,952)	(60,785)	(59,595)
Total long term assets	17,024	16,909	17,171
TOTAL ACCETO	57 700	50.004	\$50.700
TOTAL ASSETS	57,793	53,801	\$53,769
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	9,160	8,788	\$9,298
Wages and payroll taxes payable	6,623	6,421	8,035
Sales tax payable & other liabilities	1,040	1,187	1,352
Interest payable	42	32	359
Deferred income	1,272	1,652	1,439
Funds held for others	327	438	395
Current portion of long term debt	1,087	1,087	1,087
Total current liabilities	19,553	19,606	21,965
LONG TERM DEPT:			
LONG TERM DEBT: AU expansion loan	2,119	2,119	2,119
Other salaries and benefits payable	28,236	28,236	28,236
Total long term debt	30,355	30,355	30,355
•	,	,	,
TOTAL LIABILITIES	49,908	49,961	52,320
RETAINED EARNINGS:			
Beginning Balance	1,449	1,449	1,272
Year-to-date net income/(loss)	6,436	2,391	177
	3,130	2,001	1.7
Ending Balance	7,885	3,840	1,449
TOTAL LIABILITIES AND RETAINED EARNINGS	57,793	53,801	53,769

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS March 2024 (\$000's)

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	4,043	6,436	(2,405)
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:			
Depreciation	167	1,394	1,367
(Increase)/decrease in current assets:			
Accounts receivable	(3,245)	(6,567)	(1,414)
Student fees receivable	1,779	(60)	162
Inventories	(97)	(920)	(1,247)
Prepaid expenses and other current assets	55	(44)	(123)
Increase/(decrease) in current liabilities:			
Accounts payable	374	(136)	(578)
Sales tax payable & other liabilities	(146)	(311)	(203)
Wages and payroll taxes payable	202	(1,413)	(2,425)
Interest payable	10	(316)	23
Deferred Income	(380)	(167)	12
Funds held for others	(111)	(68)	71
Net cash provided/(used) by operating activities	2,651	(2,172)	(6,760)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(282)	(1,249)	(812)
Net cash used in investing activities	(282)	(1,249)	(812)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Net cash provided/(used) by financing activities	0	0	0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	2,369	(3,421)	(7,572)
CASH AND CASH EQUIVALENTS, Beginning	12,005	17,794	22,810
CASH AND CASH EQUIVALENTS, Ending	14,374	14,374	15,238

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION March 2024 (\$000's)

	Current Month March 2024	Prior Month February 2024
CASH AND CASH EQUIVALENTS	14,374	12,005
BOARD REQUIRED CASH RESERVE	7,179	7,473
RESERVE SURPLUS (DEFICIT)	7,195	4,532

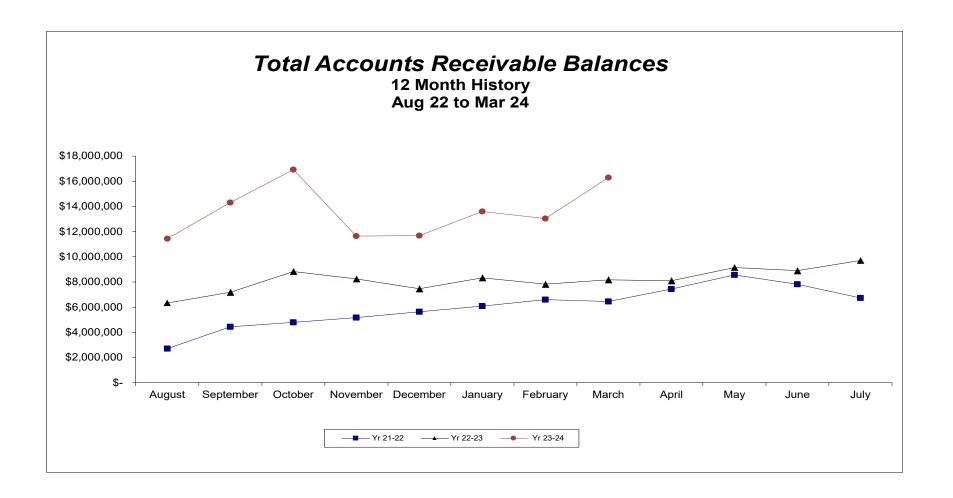
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures - Current Year Projects (\$000's)

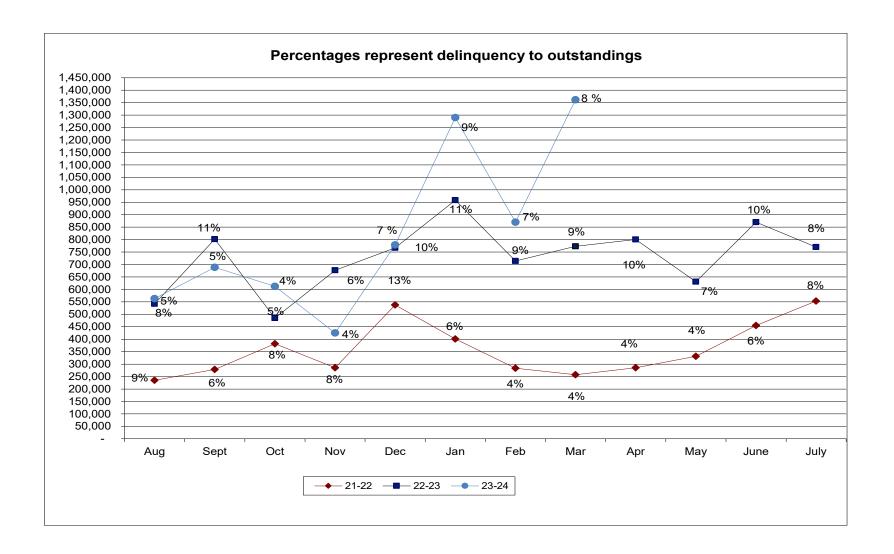
FY 2023-2024 March 2024

						PROJECTED			
PROJEC	TNAME	BUDGET	Payments	PO's	Total	Remaining Balance	Pendina	Over (Under)	Status
Store/Serv	rices		Favillellis	гоз	IULAI	Dalalice	Felialia	tolideli	
2023-001	Store General Replacement	100.0	0.0	4.9	4.9	95.1		(95.1)	In Progress
2023-002	Printer / Equipment Replacement	65.0	0.0	0.0	0.0	65.0		(65.0)	Canceled
2023-003	Remodel of Lighting	225.0	5.9	0.0	5.9	219.1		(219.1)	In Progress
2023-004	Freezers	85.0	15.6	0.0	15.6	69.4		(69.4)	In Progress
2023-005	General Replacement	50.0	0.0	0.0	0.0	50.0		(50.0)	Canceled
2023-003	BW Back of House Remodel	0.0	0.0	7.3	7.3	67.7		7.3	In Progress
2023-047	In-Store Pick up Window Relocation to B-Level	0.0	0.0	10.6	10.6	39.4		10.6	In Progress
Total Store		525.0	21.5	22.7	44.3	605.7	0.0	(480.7)	III Togress
Food Serv		UAUIU						1400	
2023-006	FS Miscellaneous and Unanticipated	50.0	16.2	15.4	31.5	18.5		(18.5)	In Progress
2023-000	Patio Furniture Upgrade	20.0	20.2	0.0	20.2	(0.2)		0.2	Completed
2023-007	Electric Cart	35.0	30.3	0.0	30.3	4.7		(4.7)	In Progress
	Electric Cart	35.0 35.0	0.0	27.1	27.1	4.7 7.9			
2023-009	-							(7.9)	In Progress
2023-010	Steamer	12.0	0.0	0.0	0.0	12.0		(12.0)	Canceled
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	31.1	31.1	3.9		(3.9)	In Progress
2023-014	Replace Laminate Counters	50.0	0.0	48.0	48.0	2.0		(2.0)	In Progress
2023-015	Office Refurbishments	40.0	52.8	0.0	52.8	(12.8)		12.8	Completed
2023-016	Olympic Sports Training Table Infrastructure	100.0	0.0	0.0	0.0	100.0		(100.0)	Canceled
2023-017	Expanded & Improved Waste Diversion Stations	50.0	0.0	47.7	47.7	2.3		(2.3)	In Progress
Total Food	l Services	437.0	119.5	169.2	288.7	148.3	10.0	(138.3)	
Technolog									
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	2.4	2.6	4.9	5.1		(5.1)	In Progress
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)	Canceled
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)	Canceled
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	6.7	7.2	13.9	16.1		13.9	In Progress
Total Tech	inology	394.0	29.8	19.5	49.3	402.7	249.0	(95.7)	III Togrood
Others									
2023-027	Fac Misc and Remodels	75.0	23.6	52.8	76.4	(1.4)		1.4	In Progress
2023-027	AU Freight Elevator Fire Curtains	175.0	0.0	0.0	0.0	175.0		(175.0)	Canceled
2023-020	Custodial Replacements	20.0	17.2	3.1	20.3	(0.3)		0.3	In Progress
2023-029	Ackerman Roof Waterproofing	275.0	99.7	149.5	249.2	25.9		(25.9)	In Progress
2023-030	NCSC Dining Carpet	35.0	10.9	0.0	10.9	24.1		(23.9)	In Progress
2023-031	CSSC Roof Waterproofing	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
	LVC Jimmy's Small Dining Room AC Replaceme		0.0	0.0	0.0				Pending Pending
2023-033	, , , , , , , , , , , , , , , , , , , ,	5.0				5.0	5.0	0.0	· ·
2023-034	LVC Jimmy's Carpet	25.0	3.9	1.7	5.6	19.4		(19.4)	In Progress
2023-035	Kerckhoff 1st Floor ADA Entrance	20.0	0.0	11.5	11.5	8.5	25.0	(8.5)	In Progress
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	20.2	0.2	20.4	(0.4)		0.4	Completed - Awaiting Invoice
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
Total Othe		925.0	175.4	265.9	441.3	530.8	280.0	(203.7)	
Total Year	Projects	2,281.0	346.3	477.4	823.6	1,687.5	539.0	(918.4)	
*									

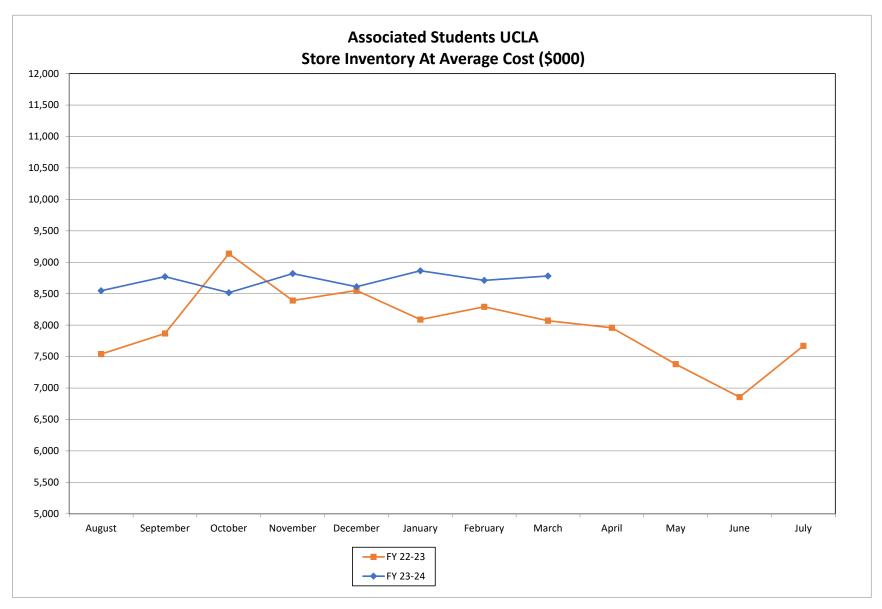
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

03/30/24	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$2,790,392	23%	\$2,223,842	96%	\$459,455	66%	\$278,058	107%	\$59,807	33%	\$128,955	59%	\$5,940,509	36%
ASUCLA PUBLICATIONS		\$123,703	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$123,703	1%
ASUCLA USA/GSA		\$184,746	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$184,746	1%
DUE FROM VENDORS		\$135,809	1%	\$50,503	2%	\$72,565	10%	(\$24,119)	-9%	\$119,927	67%	\$79,952	36%	\$434,637	3%
DENTAL KITS		\$412,035	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$412,035	3%
OTHER		8,949,052	71%	\$55,243	2%	\$171,052	24%	\$5,253	2%	(\$13)	0%	\$10,765	5%	\$9,191,351	56%
TOTAL CURRENT MO	ONTH	\$12,595,737	100%	\$2,329,588	100%	\$703,072	100%	\$259,191	100%	\$179.721	100%	\$219,672	100%	\$16,286,980	100%
		78%		14%		4%		2%		1%		1%		100%	
02/24/24	Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$2,662,862	31%	\$2,341,175	66%	\$402,222	92%	\$92,135	110%	\$122,582	49%	\$13,644	13%	\$5,634,620	43%
ASUCLA PUBLICATIONS		\$129,839	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$129,839	1%
ASUCLA USA/GSA		\$162,290	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$162,290	1%
DUE FROM VENDORS		\$148,410	2%	\$31,550	1%	(\$4,026)	-1%	\$5,766	7%	\$116,586	47%	\$77,724	76%	\$376,010	3%
DENTAL KITS		\$575,799	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$575,799	4%
OTHER		\$4,945,784	57%	\$1,172,497	33%	\$37,865	9%	(\$14,324)	-17%	\$9,167	4%	\$10,777	11%	\$6,161,766	47%
TOTAL CURRENT MO	HTMC	\$8,624,985	100%	\$3,545,222	100%	\$436,061	100%	\$83,577	100%	\$248,335	100%	\$102,145	100%	\$13,040,325	100%
		66%		27%		3%		1%		2%		1%		100%	
01/27/24	Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$3,261,289	33%	\$2,294,287	97%	\$594,613	89%	\$126,797	33%	\$19,310	15%	\$4,155	5%	\$6,300,452	45%
ASUCLA PUBLICATIONS		\$93,905	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$93,905	1%
ASUCLA USA/GSA		\$125,580	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$125,580	1%
DUE FROM VENDORS		\$56,147	1%	(\$24,770)	-1%	\$17,299	3%	\$46,041	12%	\$110,435	85%	\$73,623	81%	\$278,775	2%
DENTAL KITS		\$762,535	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$762,535	6%
OTHER		\$5,654,196	57%	\$105,860	4%	\$56,306	8%	\$207,111	55%	\$847	0%	\$13,382	15%	\$6,037,703	44%
TOTAL CURRENT MO	HTMC	\$9,953,652	100%	\$2,375,377	100%	\$668,218	100%	\$379,949	100%	\$130,592	100%	\$91,160	100%	\$13,598,949	100%
		73%		18%		5%		3%		1%		0%		100%	L

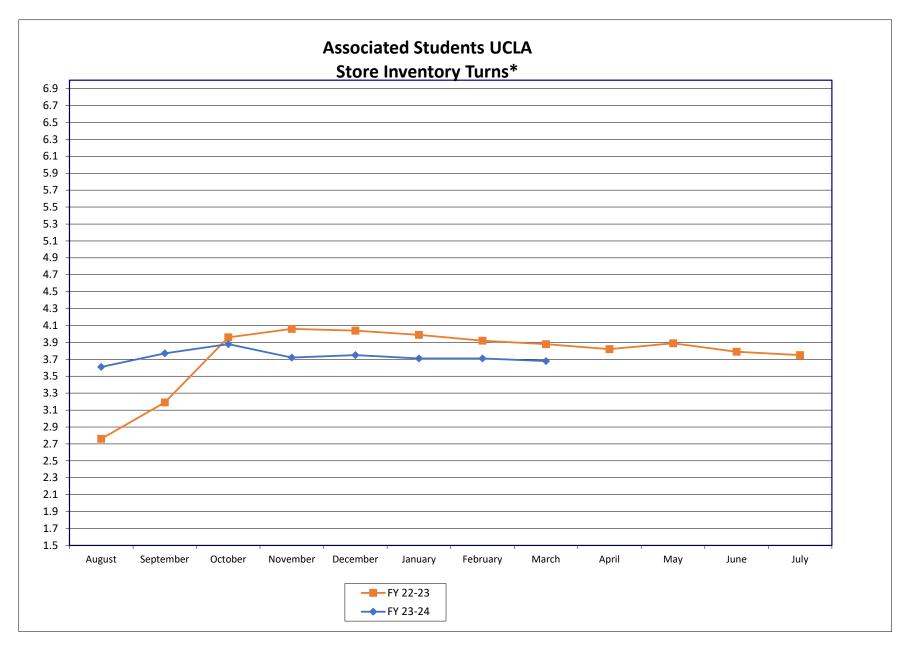




Asucla Finance Division Page 11



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



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

MΔR	08(02/25/24-03/	30/24)	1	F	ISCAL YEAR 23-2	4	FISCAL YI	-ΔR 22-23
	CURRENT MONTH	1			MO(07/30/23-03/	(30/24)		R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,297,139	1,293,459	3,680	ACADEMIC SUPPORT DIV	9,573,634	10,500,456	<926,822>	1,407,012	10,646,596
1,894,565	1,840,925	53,640	GENERAL MDSE DIVISION	13,454,540	12,260,373	1,194,167	1,858,227	11,432,565
228,769	108,786	119,983	HILLTOP SHOP	1,222,466	1,007,886	214,580	216,800	1,166,223
143,392 84,197	136,091 140,000	7,301 <55.803	LU VALLE COMMONS STORE E-COMMERCE DIVISION	1,257,656 1,095,035	1,232,271 1,280,000	25,385 <184,965>	119,403 102,821	1,134,498 1,029,443
315,888	241,800	74,088	HEALTH SCIENCES STORE	4,489,724	4,312,775	176,949	391,514	4,028,851
<0>	0	<0>	OPERATIONS DIVISION	<2>	0	<2>	<0>	<1>
3,963,951	3,761,061	202,890	TOTAL SALES	31,093,053	30,593,761	499,292	4,095,777	29,438,175
2,589,934	2,409,909	<180 025>	Less: Cost of Sales	21,185,207	20,687,329	<497,878>	2,753,432	20,360,103
2,303,331	2,105,505	100,0252	Less. cost or suits	21,103,207	20,007,323	(157,6767	2,755,152	20,500,105
			Less: Shrinkage					
E 211	2,140	∠2 171×	ACADEMIC SUPPORT DIV	22,844	17,940	<4 004×	2 000	22 220
5,311 22,602	2,140 8,970	-,	GENERAL MDSE DIVISION	97,242	64,870	<4,904> <32,372>	2,808 10,335	23,220 70,750
5,367	650		HILLTOP SHOP	16,987	6,040	<10,947>	2,570	13,826
2,776	710		LU VALLE COMMONS STORE	10,272	6,590	<3,682>	1,056	7,116
2,655 38,711	1,150 13,620		HEALTH SCIENCES STORE SHRINKAGE	11,517 158,861	18,030 113,470	6,513 <45,391>	1,214 17,982	8,955 123,867
2,628,645	2,423,529		TOTAL COST OF SALES	21,344,068	20,800,799	<543,269>	2,771,414	20,483,970
65.3	64.1		COST OF SALES % GROSS MARGIN	68.1	67.6	<0.5>	67.2 1,324,363	69.2
1,335,306 34.7	1,337,532 35.9	<2,226> <1.3>	GROSS MARGIN %	9,748,985 31.9	9,792,962 32.4	<43,977> <0.5>	1,324,363	8,954,205 30.8
1.0	0.4		SHRINKAGE %	0.5	0.4	<0.1>	0.4	0.4
			NET CROSS					
33.7	35.6	<1.9>	NET GROSS MARGIN %	31.4	32.0	<0.7>	32.3	30.4
9.2	12.9	<3.7>	ACADEMIC SUPPORT DIV	9.0	13.1	<4.1>	7.8	11.6
49.2	50.5	<1.4>	GENERAL MDSE DIVISION	47.7	49.1	<1.4>	50.6	48.5
37.9	42.0		HILLTOP SHOP	39.0	40.5	<1.6>	40.3	40.0
40.6 48.2	40.1 50.5	0.5 <2.3>	LU VALLE COMMONS STORE E-COMMERCE DIVISION	35.3 47.2	35.3 47.6	<0.0> <0.4>	40.5 49.1	34.2 46.7
31.4	28.9	2.5	HEALTH SCIENCES STORE	23.2	22.1	1.1	22.8	20.8
<7,700.0>	0.0	<7,700.0>	OPERATIONS DIVISION	<1,926.5>	0.0	<1,926.5>	<625.0>	<1,022.5>
105.027	100 221	76.606	OTHER INCOME	1 510 204	1 247 000	270 404	00 224	1 074 007
185,837 1,521,143	109,231 1,446,763	76,606 74,380	OTHER INCOME GROSS MARGIN/OTHER	1,518,384 11,267,369	1,247,890 11,040,852	270,494 226,517	99,324 1,423,687	1,074,097 10,028,301
-,,	27	,		==,==:,;===	22/2 12/202		27.22722	
			Less: Controllable Exp					
320,989	318,203	~2 786×	Career Wages	2,520,501	2,545,624	25,123	293,228	2,226,523
5,287	0		Limited Appointment	23,462	0	<23,462>	8,575	72,219
292,426	255,943	<36,483>	Student Wages	2,053,234	1,918,649	<134,585>	193,786	1,840,216
618,702	574,146		TOTAL WAGES	4,597,198	4,464,273	<132,925>	495,589	4,138,958
15.6	15.3	<0.3>	WAGE % TO SALES	14.8	14.6	<0.2>	12.1	14.1
163,869	154,205	<9,664>	Employee Benefits	1,227,178	1,231,316	4,138	151,461	1,050,760
17,938	6,380		Office Supplies	116,643	69,973	<46,670>	11,624	97,337
6,756 16	8,524 12	1,768 <4>	Telephone Postage	56,834 124	65,668 180	8,834 56	7,737 15	62,591 126
978	2,100	1,122	Trav/Trips/Conference	30,898	33,550	2,652	<842>	25,152
299	300	1	Membership Fees	2,392	2,750	358	299	2,392
3,418	4,000	582	Operating Supplies	42,945	29,810	<13,135>	6,706	33,589
15,007 1,080	19,789 1,080	4,782 0	Freight Out Transportation	196,774 5,908	197,382 6,270	608 362	20,790 604	190,748 9,662
0	0		Postage Stamp O/S	<41>	0	41	0	<21>
20,610	12,819		Advertising	189,328	173,555	<15,773>	4,962	152,012
<5,061> 3	<1,750>	3,311 14,997	Vendor Adv. Allowance Direct Mail Adv.	<59,156>	<60,000>	<844>	<552>	<55,895> 200,317
2,050	15,000 2,205	14,997	Repairs & Maintenance	195,026 20,339	210,000 19,080	14,974 <1,259>	11,524 2,107	200,317
82,827	77,695	<5,132>	Bank Card Expense	602,082	589,688	<12,394>	72,272	535,252
8,102	0		Overs/Shorts	13,601	0	<13,601>	2,060	5,842
1,054 0	0 0	<1,054> 0	Credit Card Adjustments Textbook Rental Exp	12,068 6,078	364 0	<11,704> <6,078>	2,130 0	19,143 11,427
0	750		Rentals-Truck	2,127	3,000	873	0	1,822
0	0	0	Taxes & Licenses	1,134	700	<434>	80	742
3,860	9,216	5,356	Professional Services	63,739	69,178	5,439	213	57,240
0 742	0	0 <742>	Temp Agency Service Commission Expense	27,328 21,639	0 4,000	<27,328> <17,639>	0	41,311 4,702
100	100		Concession Expense	93,597	93,300	<297>	100	104,909
274	0	<274>	COVID-19	2,241	0	<2,241>	288	3,069
0 299	1 0	200	Alloc of Distr Cntr Payment to UCLA	0 87 763	10 76,000	10 <11.763	1 446	0 93,109
324,219	312,426	<299> <11,793>	TOTAL OTHER CONTROL.	87,763 2,958,589	76,000 2,815,774	<11,763> <142,815>	1,446 295,023	2,669,085
942,922	886,572		TOTAL CONTROLLABLE EXP	7,555,787	7,280,047	<275,740>	790,612	6,808,043
F70 224	FC0 10:	10.000	GROSS CONTRIBUTION TO	2 744 500	2.762.005	.40.222	(22.075	2 222 252
578,221	560,191	18,030	SVCS AND ENTERPRISES	3,711,582	3,760,805	<49,223>	633,075	3,220,258
			Less: Allocated Exp					
66,625	53,647		Allocated ExpHR	496,160	441,005	<55,155>	52,602	396,508
166,499 112,310	169,151 104,872		Allocated Exp. Fin Allocated ExpIS	1,385,496 825,114	1,451,362 903,422	65,866 78,308	183,942 106,739	1,421,489 858,664
75,922	63,551		Allocated Exp. Mktg	512,191	554,853	42,662	58,130	452,909
99,025	120,169	21,144	Allocated Exp Othr SA	955,041	1,028,071	73,030	119,386	980,444
143,996	133,473		Maintenance	908,168	881,039	<27,129>	91,896	776,854
17,542 46,891	16,696 55,353	<846> 8,462	Utilities Depreciation	207,349 390,899	162,909 442,824	<44,440> 51,925	22,228 48,503	151,084 393,409
728,810	716,912		TOTAL ALLOCATED EXP	5,680,419	5,865,485	185,066	683,425	5,431,362
			i					
<150,588>	<156,721>	6,133	NET INCOME (LOSS)	<1,968,837>	<2,104,680>	135,843	<50,350>	<2,211,104>

			1					
	08(02/25/24-03/3 CURRENT MONTH				ISCAL YEAR 23-2 MO(07/30/23-03		FISCAL YEA	EAR 22-23 R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
703,766 315,454	400,816 298,162	302,950 17,292	CENTRAL DIVISION NORTH CAMPUS DIVISION	3,607,509 1,770,898	2,376,610 1,762,131	1,230,899	330,705 249,272	1,985,173
399,556	359,599	39,957	SOUTH DIVISION	2,216,523	2,174,199	8,767 42,324	249,272	1,231,574 1,414,690
412,811	434,207	<21,396>	LU VALLE DIVISION	2,180,139	2,515,488	<335,349>	261,634	1,642,753
128,607	152,778	<24,171>	COOPERAGE DIVISION	773,061	983,607	<210,546>	116,214	739,684
397,003	454,875	<57,872>	SPECIAL EVENTS DIVISION	2,064,130	2,599,947	<535,817>	379,256	1,851,956
2,357,198	2,100,437	256,761	TOTAL SALES	12,612,261	12,411,982	200,279	1,588,686	8,865,830
833,636	723,868	<109,768>	Less: Cost of Sales	4,351,295	4,331,078	<20,217>	548,610	3,132,729
35.4	34.5	<0.9>	COST OF SALES %	34.5	34.9	0.4	34.5	35.3
1,523,562	1,376,569	146,993	GROSS MARGIN GROSS MARGIN %	8,260,967	8,080,904	180,063	1,040,075	5,733,101
64.6	65.5	<0.9>	GRUSS MARGIN %	65.5	65.1	0.4	65.5	64.7
63.9	65.3	<1.4>	CENTRAL DIVISION	64.2	65.3	<1.1>	65.1	64.1
61.8	65.7	<3.9>	NORTH CAMPUS DIVISION	65.3	65.3	0.0	64.0	65.0
69.9	67.9	2.0	SOUTH DIVISION	69.0	68.0	1.0	70.3	69.4
65.9 62.3	64.9 67.6	1.0 <5.3>	LU VALLE DIVISION COOPERAGE DIVISION	64.7 63.9	64.2 66.5	0.5 <2.6>	61.5 63.0	61.8 64.1
60.8	63.8	<2.9>	SPECIAL EVENTS DIVISION	65.3	62.9	2.4	66.8	65.4
431,863	330,388	101,475	OTHER INCOME	2,487,967	1,907,795	580,172	302,083	1,854,371
1,955,424	1,706,957	248,467	GROSS MARGIN/OTHER	10,748,934	9,988,699	760,235	1,342,158	7,587,472
			Less: Controllable Exp					
396,333	413,102	16,769	Career Wages	2,946,352	3,026,934	80,582	385,785	2,848,543
0	0	27 7115	Limited Appointment	2 004 344	0 2 04E 147	0 <10.007>	410.425	0
515,857 <69,529>	478,146 <63,043>	<37,711> 6,486	Student Wages Labor Recharge	3,064,244 <445,133>	3,045,147 <401,848>	<19,097> 43,285	410,425 <56,534>	2,553,529 <368,141>
842,661	828,205	<14,456>	TOTAL WAGES	5,565,463	5,670,233	104,770	739,676	5,033,931
35.8	39.4	3.7	WAGE % TO SALES	44.1	45.7	1.6	46.6	56.8
	205		Foundation B 21		4 500		400	4 272
217,074	205,029	<12,045> <2,758>	Employee Benefits	1,477,516	1,503,072	25,556	178,628	1,378,042
5,143 2,370	2,385 2,968	<2,/58> 598	Office Supplies Telephone	23,655 19,720	14,526 23,294	<9,129> 3,574	2,387 2,220	16,580 21,628
2,370	2,500	0	Postage	0	23,294	0	0	0
129	0	<129>	Trav/Trips/Conference	476	0	<476>	0	0
1,000	2,000	1,000	Training Programs	13,103	16,000	2,898	1,081	11,582
96,806	0 91,776	0 <5,030>	Operating Supplies Paper	0 551,086	0 550,437	0 <649>	0 77,647	139 412,152
4.1	4.4	0.3	Paper % To Sales	4.4	4.4	0.1	4.9	412,132
9,106	8,946	<160>	Cleaning Supplies	54,269	61,534	7,265	8,409	46,418
0	0	0	Freight Out	0	0	0	0	0
<6,333>	<10,000>	<3,667>	Purchasing Rebates	<67,526>	<78,500>	<10,974>	<9,293>	<69,935>
9,045 3,487	4,575 5,786	<4,470> 2,299	Replacements Laundry	48,439 34,875	31,900 40,976	<16,539> 6,101	3,790 6,925	39,588 40,652
<100>	2,611	2,711	Uniforms	22,771	18,327	<4,444>	1,754	21,894
8,456	4,115	<4,341>	Advertising	39,877	32,670	<7,207>	1,593	28,040
0	0	0	Vendor Adv. Allowance	0	0	0	0	0
0	500	500	Menu Development	0	4,000	4,000	0	0
13,398	0 6,363	0 <7,035>	Dorm Coupons Expense Repairs & Maintenance	0 111,391	0 48,804	0 <62,587>	0 13,091	0 82,571
15,590	0,303	0	Repairs & Mtce-Equip	0	0	02,307	13,091	02,371
0	0	0	Air Conditioning-Maint	0	0	0	0	0
0	0	0	Rub Remvl/Hauling	0	0	0	0	0
37,260 0	60,992 0	23,732 0	Bank Card Expense	284,446 0	354,514 0	70,068 0	37,927 0	250,063
4,104	3,197	<907>	Bruin One Card Exp Sales Tax Expense	21,936	19,050	<2,886>	2,538	0 14,951
380	799	419	Overs/Shorts	5,672	4,760	<912>	886	14,099
10	0	<10>	Credit Card Adjustments	51	0	<51>	38	172
0	0	0	Insurance Expense	0	0	0	0	0
153 11,783	0 335	<153> <11,448>	Rentals Rentals-Truck	465 11,783	0 2,420	<465> <9,363>	231 0	784 9,002
3,882	3,882	<0>	Outside Press	30,177	30,676	499	11,426	19,606
904	240	<664>	Taxes & Licenses	6,018	2,320	<3,698>	238	2,795
180	0	<180>	Professional Services	930	1,000	70	0	660
880	1,500	620	Temp Agency Service	23,584	14,500	<9,084>	4,083	42,721
39,726 0	52,815 0	13,089 0	Commission Expense Prior Period Adj	207,918 0	268,142 0	60,224 0	44,154 0	263,355 0
0	0	0	Gain/Loss on Disp F/A	0	0	0	0	0
0	0	0	COVID-19	0	0	0	0	0
0 4E0 04E	0 4E0 914	0 021>	UCLA Recharge Expense	2 022 622	2 064 422	0 41 700	200.752	2 647 550
458,845 1,301,506	450,814 1,279,019	<8,031> <22,487>	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	2,922,633 8,488,096	2,964,422 8,634,655	41,789 146,559	389,753 1,129,429	2,647,559 7,681,490
1,301,300	1,217,017	\LL ₁ TU/ >	GROSS CONTRIBUTION TO	5, 100,030	2,03 1,033	1 10,333	2,163,763	,,001,130
653,918	427,938	225,980	SVCS AND ENTERPRISES	2,260,838	1,354,044	906,794	212,729	<94,018>
			1 All					
			Less: Allocated Exp					
90,742	77,386	<13.356>	Allocated ExpHR	593,288	576,438	<16,850>	78,510	483,047
111,904	106,240	<5,664>	Allocated Exp. Fin	678,417	656,518	<21,899>	82,904	521,127
75,483	65,867	<9,616>	Allocated ExpIS	410,447	409,649	<798>	48,108	316,548
51,027	39,915		Allocated Exp. Mktg	255,399	250,084	<5,315>	26,200	169,562
66,554 125,500	75,475 115,788	8,921 <9.712>	Allocated Exp Othr SA Maintenance	465,175 791,521	465,264 763,575	89 <27,946>	53,808 79,831	357,44 <u>2</u> 674,866
15,289	14,548		Utilities	180,720	141,954	<38,766>	19,310	131,249
47,018	57,837	10,819	Depreciation	385,299	462,696	77,397	46,643	381,652
583,517 70,401	553,056	<30,461>	TOTAL ALLOCATED EXP	3,760,266	3,726,178	<34,088>	435,314	3,035,492
70,401	<125,118>	145,519	NET INCOME (LOSS)	<1,499,428>	<2,372,134>	872,706	<222,585>	<3,129,510>
330,800	331,582	<782>	TOTAL CUSTOMER COUNT	1,956,149	1,924,147	32,002	264,913	1,583,008
102,377	109,281	<6,904>	3RD PARTY CUST COUNT	650,052	616,336	33,716	91,199	578,737
228,423	222,301	6,122	ASUCLA CUSTOMER COUNT	1,306,097	1,307,811	<1,714>	173,714	1,004,271
10.55	9.39	1.16	TOTAL AVERAGE CHECK	9.91	9.30	0.61	9.18	9.06
12.81	11.49	1.10	3RD PARTY AVG CHECK	12.17	11.50	0.61	11.17	11.08
9.54	8.35	1.18	ASUCLA AVERAGE CHECK	8.79	8.26	0.53	8.14	7.90
			L		_			
34,767	33,343		EMPLOYEE HOURS	217,664	218,768	1,104	32,049	200,212
67.80	62.99	4.81	SALES/LABOR HOUR	57.97	56.74	1.23	49.57	44.31

LICENSING & SERVICES INCOME STATEMENT

MAR. 0	8(02/25/24-03/3	0/24)	l [ISCAL YEAR 23-2		FISCAL YE	AR 22-23
C	URRENT MONTH			18 DTY	MO(07/30/23-03/	(30/24)	LAST YEAR	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
6.040	10.000	-2.100	PHOTOGRAPHY	62.120	60.400	47.270	0.245	62.005
6,840 6,840	10,000 10,000		TOTAL SALES	62,130 62,130	69,400 69,400	<7,270> <7,270>	8,245 8,245	62,995 62,995
0,640	10,000	<3,100>	TOTAL SALES	02,130	09,400	<7,270>	0,243	02,993
0	0	0	Less: Cost of Sales	261	0	<261>	0	666
6,840	10,000	<3,160>	GROSS MARGIN	61,869	69,400	<7,531>	8,245	62,329
100.0	100.0	0.0	GROSS MARGIN %	99.6	100.0	<0.4>	100.0	98.9
100.0	100.0	0.0	PHOTOGRAPHY	99.6	100.0	<0.4>	100.0	99.1
232,642	198,833	33,809	TRADEMARKS AND LICENSING	2,959,708	3,277,920	<318,212>	207,612	3,086,580
141,938	144,720		LEASED OPS	1,120,069	1,134,753	<14,684>	145,531	1,048,449
19,240	19,240	•	SPONSORSHIPS	153,920	153,920	0	18,819	150,551
22,121	99,333		MARKETING VENTURES	106,291	794,664	<688,373>	13,636	111,672
415,941	462,126		OTHER INCOME	4,339,988	5,361,257	<1,021,269>	385,598	4,397,252
422,781	472,126		GROSS MARGIN/OTHER	4,401,857	5,430,657	<1,028,800>	393,843	4,459,581
	·	·	·		· ·		·	
			Less: Controllable Exp					
			_					
45,667	50,063	•	Career Wages	351,050	400,488	49,438	33,706	313,631
0	833		Student Wages	0	6,664	6,664	0	0
45,667 667.7	50,896 509.0	5,229	TOTAL WAGES WAGE % TO SALES	351,050 565.0	407,152 586.7	56,102 21.6	33,706 408.8	313,631
007.7	509.0	<156.7>	WAGE % TO SALES	303.0	566.7	21.0	400.0	497.9
22,924	23,635	711	Employee Benefits	165,713	187,446	21,733	16,994	143,702
198	350	152	Office Supplies	447	2,800	2,353	50	1,010
357	470	113	Telephone	2,969	3,760	791	388	3,424
40	85		Postage	1,151	775	<376>	0	398
1,032	2,500		Trav/Trips/Conference	15,457	44,000	28,543	652	6,614
0	1,000	1,000	Membership Fees	600	3,500	2,900	0	0
0	775	775	Operating Supplies	694	6,200	5,506	773	1,300
2,617	4,600	,	Enforcement	19,516	36,800	17,284	0	13,175
0	7,050	7,050	Advertising	0	19,900	19,900	1,838	3,025
7,606	9,000	•	Business Promotion	41,665	74,000	32,336	2,776	13,682
0	100		Repairs & Maintenance	259	800	541	0	0
0	1,250 0		Printing Bad Debt	10,168	10,000 0	<168>	0	3,933 0
0 0	5,217	_	Professional Services	18,750 17,500	41,736	<18,750> 24,236	0	35,699
0	1,750		Legal	17,300	14,000	14,000	0	185
0	5,133	•	Trademark	5,433	41,064	35,631	0	18,793
8,877	0		Intern'l Agnt Fee/Tax	164,525	282,300	117,775	0	242,706
20,361	19,050		Domestic Agency Fee	232,623	234,626	2,003	0	214,313
75,108	55,780		Payment to UCLA	869,187	838,968	<30,219>	0	803,091
139,120	137,745	<1,375>	TOTAL OTHER CONTROL.	1,566,657	1,842,675	276,018	23,470	1,505,049
184,787	188,641	3,854	TOTAL CONTROLLABLE EXP	1,917,708	2,249,827	332,119	57,176	1,818,680
			GROSS CONTRIBUTION TO					
237,994	283,485	<45,491>	SVCS AND ENTERPRISES	2,484,149	3,180,830	<696,681>	336,667	2,640,902
			Lassy Allasated From					
			Less: Allocated Exp					
4,918	4,756	<162>	Allocated ExpHR	37,499	42,135	4,636	3,578	30,094
15,983	19,473		Allocated Exp. Fin	184,375	239,287	54,912	16,401	208,780
11,442	12,793	,	Allocated ExpIS	116,527	157,529	41,002	10,021	134,763
7,735	7,752	•	Allocated Exp. Mktg	71,447	96,756	25,309	5,457	71,652
10,089	14,659	4,570	Allocated Exp Othr SA	135,622	179,138	43,516	11,208	152,377
64,388	59,409	•	Maintenance	406,087	391,779	<14,308>	41,078	347,259
7,844	7,463		Utilities	92,718	72,825	<19,893>	9,936	67,536
852	6,256		Depreciation	11,187	50,048	38,861	1,491	11,895
123,249	132,561	9,312	TOTAL ALLOCATED EXP	1,055,462	1,229,497	174,035	99,170	1,024,355
114,745	150,924	Z6 170×	NET INCOME (LOSS)	1,428,688	1,951,333	<522,645>	237,497	1,616,546
117,/40	130,324	\JU,1/3>	INET INCOME (LUSS)	1,720,000	1,731,333	\JZZ,U4J/	437,137	1,010,340

UCLA STUDENT UNION INCOME STATEMENT

ACTUAL 93,930	JRRENT MONTH BUDGET			1 8 DTY	MO(07/30/23-03/	/30/24)	I ACT VEAD	ACTUAL
	BUDGET	VADIANCE				30/2:/	LAST YEAR ACTUAL	
93,930		VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
93,930								
	59,242	34,688	EVENT SERVICES OFFICE	481,730	412,506	69,224	37,641	359,671
14,774	15,624	<850>	AU POST OFFICE	87,173	120,544	<33,371>	15,346	104,438
108,704	74,866	33,838	TOTAL SALES	568,904	533,050	35,854	52,987	464,109
8,572	15,281	6,709	AU Post Office Cost	79,821	117,893	38,072	14,262	101,638
21,275	17,354	<3,921>	Facilities Costs	121,635	104,507	<17,128>	12,391	92,490
29,847	32,635	2,788	Less: Cost of Sales	201,456	222,400	20,944	26,653	194,128
27.5	43.6	16.1	COST OF SALES %	35.4	41.7	6.3	50.3	41.8
78,856	42,231	36,625	GROSS MARGIN	367,447	310,650	56,797	26,334	269,981
72.5	56.4	16.1	GROSS MARGIN %	64.6	58.3	6.3	49.7	58.2
		-					_	
77.4	70.7	6.6	EVENT SERVICES OFFICE	74.8	74.7	0.1	67.1	74.3
42.0	2.2	39.8	AU POST OFFICE	8.4	2.2	6.2	7.1	2.7
0	0	0	STUDENT UNION OPS	0	0	0	0	35,000
130	450	-	EVENT SERVICES OFFICE	8,393	5,375	3,018	710	10,363
28,190	29,154		STUDENT PROGRAMMING	247,379	184,774	62,605	35,182	214,866
4,529	2,932		AU POST OFFICE	14,875	22,671	<7,796>	2,784	19,635
9,567	125,000	•			1,005,000		2,764	43,458
			STRATEGIC FUNDING	3,754,607		2,749,607		
42,416	157,536	<115,120>	OTHER INCOME	4,025,255	1,217,820	2,807,435	38,700	323,321
121,273	199,767	<78,494>	GROSS MARGIN/OTHER	4,392,702	1,528,470	2,864,232	65,034	593,302
			Less: Controllable Exp					
50,522	54,562	4,040	Career Wages	366,815	436,496	69,681	27,410	257,867
10,640	0	,	Limited Appointment	49,272	13,200	<36,072>	10,500	41,475
37,947	27,522		Student Wages	188,684	191,650	2,966	27,141	181,843
99,109	82,084	<17,025>	TOTAL WAGES	604,771	641,346	36,575	65,051	481,186
91.2	109.6	18.5	WAGE % TO SALES	106.3	120.3	14.0	122.8	103.7
21.2	30.2	9.0	EVENT SERVICES OFFICE	31.4	33.9	2.5	46.9	36.8
29,219	26,270	<2,949>	Employee Benefits	192,411	209,511	17,100	15,498	127,184
2,897	481	<2,416>	Office Supplies	12,654	8,230	<4,424>	551	11,576
2,086	3,235	1,149	Telephone	18,274	25,880	7,606	2,128	19,140
<76>	0	76	Trav/Trips/Conference	4,822	6,775	1,953	<77>	2,374
0	250	250	Student Comm Art	888	964	76	0	250
653	350	<303>	Training Programs	8,014	6,550	<1,464>	1,584	8,871
13,719	4,439	<9,280>	Annual ASUCLA Events	89,102	56,733	<32,369>	2,158	56,271
26,418	18,950		Student Event Exp	176,877	116,371	<60,506>	25,778	129,579
0	0	0	Operating Supplies	174	300	126	0	703
0	0	0	Uniforms	500	2,450	1,950	0	1,200
<462>	873	1,335	Advertising	1,756	5,645	3,889	350	1,648
374	180		Business Promotion	1,490	1,440	<50>	181	1,427
2,196	4,772		Repairs & Maintenance	20,755	33,208	12,453	1,902	22,151
		2,576	•					
487	1,082	595 150	Bank Card Expense Overs/Shorts	3,478	7,656	4,178	509	3,876
0	150	150	•	<127>	1,200	1,327	<0>	<107>
0	0	0	Professional Services	99,910	2 260	<99,910>	2 212	2 212
0	0	0	Student Support Svcs	3,374	3,360	<14>	3,213	3,213
15,417	15,417	0	Interaction Fund	123,336	123,336	0	11,563	92,502
18,869	14,888			79,597	86,036	6,439	15,480	67,492
111,796	91,337		TOTAL OTHER CONTROL.	837,283	695,645	<141,638>	80,818	549,349
210,904	173,421	<37,483>		1,442,054	1,336,991	<105,063>	145,869	1,030,535
1			GROSS CONTRIBUTION TO	<u> </u>		_ _	_	
<89,632>	26,346	<115,978>	SVCS AND ENTERPRISES	2,950,648	191,479	2,759,169	<80,834>	<437,232>
T								
1			Less: Allocated Exp					
10,673	7,670	<3,003>	Allocated ExpHR	65,447	66,413	966	6,905	46,443
5,713	9,586	3,873	Allocated Exp. Fin	168,783	75,748	<93,035>	3,818	36,256
4,090	6,297		Allocated ExpIS	104,217	50,094	<54,123>	2,333	23,258
2,765	3,816		Allocated Exp. Mktg	60,366	30,579	<29,787>	1,270	12,325
3,606	7,216	3,610	Allocated Exp Othr SA	120,644	57,002	<63,642>	2,609	26,371
79,193	73,060	•	Maintenance	499,464	481,798	<17,666>	50,170	424,123
9,648	9,180	<468>		114,037	89,572	<24,465>	12,136	82,484
17,651	23,555	5,904	Depreciation	152,797	188,447	35,650	18,733	165,620
133,338	140,380	7,042	TOTAL ALLOCATED EXP	1,285,756	1,039,653	<246,103>	97,974	816,880
133,330	140,300	7,042	TOTAL ALLOCATED EXP	1,205,750	7,03,703	\2 1 0,103>	3/,3/4	010,000
<222,969>	<114,034>	∠100 02Fs	NET INCOME (LOSS)	1,664,892	<848,174>	2,513,066	<178,809>	∠1 2E/ 112s
\LLL,303/	/111/034>	<100,333 <i>></i>	INC. INCOME (LUSS)	1,007,032	\UTU,1/4>	۷,۵۱۵,000	\1/U ₁ 0U3>	<1,254,112>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

MAR. 08(02/25/24-03/30/24)			FISCAL YEAR 23-24			FISCAL YEAR 22-23		
	CURRENT MONTH				YTD 8 MO(07/30/23-03/30/2			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
41E 00E	450 776	42 001	Career Wages	2 505 415	2 677 242	171 020	410 571	2 102 005
415,885 3,866	459,776 850	43,891	Limited Appointment	3,505,415 109,105	3,677,343	171,928 <101,570>	410,571 6,157	3,192,005 91,513
57,231	41,741	•	Student Wages	304,390	7,535 349,158	<101,570 <i>></i> 44,768	38,006	269,585
476,982	502,367	25,385	TOTAL WAGES	3,918,910	4,034,036	115,126	454,734	3,553,103
6.4	7.2	0.8	WAGE % TO TOTAL SALES	5,910,910	7.6	0.7	6.9	7.6
0.1	7.2	0.0	WAGE 70 TO TOTAL SALES	0.5	7.0	0.7	0.5	7.0
5,822	10,300	4,478	Emp Awards, Profess.	21,922	25,815	3,893	14,811	24,913
5,106	500	•	Emp Awards, Students	21,261	4,000	<17,261>	926	7,955
213,803	219,562	5,759	Employee Benefits	1,678,205	1,753,096	74,891	206,810	1,498,634
5,576	7,363	1,787	Office Supplies	51,824	65,543	13,719	8,167	56,062
5,079	6,139	1,060	Telephone	44,432	49,902	5,470	5,376	47,746
475	659	184	Postage	3,438	3,999	561	490	3,565
3,408	3,061	<347>	Trav/Trips/Conference	22,050	53,489	31,439	2,120	15,958
478	206	<272>	BUSINESS RELATIONS	9,385	1,862	<7,523>	181	2,200
10,329	6,680		Employee Relations	77,676	40,680	<36,996>	9,668	46,077
16,305	5,305		Training Programs	52,374	42,634	<9,740>	13,927	45,133
0	1,318	1,318	Fingerprinting	2,925	10,544	7,619	0	8,831
852	1,000	148	Recruitment	67,552	57,000	<10,552>	1,499	22,587
72	0		Membership Fees	72	2,557	2,485	0	1,997
0	100	100	Periodical Subscription	5,091	3,725	<1,366>	130	2,887
2,156	600		Operating Supplies	7,497	4,800	<2,697>	1,159	4,780
0	0	0	Training Courses	0	203	203	0	197
463	500	37	Uniforms	3,817	4,000	183	316	2,751
2,467 84	<250> 206	,	Security Expense Security Equipment	1,870 1,819	<1,467>	<3,337>	0	1,959
2,372	2,600	122 228	Alarm Monitoring	21,791	1,648 20,800	<171> <991>	83 2,346	2,801 20,841
18,646	7,339	_	Advertising	48,510	58,708	10,198	6,316	27,352
5,896	9,974	4,078	Repairs & Maintenance	55,084	66,937	11,853	6,586	54,564
4,209	6,285	2,076	Repair-Mtce Computer	27,307	50,280	22,973	<2,514>	11,760
8,161	16,239	8,078	Repairs & Mtce-Equip	89,674	129,912	40,238	17,054	98,875
0	196	196	Printing	780	1,564	784	0	0
3,250	3,250	0	Bruin One Card Exp	30,425	30,425	0	2,610	25,830
5	42	37	Overs/Shorts	<291>	336	627	<0>	16
53,795	48,000	<5,795>	Insurance Expense	430,363	384,000	<46,363>	41,693	334,096
33,451	18,335	<15,116>	Professional Services	212,915	146,672	<66,243>	13,361	167,380
1,301	1,302	1	Legal	10,408	10,415	7	1,264	10,111
8,974	8,974	0	External Audit	99,354	99,354	0	8,288	96,100
5,393	1,000		Temp Agency Service	18,488	11,500	<6,988>	2,562	38,767
4,195	10,000	5,805	Internal Audit	68,390	80,000	11,610	6,366	65,236
4,179	4,179	0	Tax Consulting	8,632	8,632	0	4,057	8,380
15,351	0	,	PROFESSIONAL FEES PCI	15,351	6,953	<8,398>	0	7,429
52,711	42,262	<10,449>		384,398	338,096	<46,302>	40,406	310,579
16,148	13,500		Board of Directors	133,189	104,500	<28,689>	14,127 <1.630	112,220 11,794
100 3,837	1,500 3,566		Special Projects Misc. Bank Charges	13,497 27,410	27,000 27,564	13,503 154	<1,630> 3,443	11,794 26,096
5,366	5,356		Armored Carrier Expense	43,441	45,629	2,188	3, 44 3 4,576	40,430
25,000	25,000	0	UC PATH CHARGES	200,000	200,000	2,100	17,750	140,916
4,999	4,999		Student Med Supp Fund	39,774	39,775	1	4,852	38,615
8,654	8,654	0	UCLA Recharge Expense	69,232	69,232	0	8,402	67,216
417	1,000	583	Special Events	8,538	13,500	4,962	286	11,620
558,883	506,801	<52,082>	TOTAL OTHER CONTROL.	4,129,871	4,095,814	<34,057>	467,866	3,523,258
1,035,866	1,009,168	<26,698>	TOTAL CONTROLLABLE EXP	8,048,781	8,129,850	81,069	922,600	7,076,361
		·	Less: Allocated Exp			·	·	
		_	·			_		
33,485	30,829		Maintenance	211,189	203,204	<7,985>	21,922	185,321
4,079	3,883		Utilities	48,219	37,884	<10,335>	5,303	36,042
26,243	31,215		Depreciation	207,411	249,720	42,309	21,801	179,920
63,807	65,927	2,120	TOTAL ALLOCATED EXP	466,818 8 515 500	490,808 8 620 658	23,990	49,025 971,625	401,282
1,099,673	1,075,095	<24,5/8>	NET EXPENSE	8,515,599	8,620,658	105,059	971,625	7,477,643
<993,103>	<970,291>	22,812	Allocated-Svs and Ent	<7,641,657>	<7,731,347>	<89,690>	<873,928>	<6,700,058>
<54,638>	<54,638>	22,612	Allocated-USAC	<7,641,637 <i>></i> <465,010>		<89,690 <i>></i>	<50,254>	<395,853>
<4,809>	<4,809>	0	Allocated-GSA	<41,572>	<41,572>	0	<4,186>	<41,411>
<47,123>	<45,357>	1,766	Allocated-Comm Board	<367,360>	<382,729>	<15,369>	<43,257>	<340,321>
<1,099,673>	<1,075,095>	24,578	TOTAL OTHER	<8,515,599>	<8,620,658>	<105,059>	<971,625>	<7,477,643>
		,-						
<0>	0	0	TOTAL EXPENSE	0	0	0	0	0

FACILITIES EXPENSE STATEMENT

			_
	08(02/25/24-03/		
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
240,220	233,379	-6 0A1×	Career Wages
			_
3,585	10,209	,	Limited Appointment
1,133	2,146	1,013	Student Wages
<2,504>	<825>	1,679	Labor Recharge
<9,898>	<10,427>		Billed Labor Costs
<1,050>	<3,000>		Capitalized Wages
231,487	231,482	<5>	TOTAL WAGES
134,758	137,833	3,075	Employee Benefits
526	190	<336>	Office Supplies
853	995	142	Telephone
0	0	0	Trav/Trips/Conference
0	0	0	Training Programs
9,285	5,550	<3,735>	Paper
8.5	7.4		Paper % To Sales
2,783	3,420	637	Cleaning Supplies
2,168	1,675	<493>	Replacements
1,889	2,275	386	Laundry
23,411	25,900	2,489	Repairs & Maintenance
10,710	5,150	<5,560>	Repairs & Mtce-Elevator
729	300	<429>	Repairs & Mtce-Equip
312	400	88	Painting Program
1,075	0	<1,075>	Incidental Proj Exp
5,668	7,300	1,633	Air Conditioning-Maint
9,518	10,490	972	Rub Remvl/Hauling
3,283	3,250	<33>	Rodent & Pest Control
7,119	590	<6,529>	Rentals-Truck
0	<45,864>	<45,864>	UCLA Cost Sharing
214,087	159,454	<54,633>	TOTAL OTHER CONTROL.
445,574	390,936	<54,638>	TOTAL CONTROLLABLE EXF
			Less: Allocated Exp
28,780	46,763	17,983	Depreciation
28,780	46,763	17,983	TOTAL ALLOCATED EXP
474,355	437,699	<36,656>	NET EXPENSE
<413,076>	<381,730>	31,346	Allocated-Svs and Ent
<9,609>	<9,609>	0	Allocated-USAC
<3,517>	<3,517>	0	Allocated-GSA
<14,667>	<12,014>	2,653	Allocated-Comm Board
<33,485>	<30,829>	2,656	Allocated-A & SS
<474,355>	<437,699>	36,656	TOTAL OTHER
0	0	0	TOTAL EXPENSE

5700H V/54D 22 24							
	ISCAL YEAR 23-2	FISCAL YEAR 22-23					
	MO(07/30/23-03/	. ,	LAST YEA				
ACTUAL	BUDGET	VARIANCE	MONTH	YTD			
1,474,495	1,451,808	<22,687>	159,765	1,334,618			
14,274	68,884	54,610	183	5,989			
11,696	12,884	1,188	714	3,941			
<18,520>	<6,210>	12,310	<1,464>	<13,156>			
<90,887>	<83,026>	7,861	<5,144>	<79,754>			
<23,685>	<24,000>	<315>	0	<2,903>			
1,367,374	1,420,340	52,966	154,053	1,248,736			
845,848	851,548	5,700	89,063	763,674			
3,869	2,370	<1,499>	121	3,462			
6,810	7,960	1,150	775	6,885			
4,040	8,500	4,460	0	4,216			
0	750	750	0	0			
57,013	44,400	<12,613>	7,866	57,656			
10.0	8.3	<1.7>	14.8	12.4			
23,901	27,360	3,459	1,636	24,131			
8,565	13,100	4,535	290	11,677			
6,495	8,880	2,385	1,691	5,071			
199,955	218,200	18,245	29,478	202,524			
60,779	41,200	<19,579>	4,985	38,386			
2,966	2,400	<566>	189	1,797			
1,650	7,200	5,550	925	5,132			
3,348	4,500	1,152	990	818			
40,127	38,850	<1,277>	<1,782>	30,491			
90,699	90,670	<29>	13,833	73,166			
27,455	28,200	745	4,584	21,191			
16,295	9,720	<6,575>	884	15,050			
0	<296,744>	<296,744>	<31,982>	<165,547>			
1,399,815	1,109,064	<290,751>	123,545	1,099,780			
2,767,189	2,529,404	<237,785>	277,598	2,348,516			
246,761	374,104	127,343	28,563	234,265			
246,761	374,104	127,343	28,563	234,265			
3,013,949	2,903,508	<110,441>	306,161	2,582,781			
.2.605.240.	.2 510 101	07.040	.262.075	.2.222.404.			
<2,605,240>	<2,518,191>	87,049	<262,975>	<2,223,101>			
<76,878>	<76,878>	0	<8,585>	<68,680>			
<28,139>	<28,139>	0	<3,322>	<26,576>			
<92,504>	<77,096>	15,408	<9,357>	<79,103>			
<211,189>	<203,204>	7,985	<21,922>	<185,321>			
<3,013,949>	<2,903,508>	110,441	<306,161>	<2,582,781>			
<0>	0	0	0	0			

UTILITIES EXPENSE STATEMENT

MAR.	08(02/25/24-03/	30/24)	
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
7,065	5,291	<1,774>	Chiller Water
31,997	38,474	6,477	Elec-Non Air Cond.
7,644	8,146	502	Water-Non Air Cond.
1,048	5,302	4,254	Steam-Non Air Cond.
11,364	5,803	<5,561>	Gas
0	0	0	Energy Management
0	<6,617>	<6,617>	UCLA Cost Sharing
59,118	56,399	<2,719>	TOTAL OTHER CONTROL.
59,118	56,399	<2,719>	TOTAL CONTROLLABLE EXP
<50,323>	<47,887>	2,436	Allocated-Svs and Ent
<2,144>	<2,144>	0	Allocated-USAC
<785>	<785>	0	Allocated-GSA
<1,787>	<1,700>	87	Allocated-Comm Board
<4,079>	<3,883>	196	Allocated-A & SS
<59,118>	<56,399>	2,719	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F.	ISCAL YEAR 23-2	FISCAL YEAR 22-23			
YTD 8 I	MO(07/30/23-03/	LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
121,749	105,969	<15,780>	34,321	108,033	
414,735	363,027	<51,708>	32,385	312,204	
60,281	66,487	6,206	9,446	54,436	
7,196	40,271	33,075	620	26,506	
83,634	43,364	<40,270>	<396>	41,272	
0	<10,000>	<10,000>	0	<1,804>	
0	<63,958>	<63,958>	<2,350>	<34,068>	
687,595	545,160	<142,435>	74,026	506,579	
687,595	545,160	<142,435>	74,026	506,579	
<594,824>	<467,260>	127,564	<63,610>	<432,353>	
<17,152>	<17,152>	0	<2,055>	<16,440>	
<6,276>	<6,276>	0	<795>	<6,360>	
<21,125>	<16,588>	4,537	<2,263>	<15,384>	
<48,219>	<37,884>	10,335	<5,303>	<36,042>	
<687,595>	<545,160>	142,435	<74,026>	<506,579>	
0	0	0	0	0	