

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES
February (01/29/23 - 02/25/23)**

**Prepared
March 17, 2023**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

FEBRUARY (01/29/23 - 02/25/23)										FY 21-22		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
2,865		2,615		250	9.6%	333	13.2%	2,532				GROSS INCOME
1,839		2,058		(219)	(10.6%)	445	31.9%	1,394				UCLA Store
833		832		1	0.1%	(23)	(2.7%)	856				UCLA Restaurants
88		230		(142)	(61.7%)	(169)	(65.8%)	257				Licensing & Services
												UCLA Student Union
5,625		5,735		(110)	(1.9%)	586	11.6%	5,039				TOTAL
												GROSS MARGIN
1,008	35.2%	934	35.7%	74	(0.5) Pts.	305	7.4 Pts.	703	27.8%			UCLA Store
1,288	70.0%	1,451	70.5%	(163)	(0.5)	284	(2.0)	1,004	72.0%			UCLA Restaurants
833	100.0%	832	100.0%	1	0.0	(23)	0.0	856	100.0%			Licensing & Services
69	78.4%	199	86.5%	(130)	(8.1)	(151)	(7.2)	220	85.6%			UCLA Student Union
3,198	56.9%	3,416	59.6%	(218)	(2.7)	415	1.7	2,783	55.2%			TOTAL
												WAGES & BENEFITS
686	23.9%	640	24.5%	(46)	0.6	(96)	(0.6)	590	23.3%			UCLA Store
887	48.2%	897	43.6%	10	(4.6)	(107)	7.8	780	56.0%			UCLA Restaurants
57	6.8%	72	8.7%	15	1.9	13	1.4	70	8.2%			Licensing & Services
82	93.2%	98	42.6%	16	(50.6)	(19)	(68.7)	63	24.5%			UCLA Student Union
1,712	30.4%	1,707	29.8%	(5)	(0.6)	(209)	(0.6)	1,503	29.8%			TOTAL
												OTHER CONTROLLABLES
94	3.3%	50	1.9%	(44)	(1.4)	(25)	(0.6)	69	2.7%			UCLA Store
205	11.1%	227	11.0%	22	(0.1)	(53)	(0.2)	152	10.9%			UCLA Restaurants
281	33.7%	260	31.3%	(21)	(2.4)	(28)	(4.1)	253	29.6%			Licensing & Services
51	58.0%	85	37.0%	34	(21.0)	4	(36.6)	55	21.4%			UCLA Student Union
631	11.2%	622	10.8%	(9)	(0.4)	(102)	(0.7)	529	10.5%			TOTAL
												CONTRIBUTION
229	8.0%	244	9.3%	(15)	(1.3)	185	6.3	44	1.7%			UCLA Store
196	10.7%	328	15.9%	(132)	(5.2)	124	5.5	72	5.2%			UCLA Restaurants
495	59.4%	500	60.1%	(5)	(0.7)	(38)	(2.9)	533	62.3%			Licensing & Services
(65)	(73.9%)	16	7.0%	(81)	(80.9)	(167)	(113.6)	102	39.7%			UCLA Student Union
855	15.2%	1,088	19.0%	(233)	(3.8)	104	0.3	751	14.9%			TOTAL
												ALLOCATED EXPENSES
796	14.2%	796	13.9%	0	(0.3)	(104)	(0.5)	692	13.7%			Admin&Support Services
259	4.6%	254	4.4%	(5)	(0.2)	(9)	0.4	250	5.0%			Facilities
10	0.2%	62	1.1%	52	0.9	25	0.5	35	0.7%			Utilities
165	2.9%	202	3.5%	37	0.6	(10)	0.2	155	3.1%			Depreciation
1,230	21.9%	1,314	22.9%	84	1.0	(98)	0.6	1,132	22.5%			TOTAL
												NET INCOME (LOSS)
(375)	(6.7%)	(226)	(3.9%)	(149)	(2.8)	6	0.9	(381)	(7.6%)			FROM OPERATIONS
												OTHER INC/(EXP)
67	1.2%	2	0.0%	65	1.2	(480)	(9.7)	547	10.9%			Non-Recurrent Inc/(Exp)
43	0.8%	19	0.3%	24	0.5	38	0.7	5	0.1%			Interest Income
(14)	(0.2%)	(14)	(0.2%)	0	0.0	4	0.2	(18)	(0.4%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
266	4.7%	266	4.6%	0	0.1	8	(0.4)	258	5.1%			Student Union Fee Income
362	6.4%	273	4.8%	89	1.6	(430)	(9.3)	792	15.7%			TOTAL
(13)	(0.2%)	47	0.8%	(60)	(1.0)	(424)	(8.4)	411	8.2%			NET INCOME (LOSS)

FISCAL YEAR 2022-2023										FY 21-22		
YTD 7 MONTHS (07/31/22 - 02/25/23)										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
26,317		26,061		256	1.0%	4,577	21.1%	21,740				GROSS INCOME
8,829		11,949		(3,120)	(26.1%)	3,354	61.3%	5,475				UCLA Store
4,066		4,384		(318)	(7.3%)	108	2.7%	3,958				UCLA Restaurants
696		1,781		(1,085)	(60.9%)	(235)	(25.2%)	931				Licensing & Services
												UCLA Student Union
39,908		44,175		(4,267)	(9.7%)	7,804	24.3%	32,104				TOTAL
												GROSS MARGIN
8,605	32.7%	8,684	33.3%	(79)	(0.6) Pts.	1,589	0.4 Pts.	7,016	32.3%			UCLA Store
6,245	70.7%	8,432	70.6%	(2,187)	0.1	2,440	1.2	3,805	69.5%			UCLA Restaurants
4,066	100.0%	4,380	99.9%	(314)	0.1	108	0.0	3,958	100.0%			Licensing & Services
528	75.9%	1,551	87.1%	(1,023)	(11.2)	(300)	(13.0)	828	88.9%			UCLA Student Union
19,444	48.7%	23,047	52.2%	(3,603)	(3.5)	3,837	0.1	15,607	48.6%			TOTAL
												WAGES & BENEFITS
4,543	17.3%	4,536	17.4%	(7)	0.1	(533)	1.1	4,010	18.4%			UCLA Store
5,494	62.2%	5,979	50.0%	485	(12.2)	(886)	22.0	4,608	84.2%			UCLA Restaurants
407	10.0%	502	11.5%	95	1.5	38	1.2	445	11.2%			Licensing & Services
528	75.9%	674	37.8%	146	(38.1)	(132)	(33.4)	396	42.5%			UCLA Student Union
10,972	27.5%	11,691	26.5%	719	(1.0)	(1,513)	2.0	9,459	29.5%			TOTAL
												OTHER CONTROLLABLES
1,475	5.6%	1,305	5.0%	(170)	(0.6)	(156)	0.5	1,319	6.1%			UCLA Store
1,058	12.0%	1,330	11.1%	272	(0.9)	(222)	3.3	836	15.3%			UCLA Restaurants
1,355	33.3%	1,423	32.5%	68	(0.8)	(19)	0.5	1,336	33.8%			Licensing & Services
357	51.3%	394	22.1%	37	(29.2)	(97)	(23.4)	260	27.9%			UCLA Student Union
4,245	10.6%	4,452	10.1%	207	(0.5)	(494)	1.1	3,751	11.7%			TOTAL
												CONTRIBUTION
2,587	9.8%	2,843	10.9%	(256)	(1.1)	899	2.0	1,688	7.8%			UCLA Store
(307)	(3.5%)	1,123	9.4%	(1,430)	(12.9)	1,333	26.5	(1,640)	(30.0%)			UCLA Restaurants
2,304	56.7%	2,456	56.0%	(152)	0.7	128	1.7	2,176	55.0%			Licensing & Services
(356)	(51.1%)	483	27.1%	(839)	(78.2)	(528)	(69.6)	172	18.5%			UCLA Student Union
4,228	10.6%	6,905	15.6%	(2,677)	(5.0)	1,832	3.1	2,396	7.5%			TOTAL
												ALLOCATED EXPENSES
5,474	13.7%	5,546	12.6%	72	(1.1)	(674)	1.3	4,800	15.0%			Admin&Support Services
1,918	4.8%	1,875	4.2%	(43)	(0.6)	(73)	0.9	1,845	5.7%			Facilities
399	1.0%	460	1.0%	61	0.0	(63)	0.0	336	1.0%			Utilities
1,201	3.0%	1,415	3.2%	214	0.2	(9)	0.7	1,192	3.7%			Depreciation
8,992	22.5%	9,296	21.0%	304	(1.5)	(819)	3.0	8,173	25.5%			TOTAL
												NET INCOME (LOSS)
(4,764)	(11.9%)	(2,391)	(5.4%)	(2,373)	(6.5)	1,013	6.1	(5,777)	(18.0%)			FROM OPERATIONS
												OTHER INC/(EXP)
164	0.4%	14	0.0%	150	0.4	(464)	(1.6)	628	2.0%			Non-Recurrent Inc/(Exp)
301	0.8%	125	0.3%	176	0.5	254	0.7	47	0.1%			Interest Income
(98)	(0.2%)	(98)	(0.2%)	0	0.0	28	0.2	(126)	(0.4%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
1,861	4.7%	1,861	4.2%	0	0.5	58	(0.9)	1,803	5.6%			Student Union Fee Income
2,228	5.6%	1,902	4.3%	326	1.3	(124)	(1.7)	2,352	7.3%			TOTAL
(2,536)	(6.4%)	(489)	(1.1%)	(2,047)	(5.3)	889	4.3	(3,425)	(10.7%)			NET INCOME (LOSS)

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

FEBRUARY (01/29/23 - 02/25/23)										FY 21-22		FISCAL YEAR 2022-2023										FY 21-22	
CURRENT MONTH										**		YTD 7 MONTHS (07/31/22 - 02/25/23)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%									\$	%	\$	%				
2,865		2,615		250	9.6%	333	13.2%	2,532				26,317		26,061		256	1.0%	4,577	21.1%	21,740			
1,839		2,058		(219)	(10.6%)	445	31.9%	1,394				8,829		11,949		(3,120)	(26.1%)	3,354	61.3%	5,475			
833		832		1	0.1%	(23)	(2.7%)	856				4,066		4,384		(318)	(7.3%)	108	2.7%	3,958			
88		230		(142)	(61.7%)	(169)	(65.8%)	257				696		1,781		(1,085)	(60.9%)	(235)	(25.2%)	931			
5,625		5,735		(110)	(1.9%)	586	11.6%	5,039				39,908		44,175		(4,267)	(9.7%)	7,804	24.3%	32,104			
1,008	35.2%	934	35.7%	74	(0.5)	305	7.4	703	27.8%			8,605	32.7%	8,684	33.3%	(79)	(0.6)	1,589	0.4	7,016	32.3%		
1,288	70.0%	1,451	70.5%	(163)	(0.5)	284	(2.0)	1,004	72.0%			6,245	70.7%	8,432	70.6%	(2,187)	0.1	2,440	1.2	3,805	69.5%		
833	100.0%	832	100.0%	1	0.0	(23)	0.0	856	100.0%			4,066	100.0%	4,380	99.9%	(314)	0.1	108	0.0	3,958	100.0%		
69	78.4%	199	86.5%	(130)	(8.1)	(151)	(7.2)	220	85.6%			528	75.9%	1,551	87.1%	(1,023)	(11.2)	(300)	(13.0)	828	88.9%		
3,198	56.9%	3,416	59.6%	(218)	(2.7)	415	1.7	2,783	55.2%			19,444	48.7%	23,047	52.2%	(3,603)	(3.5)	3,837	0.1	15,607	48.6%		
779	27.2%	690	26.4%	(89)	(0.8)	(120)	(1.2)	659	26.0%			6,017	22.9%	5,841	22.4%	(176)	(0.5)	(689)	1.6	5,328	24.5%		
1,092	59.4%	1,123	54.6%	31	(4.8)	(160)	7.5	932	66.9%			6,552	74.2%	7,309	61.2%	757	(13.0)	(1,108)	25.2	5,444	99.4%		
337	40.5%	331	39.8%	(6)	(0.7)	(14)	(2.8)	323	37.7%			1,762	43.3%	1,925	43.9%	163	0.6	20	1.7	1,782	45.0%		
134	152.3%	183	79.6%	49	(72.7)	(16)	(106.4)	118	45.9%			885	127.2%	1,068	60.0%	183	(67.2)	(230)	(56.8)	655	70.4%		
2,342	41.6%	2,327	40.6%	(15)	(1.0)	(310)	(1.3)	2,032	40.3%			15,216	38.1%	16,143	36.5%	927	(1.6)	(2,007)	3.0	13,209	41.1%		
229	8.0%	244	9.3%	(15)	(1.3)	185	6.3	44	1.7%			2,587	9.8%	2,843	10.9%	(256)	(1.1)	899	2.0	1,688	7.8%		
196	10.7%	328	15.9%	(132)	(5.2)	124	5.5	72	5.2%			(307)	(3.5%)	1,123	9.4%	(1,430)	(12.9)	1,333	26.5	(1,640)	(30.0%)		
495	59.4%	500	60.1%	(5)	(0.7)	(38)	(2.9)	533	62.3%			2,304	56.7%	2,456	56.0%	(152)	0.7	128	1.7	2,176	55.0%		
(65)	(73.9%)	16	7.0%	(81)	(80.9)	(167)	(113.6)	102	39.7%			(356)	(51.1%)	483	27.1%	(839)	(78.2)	(528)	(69.6)	172	18.5%		
855	15.2%	1,088	19.0%	(233)	(3.8)	104	0.3	751	14.9%			4,228	10.6%	6,905	15.6%	(2,677)	(5.0)	1,832	3.1	2,396	7.5%		
561	19.6%	545	20.8%	(16)	1.2	(54)	0.4	507	20.0%			4,748	18.0%	4,490	17.2%	(258)	(0.8)	(364)	2.2	4,384	20.2%		
428	23.3%	485	23.6%	57	0.3	(71)	2.3	357	25.6%			2,600	29.4%	2,988	25.0%	388	(4.4)	(495)	9.0	2,105	38.4%		
153	18.4%	162	19.5%	9	1.1	4	(0.1)	157	18.3%			925	22.7%	933	21.3%	8	(1.4)	35	1.6	960	24.3%		
88	100.0%	122	53.0%	34	(47.0)	23	(56.8)	111	43.2%			719	103.3%	885	49.7%	166	(53.6)	5	(25.5)	724	77.8%		
1,230	21.9%	1,314	22.9%	84	1.0	(98)	0.6	1,132	22.5%			8,992	22.5%	9,296	21.0%	304	(1.5)	(819)	3.0	8,173	25.5%		
(333)	(5.9%)	(301)	(5.2%)	(32)	(0.7)	130	3.3	(463)	(9.2%)			(2,161)	(5.4%)	(1,647)	(3.7%)	(514)	(1.7)	536	3.0	(2,697)	(8.4%)		
(231)	(4.1%)	(157)	(2.7%)	(74)	(1.4)	54	1.6	(285)	(5.7%)			(2,907)	(7.3%)	(1,864)	(4.2%)	(1,043)	(3.1)	838	4.4	(3,745)	(11.7%)		
342	6.1%	338	5.9%	4	0.2	(34)	(1.4)	376	7.5%			1,379	3.5%	1,522	3.4%	(143)	0.1	163	(0.3)	1,216	3.8%		
(153)	(2.7%)	(106)	(1.8%)	(47)	(0.9)	(144)	(2.5)	(9)	(0.2%)			(1,075)	(2.7%)	(402)	(0.9%)	(673)	(1.8)	(524)	(1.0)	(551)	(1.7%)		
(375)	(6.7%)	(226)	(3.9%)	(149)	(2.8)	6	0.9	(381)	(7.6%)			(4,764)	(11.9%)	(2,391)	(5.4%)	(2,373)	(6.5)	1,013	6.1	(5,777)	(18.0%)		
67	1.2%	2	0.0%	65	1.2	(480)	(9.7)	547	10.9%			164	0.4%	14	0.0%	150	0.4	(464)	(1.6)	628	2.0%		
43	0.8%	19	0.3%	24	0.5	38	0.7	5	0.1%			301	0.8%	125	0.3%	176	0.5	254	0.7	47	0.1%		
(14)	(0.2%)	(14)	(0.2%)	0	0.0	4	0.2	(18)	(0.4%)			(98)	(0.2%)	(98)	(0.2%)	0	0.0	28	0.2	(126)	(0.4%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
266	4.7%	266	4.6%	0	0.1	8	(0.4)	258	5.1%			1,861	4.7%	1,861	4.2%	0	0.5	58	(0.9)	1,803	5.6%		
362	6.4%	273	4.8%	89	1.6	(430)	(9.3)	792	15.7%			2,228	5.6%	1,902	4.3%	326	1.3	(124)	(1.7)	2,352	7.3%		
(13)	(0.2%)	47	0.8%	(60)	(1.0)	(424)	(8.4)	411	8.2%			(2,536)	(6.4%)	(489)	(1.1%)	(2,047)	(5.3)	889	4.3	(3,425)	(10.7%)		

ASUCLA
P/L Reconciliation
Feb-23

<i>Financial Analysis</i>	\$000's
	Feb-23
Budgeted Net Income/(Loss)	47
UCLA Store	
Gross Margin:	
Bearwear above plan due to strong sales resulting from Men's and women's basketball games, and gymnastics	119
Graduation ETC below plan due to timing delay for undergraduate ordering	(19)
Campus Portrait Studio below plan: less traffic due to BruinLife yearbook requirements	(19)
Market above plan due to strong CalFresh and EB sales and marketing campaigns for various events	20
E-Commerce below plan (impact from reschedules One Day Sale)	(24)
Custom Shop below plan due to higher cost of sales (strategies to compete)	(12)
Hilltop above plan due to more visitors and expanded product selection and availability	36
Total Wages above plan	(35)
Other, negative controllables (\$52) and other various negative gross margin variances	(81)
Total Contribution	(15)
UCLA Restaurants	
Gross Margin:	
Anderson Cafe above plan: increasing customer trends for several areas across campus and positive purchasing response to new marketing campaigns	38
CSSC below plan: pizza oven was not working for four days and Blaze sales were impacted	(17)
Scrub Jay Café below plan: initial sales expectations lower than projected (no history for first budget)	(43)
South Café below plan: planned location will not go forward	(58)
LuValle Food Servery below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized, and impact of closure for construction on Public Policy building	(11)
Cafe 451 below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized	(12)
Taco Bell below plan: expectation for rebound to 2019 traffic and sales levels have not materialized	(10)
Catering below plan: assumption of growth this year has not yet fully materialized	(87)
Concession above plan: strong seasons for Softball and Gymnastics and MBB team ending their season on a high note has resulted in increased attendance	48
Total Wages below plan	23
Other, positive controllables (\$8K) offset by negative gross margin variances	(3)
Total Contribution	(132)
Licensing & Services	
Gross Margin:	
Licensing Foreign below plan: lower sales in Europe	(128)
Licensing Domestic above plan: trading card deals and continued increases at Costco, Amazon and UCLA Store	214
Licensing Campus Sourcing below plan: fewer event/date specific items being purchased by internal campus departments	(12)
Marketing Ventures below plan: level of new business has not been achieved	(71)
Total Wages below plan	10
Other, negative controllables mostly Licensing	(18)
Total Contribution	(5)
UCLA Student Union	
Gross Margin:	
Event Services below plan: less events than planned	(16)
Student Union Ops. below plan mostly due to lower strategic funding opportunities	(115)
Total Wages below plan	9
Other, positive controllables	41
Total Contribution	(81)
Allocated Expenses and Other	
A&SS on plan	0
Facilities slightly above plan	(5)
Utilities below plan: mostly positive chiller water variance due to receipt of rebate from UCLA for past invoices that were in review	52
Depreciation below plan due to timing of capital expenditures	37
Non-recurrent higher than plan	65
Interest income higher than plan	24
Total	173
Actual Net Income/(Loss)	(13)

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

Financial Analysis	\$000's	
Budgeted Net Income/(Loss)		(489)
UCLA Store		
Gross Margin:		
Bearwear above plan: strong sales for Score Big promotions, USC football, men's and women's basketball, gymnastics and the holidays	398	
FastTrack below plan: less customer traffic and lower sales for Nike shoes	(56)	
Campus Portrait Studio below plan due to less traffic (sitting extended until May to compensate)	(58)	
Market above plan: strong launching of CalFresh/EBT program and the redemption of marketing coupons for Joe N Go coffee	92	
Essentials below plan due to a change in the materials and supplies students use, and some impact from the UAW strike	(79)	
E-Commerce below plan due to supply chain issues, timing for the fall catalog and shift from students shopping remotely in 2021 to in-store Bearwear sales	(209)	
New Text below plan due to the hybrid and remote nature of many Summer Session courses and a decline in traditional print textbook sales (shift to Inclusive Access titles)	(201)	
Used Text below plan: impact of remote learning and strong transition to Inclusive Access titles reduced sales of traditional print textbooks	(103)	
Bookzone above plan due to increase in department business and foot traffic	47	
Custom Shop below plan due to less bulk orders and marked out slow sellers	(82)	
Computer Store above plan: strong demand for Apple and PC laptops coupled with department orders and 2 large institutional iPad purchases	62	
HSS Dental above plan: timing for previously delayed orders and stronger trend as the campus resumed in-person learning	91	
Total Wages above plan	(76)	
Other, mostly negative controllables	(82)	
Total Contribution		(256)
UCLA Restaurants		
Gross Margin:		
Kerckhoff Coffeehouse below plan: summer traffic less than previous years, some summer classes virtual rather than in person, and closed buildings due to hot weather	(90)	
Northern Lights below plan: location did not reopen until last week of September once Fall classes began	(68)	
CSSC below plan: summer traffic less than previous years, some summer classes virtual rather than in person, lower sales rebound, and negative impact of UAW strike	(86)	
Café Synapse below plan: expectation for rebound of customers around this area has not been realized	(102)	
Scrub Jay Café below plan: new operation opened January 25	(394)	
South Café below plan: location will not go forward as planned	(389)	
LuValle Food Servery below plan: the rebound to 2019 traffic and sales levels have not materialized and the negative impact of the UAW strike	(178)	
Café 451 below plan as the assumption of rebound to 2019 traffic and sales levels have not materialized	(65)	
Jimmy's below plan as the assumption of rebound to 2019 traffic and sales has not occurred	(97)	
Cooperage below plan: summer traffic less than previous years, some summer classes virtual rather than in person, and closed buildings due to hot weather	(38)	
Taco Bell below plan: summer traffic less than previous years, some summer classes virtual rather than in person, and closed buildings due to hot weather	(109)	
Catering below plan: assumption of growth this year has not yet fully materialized, and Basic Needs Committee cancelled/postponed meals for food insecurity	(479)	
Concessions above plan: higher attendance related to MBB, Softball and Gymnastics	60	
Total Wages lower than plan (mostly student)	411	
Other, positive controllables (\$345K) offset by various negative gross margin variances	194	
Total Contribution		(1,430)
Licensing & Services		
Gross Margin:		
Licensing Domestic above plan: better than expected Nike income and fall shipments, and many retailers showing positive increases over prior year	626	
Licensing Foreign below plan: overall lower sales than expected and early receipts in prior months	(383)	
Licensing Campus Sourcing below plan due to less campus product requests	(64)	
Leased Ops above plan: mostly higher utilities	30	
Marketing Ventures below plan due to the delay in LED project and anticipated new business not yet achieved	(523)	
Total Wages below plan	65	
Other, positive controllables	97	
Total Contribution		(152)
UCLA Student Union		
Gross Margin:		
Event Services above plan due to an increase in Student Programming activities	47	
Student Union Ops. below plan mostly due to lower strategic funding opportunities	#####	
Total Wages below plan	91	
Other, positive controllables	92	
Total Contribution		(839)
Allocated Expenses and Other		
A&SS below plan in various accounts	72	
Facilities above plan: higher wages, benefits and various other controllables including unrealized budgeted cost sharing with UCLA	(43)	
Utilities below plan: UCLA rebate for prior chiller water costs and lower consumption, slightly offset by budgeted cost sharing with UCLA	61	
Depreciation lower than plan due to timing of capitals	214	
Non-recurrent higher than plan	150	
Interest Income higher than plan	176	
Total		630
Actual Net Income/(Loss)		(2,536)

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

	Current Month February 2023	Prior Month January 2023	Prior Year July 2022
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	15,084	17,862	22,810
Accounts receivable	7,829	8,326	6,727
Less: Allowance for doubtful accounts	(456)	(454)	(425)
Accounts receivable, net	7,373	7,872	6,302
Student fees receivable	0	0	258
Inventories	8,707	8,548	7,220
Prepaid expenses and other current assets	1,030	996	872
Total current assets	32,193	35,278	37,462
LONG TERM ASSETS			
Property, equipment and improvements	76,165	76,138	75,569
Less: Accumulated depreciation	(58,890)	(58,725)	(57,740)
Total long term assets	17,275	17,412	17,828
TOTAL ASSETS	49,468	52,690	\$55,290
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	8,162	8,237	\$9,394
Wages and payroll taxes payable	34,333	36,817	36,776
Sales tax payable & other liabilities	965	1,244	1,191
Interest payable	46	32	37
Deferred income	2,539	2,939	2,105
Funds held for others	443	426	268
Current portion of long term debt	1,040	1,040	1,040
Total current liabilities	47,527	50,734	50,811
LONG TERM DEBT:			
AU expansion loan	3,206	3,206	3,206
Total long term debt	3,206	3,206	3,206
TOTAL LIABILITIES	50,733	53,941	54,017
RETAINED EARNINGS:			
Beginning Balance	1,272	1,272	4,337
Year-to-date net income/(loss)	(2,536)	(2,522)	(3,064)
Ending Balance	(1,264)	(1,250)	1,273
TOTAL LIABILITIES AND RETAINED EARNINGS	49,468	52,690	55,290

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

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) (13)
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:
 Depreciation 165
 (Increase)/decrease in current assets:
 Accounts receivable 499
 Student fees receivable 0
 Inventories (159)
 Prepaid expenses and other current assets (34)
 Increase/(decrease) in current liabilities:
 Accounts payable (75)
 Sales tax payable & other liabilities (279)
 Wages and payroll taxes payable (2,486)
 Interest payable 14
 Deferred Income (400)
 Funds held for others 17

 Net cash provided/(used) by operating activities **(2,751)**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (27)

 Net cash used in investing activities **(27)**

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

Net cash provided/(used) by financing activities **0**

NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS (2,778)

CASH AND CASH EQUIVALENTS, Beginning 17,862

CASH AND CASH EQUIVALENTS, Ending 15,084

	Current Month	Year to Date	Prior Year to Date
Net income/(loss)	(13)	(2,536)	(3,426)
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation	165	1,201	1,192
<u>(Increase)/decrease in current assets:</u>			
Accounts receivable	499	(1,072)	(3,960)
Student fees receivable	0	258	0
Inventories	(159)	(1,486)	(1,608)
Prepaid expenses and other current assets	(34)	(158)	(251)
<u>Increase/(decrease) in current liabilities:</u>			
Accounts payable	(75)	(1,100)	219
Sales tax payable & other liabilities	(279)	(225)	72
Wages and payroll taxes payable	(2,486)	(2,443)	4,693
Interest payable	14	9	13
Deferred Income	(400)	434	1,104
Funds held for others	17	175	(5)
Net cash provided/(used) by operating activities	(2,751)	(6,943)	(1,958)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(27)	(783)	(582)
Net cash used in investing activities	(27)	(783)	(582)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Net cash provided/(used) by financing activities	0	0	(0)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(2,778)	(7,726)	(2,540)
CASH AND CASH EQUIVALENTS, Beginning	17,862	22,810	28,519
CASH AND CASH EQUIVALENTS, Ending	15,084	15,084	25,980

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

	Current Month February 2023	Prior Month January 2023
CASH AND CASH EQUIVALENTS	15,084	17,862
BOARD REQUIRED CASH RESERVE	<u>7,738</u>	<u>7,920</u>
RESERVE SURPLUS (DEFICIT)	<u><u>7,346</u></u>	<u><u>9,942</u></u>

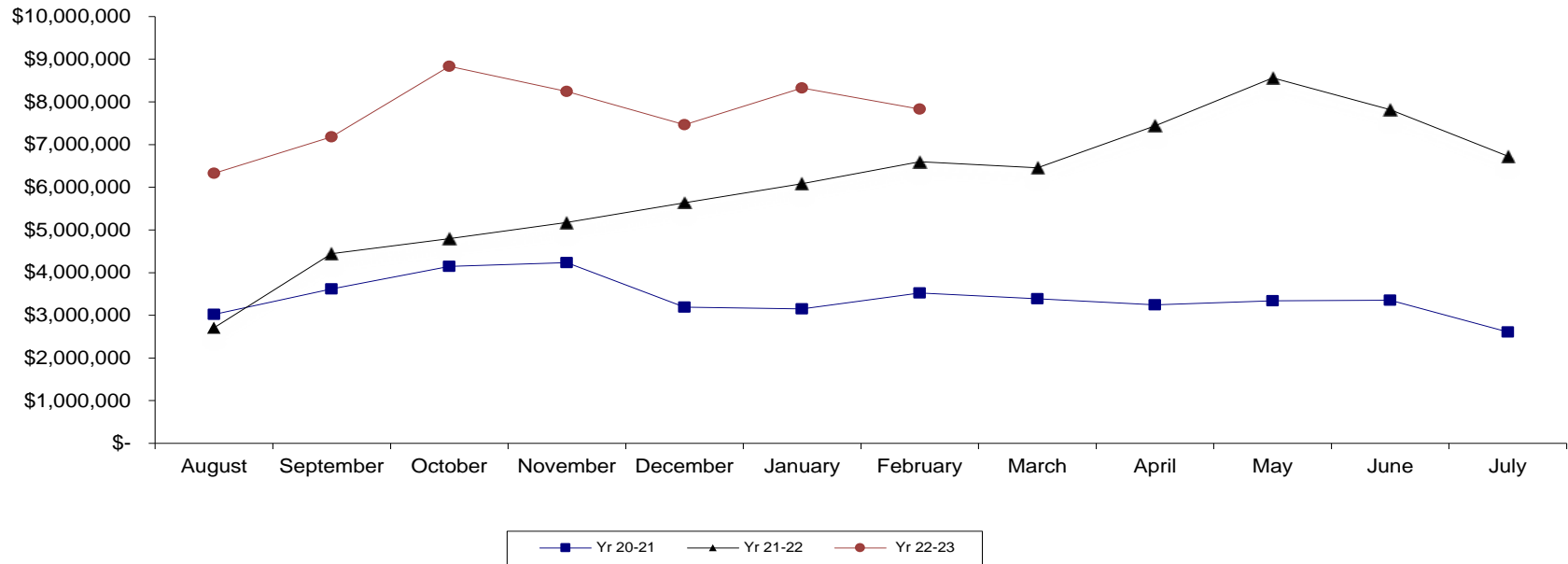
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures - FY2021-22 Projects (\$000's)
FY 2022-2023 February 2023

PROJECT NAME	BUDGET	PROJECTED						Status
		Pavments	PO's	Total	Remaining Balance	Pending	Over (Under)	
Store/Services								
2022-001 Store General Replacement	100.0	32.2	1.7	33.9	66.1		(66.1)	In Progress
2022-002 MKT Refrigerators/Freezers	20.0	32.9	0.0	32.9	(12.9)		12.9	Completed
2022-003 Copier/Printers	15.0	0.0	0.0	0.0		15.0	0.0	Pending
Total Store/Services	135.0	65.1	1.7	66.7	68.3	15.0	(53.3)	
Food Service								
2022-004 FS Miscellaneous and Unanticipated	50.0	23.9	2.4	26.3	23.7		(23.7)	In Progress
2022-005 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2022-006 Event Services Equipment	20.0	0.0	6.5	6.5	13.5		(13.5)	In Progress
2022-007 Dining Room Upgrades	100.0	0.0	0.0	0.0	100.0		(100.0)	Canceled
2022-008 Replacement Kitchen Cooking Equipment	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
2022-009 Division-wide Loyalty Program	145.0	0.0	0.0	0.0	145.0	145.0	0.0	Pending
2022-010 Smoothie Robot Equipment	140.0	0.0	0.0	0.0	140.0	140.0	0.0	Pending
2022-055 Double Tank Deep Fryer	0.0	0.0	24.7	24.7	2.3		24.7	Pending
Total Food Services	505.0	23.9	33.6	57.5	474.5	335.0	(172.5)	
Technology								
2022-011 Network Infrastructure Upgrade	120.0	0.0	0.0	0.0	120.0		(120.0)	Canceled
2022-012 Printer Replacement	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2022-013 Misc hardware/Software (Marketing/Info Photo)	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2022-014 PC Replacement (9 to 13 years old)	150.0	4.7	99.0	103.7	46.3		(46.3)	In Progress
2022-015 Internal and External router upgrade	50.0	0.0	0.0	0.0	50.0		(50.0)	Canceled
2022-016 Informal Photography - Camera, lens, light	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2022-017 Canon Copier Replacement	12.0	0.0	0.0	0.0	12.0	12.0	0.0	Pending
2022-018 Video Equipment	6.0	0.0	0.0	0.0	6.0	6.0	0.0	Pending
2022-038 Lightbox/Viewpoint Lounge	0.0	9.0	0.5	9.5	2.5		9.5	Completed - Awaiting Invoice
2022-054 Network Audit and Overhaul Phase I / II	0.0	0.0	146.8	146.8	153.2		146.8	In Progress
Total Technology	368.0	13.7	246.3	260.0	420.0	48.0	146.8	
Trademarks & Licensing								
2022-019 Miscellaneous and Unanticipated	50.0	0.0	0.0	0.0	50.0		(50.0)	Canceled
Total Trademarks & Licensing	50.0	0.0	0.0	0.0	50.0	0.0	(50.0)	
Others								
2022-020 Fac Misc and Remodels	75.0	9.4	1.0	10.4	64.6		(64.6)	In Progress
2022-021 Replace HVAC Motors	40.0	0.0	0.0	0.0	40.0	40.0	0.0	Pending
2022-022 Custodial Replacements	15.0	0.0	14.4	14.4	0.6		(0.6)	In Progress
2022-023 AU Freight Elevator Doors (A-Level and 3rd Floor)	225.0	0.0	0.0	0.0	225.0	225.0	0.0	Pending
2022-024 Office Space Remodeling - Phase II	250.0	0.0	0.0	0.0	250.0	250.0	0.0	Pending
2022-025 CSSC Roof Waterproofing	30.0	0.0	0.0	0.0	30.0		(30.0)	Canceled
2022-026 AU Retrofit Lighting and Occupancy Sensors	50.0	0.0	0.0	0.0	50.0		(50.0)	Canceled
2022-027 EDO Suite and Staircase Flooring	40.0	0.0	0.0	0.0	40.0		(40.0)	Canceled
2022-028 SUO General Replacement	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending
2022-029 Meeting Room /venue Upgrades	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2022-030 SUO General AV Upgrades	40.0	0.0	0.0	0.0	40.0	40.0	0.0	Pending
2022-031 SU Occupancy Counter System	30.0	0.0	0.0	0.0	30.0		(30.0)	Canceled
2022-032 Viewpoint Conf Rm Overhaul	175.0	0.0	0.0	0.0	175.0		(175.0)	Canceled
2022-033 EMS Capabilities Upgrade	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending
2022-034 Meeting Room Flooring	40.0	0.0	0.0	0.0	40.0		(40.0)	Canceled
2022-035 Finance Misc. Replacements	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2022-036 Replace Cameras	40.0	22.6	15.5	38.0	2.0		(2.0)	In Progress
2022-037 HR Furniture Replacement	15.0	0.0	2.6	2.6	12.4		(12.4)	In Progress
2022-039 Untitled Space Remodel	0.0	10.7	1.0	11.7	0.3		11.7	In Progress
2022-040 CSSC Condensate Tank Replacement	0.0	0.0	37.1	37.1	0.9		37.1	In Progress
2022-041 Ackerman Union Passenger Elevators*	0.0	0.0	0.0	0.0	660.0		0.0	Pending
2022-042 Kerckhoff Hall Passenger Elevators*	0.0	0.0	0.0	0.0	200.0		0.0	Pending
2022-043 Ackerman Union Chilled Water Coil Replacemer	0.0	0.0	0.0	0.0	300.0		0.0	Pending
2022-044 Kerckhoff Hall Patio Waterproofing*	0.0	0.0	0.0	0.0	700.0		0.0	Pending
2022-045 Ackerman Union A-level M&W*	0.0	0.0	0.0	0.0	150.0		0.0	Pending
2022-046 Ackerman Union 3rd Floor M&W*	0.0	0.0	0.0	0.0	800.0		0.0	Pending
2022-047 Kerckhoff Hall 1st Floor M&W*	0.0	0.0	0.0	0.0	250.0		0.0	Pending
2022-048 Kerckhoff Hall 2nd Floor M*	0.0	0.0	0.0	0.0	150.0		0.0	Pending
2022-049 Kerckhoff Hall 2nd Floor W*	0.0	0.0	0.0	0.0	100.0		0.0	Pending
2022-050 Kerckhoff Hall 3rd Floor M&W*	0.0	0.0	0.0	0.0	200.0		0.0	Pending
2022-051 Kerckhoff Hall 4th Floor All-Gender*	0.0	0.0	0.0	0.0	300.0		0.0	Pending
2022-052 Lu Valle Commons M&W*	0.0	0.0	0.0	0.0	300.0		0.0	Pending
2022-053 KH Staircase Runner	0.0	6.3	0.0	6.3	0.0		6.3	Completed
Total Others	1,225.0	48.9	71.5	120.5	5,270.8	715.0	(389.5)	
Total Year Projects	2,283.0	151.6	353.0	504.6	6,283.7	1,113.0	(458.6)	

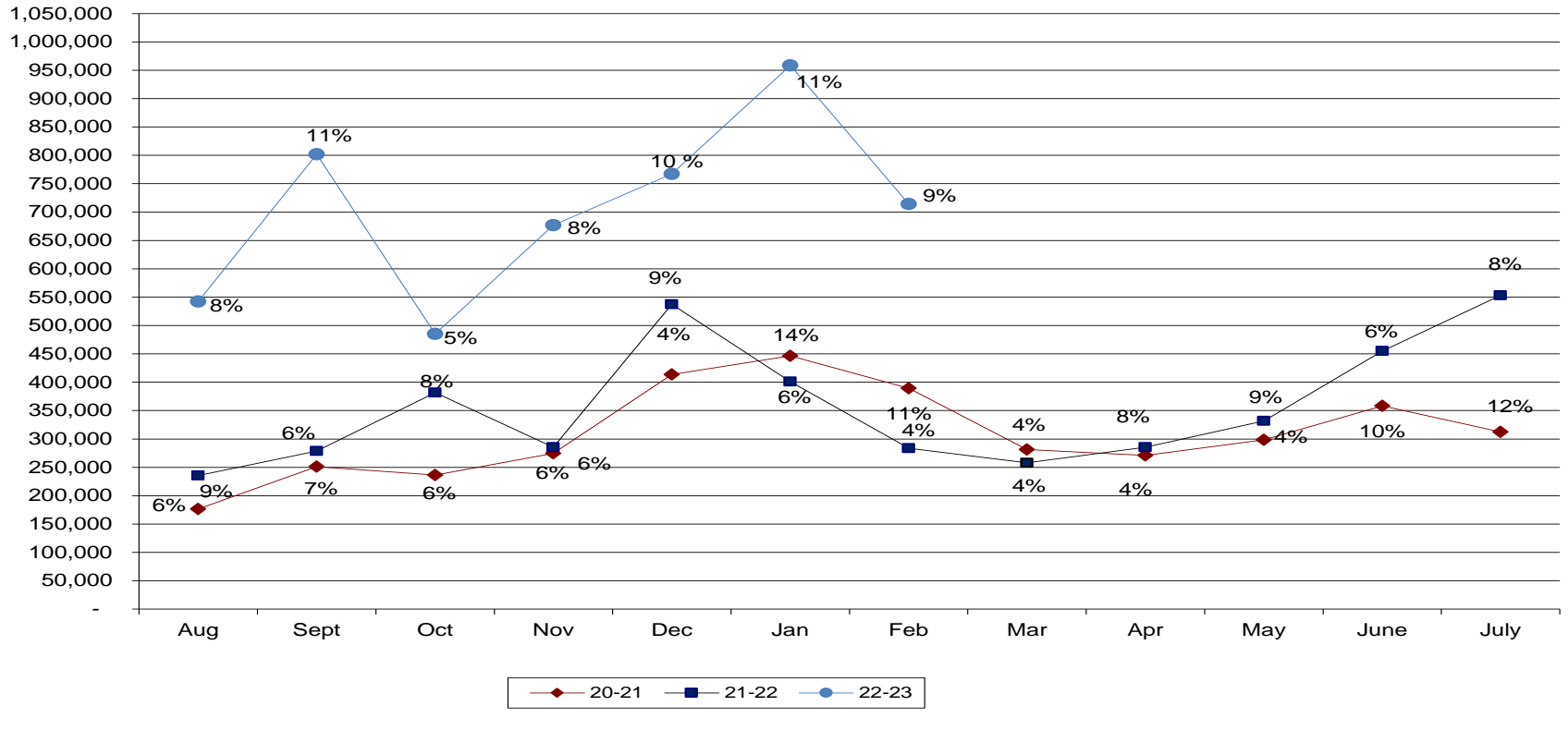
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

02/25/23	Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,819,268	29%	\$257,504	30%	\$92,556	73%	\$93,424	57%	\$47,180	22%	\$94,364	45%	\$2,404,296	31%
ASUCLA PUBLICATIONS		\$94,716	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$94,716	1%
ASUCLA USA/GSA		\$202,486	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$202,486	3%
DUE FROM VENDORS		\$150,386	2%	\$65,814	8%	\$21,461	16%	\$59,130	36%	\$170,142	80%	\$113,428	54%	\$580,361	7%
DENTAL KITS		\$338,190	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$338,190	4%
OTHER		3,643,970	59%	\$542,408	62%	\$13,673	11%	\$11,991	7%	(\$5,325)	-2%	\$2,203	1%	\$4,208,920	54%
TOTAL CURRENT MONTH		\$6,249,016	100%	\$865,726	100%	\$127,690	100%	\$164,545	100%	\$211,997	100%	\$209,995	100%	\$7,828,969	100%
		80%		11%		1%		2%		3%		3%		100%	
01/28/23	Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$889,392	15%	\$1,316,811	92%	\$273,705	81%	\$78,421	52%	\$136,236	47%	\$65,758	38%	\$2,760,324	33%
ASUCLA PUBLICATIONS		\$63,354	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$63,354	1%
ASUCLA USA/GSA		\$124,935	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$124,935	2%
DUE FROM VENDORS		\$59,920	1%	\$72,392	5%	\$11,892	2%	\$69,881	46%	\$153,399	53%	\$102,266	60%	\$469,750	6%
DENTAL KITS		\$431,092	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$431,092	5%
OTHER		\$4,372,823	74%	\$37,043	3%	\$58,555	17%	\$3,868	3%	\$1,327	0%	\$3,390	2%	\$4,477,005	54%
TOTAL CURRENT MONTH		\$5,941,516	100%	\$1,426,247	100%	\$344,152	100%	\$152,170	100%	\$290,961	100%	\$171,414	100%	\$8,326,460	100%
		72%		17%		4%		2%		3%		2%		100%	
12/31/22	Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,358,257	24%	\$1,003,828	89%	\$103,696	70%	\$146,903	72%	\$30,055	14%	\$60,886	33%	\$2,703,624	36%
ASUCLA PUBLICATIONS		\$174,090	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$174,090	2%
ASUCLA USA/GSA		\$251,916	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$251,916	3%
DUE FROM VENDORS		\$103,863	2%	\$94,336	8%	(\$9,598)	-7%	\$66,095	32%	\$178,850	85%	\$119,233	65%	\$552,779	7%
DENTAL KITS		\$586,432	10%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$586,432	8%
OTHER		\$3,111,888	56%	\$31,315	3%	\$55,317	37%	(\$7,614)	-4%	\$1,491	1%	\$4,346	2%	\$3,196,743	44%
TOTAL CURRENT MONTH		\$5,586,445	100%	\$1,129,480	100%	\$149,415	100%	\$205,384	100%	\$210,395	100%	\$184,465	100%	\$7,465,584	100%
		75%		15%		2%		3%		3%		2%		100%	

Total Accounts Receivable Balances 12 Month History Aug 21 to Feb 23



Percentages represent delinquency to outstandings



**UCLA STORE
INCOME STATEMENT**

FEB. 07(01/29/23-02/25/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22	
CURRENT MONTH			YTD 7 MO(07/31/22-02/25/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
880,161	888,480	<8,319>	9,239,585	10,133,845	<894,260>	1,270,508	8,863,561
1,307,502	1,123,301	184,201	9,574,338	8,779,301	795,037	874,877	7,495,945
194,154	98,097	96,057	949,422	761,933	187,489	122,884	636,916
119,991	137,975	<17,984>	1,015,095	1,162,194	<147,099>	67,736	868,955
52,864	90,000	<37,136>	926,622	1,200,000	<273,378>	51,162	867,357
249,498	221,330	28,168	3,637,337	3,009,230	628,107	89,154	2,242,823
0	0	0	<1>	0	<1>	50	619
2,804,171	2,559,183	244,988	25,342,398	25,046,503	295,895	2,476,371	20,976,177
1,842,014	1,669,868	<172,146>	17,606,671	17,281,085	<325,586>	1,818,121	14,639,722
1,919	1,820	<99>	20,412	20,680	268	2,731	19,007
8,460	6,610	<1,850>	60,415	52,180	<8,235>	5,556	42,886
2,303	560	<1,743>	11,256	4,380	<6,876>	1,487	5,281
1,148	700	<448>	6,060	6,220	160	563	4,336
1,069	1,010	<59>	7,742	11,870	4,128	547	12,716
14,900	10,700	<4,200>	105,885	95,330	<10,555>	10,884	84,225
1,856,914	1,680,568	<176,346>	17,712,556	17,376,415	<336,141>	1,829,005	14,723,947
65.7	65.3	<0.4>	69.5	69.0	<0.5>	73.4	69.8
947,257	878,615	68,642	7,629,841	7,670,088	<40,247>	647,366	6,252,229
34.3	34.8	<0.5>	30.5	31.0	<0.5>	26.6	30.2
0.5	0.4	<0.1>	0.4	0.4	<0.0>	0.4	0.4
33.8	34.3	<0.6>	30.1	30.6	<0.5>	26.1	29.8
11.1	14.1	<2.9>	12.2	13.9	<1.7>	8.6	13.1
48.4	48.8	<0.4>	48.1	49.4	<1.3>	47.7	50.0
39.7	41.3	<1.7>	39.9	41.3	<1.4>	38.3	38.7
41.6	42.3	<0.7>	33.5	33.1	0.4	31.8	28.1
46.5	50.5	<4.0>	46.5	49.9	<3.4>	44.3	50.2
26.0	27.6	<1.6>	20.6	21.0	<0.4>	33.1	18.7
0.0	0.0	0.0	<1,061.7>	0.0	<1,061.7>	101.7	101.1
60,521	55,327	5,194	974,773	1,014,169	<39,396>	56,026	763,882
1,007,778	933,942	73,836	8,604,614	8,684,257	<79,643>	703,392	7,016,111
292,874	284,607	<8,267>	1,933,295	1,993,787	60,492	266,948	1,877,328
9,031	0	<9,031>	63,644	0	<63,644>	0	0
234,949	217,172	<17,777>	1,646,430	1,573,978	<72,452>	184,367	1,234,716
536,854	501,779	<35,075>	3,643,369	3,567,765	<75,604>	451,315	3,112,044
19.6	19.6	0.5	14.4	14.2	<0.1>	18.2	14.8
148,797	138,095	<10,702>	899,299	968,452	69,153	138,704	897,582
5,923	3,123	<2,800>	85,712	52,324	<33,388>	4,089	76,327
7,576	8,163	587	54,854	56,907	2,053	7,569	56,785
20	33	13	111	171	60	45	131
14,412	13,400	<1,012>	25,994	24,200	<1,794>	2,652	7,796
299	600	301	2,093	4,550	2,457	299	2,093
4,769	3,750	<1,019>	26,883	31,150	4,267	2,261	27,842
12,855	15,084	2,229	169,959	176,413	6,454	15,350	157,550
4,942	700	<4,242>	9,058	4,900	<4,158>	1,060	4,912
0	0	0	<21>	0	21	12	29
13,054	10,460	<2,594>	147,050	155,106	8,056	11,687	122,054
<48,025>	<50,700>	<2,675>	<55,344>	<60,450>	<5,106>	<36,097>	<38,816>
2,788	0	<2,788>	188,793	195,000	6,207	1,205	183,735
4,231	1,503	<2,728>	19,642	17,450	<2,192>	1,673	18,092
57,696	36,768	<20,928>	462,980	383,685	<79,295>	40,454	400,752
<394>	0	394	3,782	0	<3,782>	<2,174>	13,704
3,122	0	<3,122>	17,013	0	<17,013>	2,434	13,622
0	20	20	11,427	140	<11,287>	84	21,499
404	0	<404>	1,822	1,500	<322>	211	1,417
0	0	0	662	300	<362>	354	1,541
7,578	7,450	<128>	57,027	65,650	8,623	13,093	78,950
0	0	0	41,311	0	<41,311>	0	16,370
894	0	<894>	4,702	5,500	798	192	8,796
100	100	0	104,810	103,500	<1,310>	158	60,006
303	0	<303>	2,781	0	<2,781>	0	13,276
0	<1>	<1>	0	4	4	0	<3>
1,063	0	<1,063>	91,663	87,000	<4,663>	2,437	70,271
242,408	188,548	<53,860>	2,374,062	2,273,452	<100,610>	207,752	2,216,314
779,262	690,327	<88,935>	6,017,431	5,841,217	<176,214>	659,067	5,328,358
228,516	243,615	<15,099>	2,587,183	2,843,040	<255,857>	44,324	1,687,753
45,656	40,840	<4,816>	343,906	307,296	<36,610>	35,269	312,229
141,979	126,527	<15,452>	1,237,548	1,132,814	<104,734>	124,202	1,124,439
93,285	80,910	<12,375>	751,926	701,034	<50,892>	79,061	709,773
48,753	45,270	<3,483>	394,779	397,601	2,822	49,168	390,363
87,748	85,243	<2,505>	861,058	741,382	<119,676>	70,930	722,727
92,732	92,438	<294>	684,959	677,554	<7,405>	88,438	651,846
3,256	20,030	16,774	128,856	148,216	19,360	11,293	108,515
48,503	54,877	6,374	344,906	384,141	39,235	48,473	365,136
561,911	546,135	<15,776>	4,747,937	4,490,038	<257,899>	506,833	4,385,028
<333,395>	<302,520>	<30,875>	<2,160,754>	<1,646,998>	<513,756>	<462,509>	<2,697,275>

LICENSING & SERVICES
INCOME STATEMENT

FEB. 07(01/29/23-02/25/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22	
CURRENT MONTH			YTD 7 MO(07/31/22-02/25/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
8,320	8,600	<280>	54,750	55,700	<950>	8,805	50,401
0	5,000	<5,000>	0	35,000	<35,000>	700	9,225
8,320	13,600	<5,280>	54,750	90,700	<35,950>	9,505	59,626
0	564	564	666	3,741	3,075	0	80
8,320	13,036	<4,716>	54,084	86,959	<32,875>	9,505	59,546
100.0	95.9	4.2	98.8	95.9	2.9	100.0	99.9
100.0	96.4	3.7	99.0	96.4	2.5	100.0	99.8
0.0	95.0	<95.0>	0.0	95.0	<95.0>	100.0	100.0
661,547	588,230	73,317	2,878,968	2,700,148	178,820	700,944	2,919,892
126,015	127,734	<1,719>	902,918	873,380	29,538	116,856	815,967
18,819	18,819	<0>	131,732	131,733	<1>	18,409	128,864
17,945	84,000	<66,055>	98,036	588,000	<489,964>	10,000	33,640
824,326	818,783	5,543	4,011,654	4,293,261	<281,607>	846,209	3,898,363
832,646	831,819	827	4,065,738	4,380,220	<314,482>	855,714	3,957,909
39,706	47,491	7,785	279,925	332,434	52,509	45,665	303,320
0	1,833	1,833	0	12,831	12,831	0	0
39,706	49,324	9,618	279,925	345,265	65,340	45,665	303,320
477.2	362.7	<114.6>	511.3	380.7	<130.6>	480.4	508.7
16,994	22,346	5,352	126,707	156,475	29,768	24,227	142,115
67	375	308	960	2,625	1,665	68	672
392	495	103	3,036	3,465	429	461	3,255
0	90	90	398	690	292	0	28
0	8,334	8,334	5,962	58,330	52,368	961	10,711
0	2,500	2,500	0	2,500	2,500	0	0
0	750	750	527	5,250	4,723	0	287
1,334	4,267	2,933	13,175	29,865	16,690	1,333	19,799
0	7,526	7,526	1,188	112,682	111,495	0	87,880
2,876	6,459	3,583	10,906	49,705	38,799	6,766	17,347
0	500	500	0	1,000	1,000	0	0
0	0	0	3,933	20,000	16,067	0	22,590
2,917	5,575	2,658	35,699	39,025	3,326	3,200	27,983
0	1,750	1,750	185	12,250	12,065	0	5,250
5,025	5,133	108	18,793	35,931	17,138	1,168	35,348
97,980	169,145	71,165	242,706	412,590	169,884	160,491	430,845
34,337	14,190	<20,147>	214,313	154,181	<60,132>	17,364	147,370
135,703	32,647	<103,056>	803,091	482,837	<320,254>	61,143	527,072
297,625	282,082	<15,543>	1,481,579	1,579,401	97,822	277,182	1,478,554
337,331	331,406	<5,925>	1,761,504	1,924,666	163,162	322,847	1,781,874
495,315	500,413	<5,098>	2,304,235	2,455,554	<151,319>	532,867	2,176,035
3,377	4,015	638	26,517	30,338	3,821	3,569	30,429
38,503	37,804	<699>	192,379	189,681	<2,698>	40,353	215,183
27,114	25,759	<1,355>	124,742	123,181	<1,561>	26,717	140,183
14,170	14,413	243	66,195	70,816	4,621	16,616	79,059
25,505	27,139	1,634	141,169	131,791	<9,378>	23,970	138,856
41,452	41,335	<117>	306,181	302,981	<3,200>	39,532	291,379
1,456	8,956	7,500	57,599	66,268	8,669	5,048	48,507
1,469	2,575	1,106	10,404	18,029	7,625	1,165	16,401
153,045	161,996	8,951	925,185	933,085	7,900	156,970	959,998
342,270	338,417	3,853	1,379,049	1,522,469	<143,420>	375,897	1,216,037

**UCLA STUDENT UNION
INCOME STATEMENT**

FEB. 07(01/29/23-02/25/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22	
CURRENT MONTH			YTD 7 MO(07/31/22-02/25/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
20,814	29,837	<9,023>	322,030	342,511	<20,481>	114,894	242,050
16,034	23,567	<7,533>	89,092	144,083	<54,991>	11,675	53,592
36,848	53,404	<16,556>	411,122	486,594	<75,472>	126,570	295,641
15,516	23,048	7,532	87,376	140,913	53,537	11,492	51,425
4,019	8,039	4,020	80,099	89,040	8,941	24,731	52,494
19,535	31,087	11,552	167,475	229,953	62,478	36,223	103,920
53.0	58.2	5.2	40.7	47.3	6.5	28.6	35.2
17,313	22,317	<5,004>	243,647	256,641	<12,994>	90,347	191,722
47.0	41.8	5.2	59.3	52.7	6.5	71.4	64.9
80.7	73.1	7.6	75.1	74.0	1.1	78.5	78.3
3.2	2.2	1.0	1.9	2.2	<0.3>	1.6	4.0
11,433	125,000	<113,567>	43,433	1,120,000	<1,076,567>	100,000	533,332
0	0	0	35,000	17,000	18,000	8,750	17,500
885	1,075	<190>	9,653	5,350	4,303	580	5,205
35,961	46,422	<10,461>	179,684	125,939	53,745	18,399	67,731
3,041	4,286	<1,245>	16,852	26,326	<9,474>	2,225	12,047
51,319	176,783	<125,464>	284,621	1,294,615	<1,009,994>	129,954	635,816
68,632	199,100	<130,468>	528,268	1,551,256	<1,022,988>	220,301	827,538
31,644	49,615	17,971	230,457	347,305	116,848	28,158	184,150
8,400	0	<8,400>	30,975	0	<30,975>	0	0
25,154	24,350	<804>	154,703	160,051	5,348	19,533	120,106
65,198	73,965	8,767	416,135	507,356	91,221	47,691	304,257
176.9	138.5	<38.4>	101.2	104.3	3.1	37.7	102.9
79.8	52.9	<27.0>	35.6	31.9	<3.7>	9.6	32.1
16,982	23,837	6,855	111,686	166,932	55,246	15,495	91,280
1,654	618	<1,036>	11,025	7,884	<3,141>	<990>	4,935
2,084	3,154	1,070	17,013	22,225	5,212	2,013	14,995
752	2,200	1,448	2,452	6,775	4,323	3,595	5,246
0	0	0	0	3,986	3,986	0	0
250	250	0	250	714	464	0	0
0	850	850	7,286	6,200	<1,086>	0	2,485
2,074	5,439	3,365	54,113	50,290	<3,823>	8,362	41,511
18,642	39,873	21,231	103,800	102,921	<879>	15,928	46,694
0	100	100	703	300	<403>	100	300
0	0	0	1,200	2,259	1,059	0	0
0	1,640	1,640	1,298	4,819	3,521	1,000	3,569
0	0	0	0	0	0	<175>	0
181	180	<1>	1,246	1,260	14	195	986
2,184	3,740	1,556	20,249	31,793	11,544	2,308	19,999
547	665	118	3,367	3,999	632	434	2,286
<40>	50	90	<106>	350	456	<90>	<178>
0	0	0	0	3,060	3,060	3,060	3,060
0	0	0	0	750	750	7,004	28,256
11,563	11,563	0	80,939	80,941	2	7,709	53,963
11,433	15,144	3,711	52,012	63,344	11,332	4,794	31,737
68,306	109,303	40,997	468,531	560,802	92,271	70,742	351,125
133,504	183,268	49,764	884,666	1,068,158	183,492	118,433	655,382
<64,872>	15,832	<80,704>	<356,398>	483,098	<839,496>	101,868	172,156
5,545	6,020	475	39,538	44,515	4,977	3,727	30,293
4,077	10,454	6,377	32,438	76,917	44,479	12,097	45,885
2,871	7,123	4,252	20,925	50,600	29,675	8,009	30,086
1,500	3,986	2,486	11,054	28,441	17,387	4,981	16,728
2,701	7,505	4,804	23,762	53,356	29,594	7,186	32,928
50,627	50,465	<162>	373,953	369,904	<4,049>	48,283	355,875
1,778	10,935	9,157	70,349	80,913	10,564	6,165	59,244
18,652	25,760	7,108	146,887	180,322	33,435	20,324	152,590
87,750	122,248	34,498	718,905	884,968	166,063	110,772	723,628
<152,622>	<106,416>	<46,206>	<1,075,303>	<401,870>	<673,433>	<8,904>	<551,472>

FACILITIES
EXPENSE STATEMENT

FEB. 07(01/29/23-02/25/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22	
CURRENT MONTH			YTD 7 MO(07/31/22-02/25/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
151,726	148,875	<2,851>	1,174,853	1,101,050	<73,803>	143,501	1,030,645
48	15,117	15,069	5,806	108,718	102,912	2,552	19,452
696	1,332	636	3,228	9,990	6,762	807	4,155
<130>	<760>	<630>	<11,691>	<5,440>	6,251	<5,146>	<13,400>
<9,547>	<12,427>	<2,880>	<74,610>	<86,989>	<12,379>	<18,862>	<65,740>
<237>	<4,000>	<3,763>	<2,903>	<28,000>	<25,097>	0	<25,203>
142,556	148,137	5,581	1,094,683	1,099,329	4,646	122,853	949,909
90,146	89,956	<190>	674,611	666,235	<8,376>	88,097	586,436
139	480	341	3,341	2,040	<1,301>	266	1,441
772	1,035	263	6,110	7,245	1,135	844	7,066
0	0	0	4,216	4,500	284	0	0
0	250	250	0	750	750	0	12,000
7,404	5,200	<2,204>	49,791	36,400	<13,391>	5,902	29,633
20.1	9.7	<10.4>	12.1	7.5	<4.6>	4.7	10.0
2,990	3,420	430	22,495	23,940	1,445	2,423	20,714
1,805	1,715	<90>	11,387	12,230	843	2,454	13,401
405	365	<40>	3,380	5,080	1,700	302	2,629
28,113	27,550	<563>	173,046	205,950	32,904	26,957	238,256
3,636	4,650	1,014	33,401	35,550	2,149	8,292	35,505
0	0	0	1,608	800	<808>	0	561
108	3,600	3,492	4,207	10,200	5,993	183	1,369
2,790	500	<2,290>	<173>	3,500	3,673	800	<9,794>
5,743	2,600	<3,143>	32,273	32,150	<123>	<1,025>	21,791
11,048	11,405	357	59,333	74,145	14,812	9,206	59,168
3,213	3,909	696	16,607	27,363	10,756	3,161	18,963
3,719	775	<2,944>	14,166	5,425	<8,741>	411	5,773
0	1,500	1,500	0	5,600	5,600	87	2,114
<24,455>	<32,240>	<7,785>	<133,566>	<237,134>	<103,568>	0	0
137,577	126,670	<10,907>	976,234	921,969	<54,265>	148,361	1,047,027
280,132	274,807	<5,325>	2,070,917	2,021,298	<49,619>	271,213	1,996,936
28,706	32,112	3,406	205,703	224,782	19,079	24,145	175,532
28,706	32,112	3,406	205,703	224,782	19,079	24,145	175,532
308,838	306,919	<1,919>	2,276,620	2,246,080	<30,540>	295,358	2,172,468
<265,367>	<264,541>	826	<1,960,126>	<1,939,049>	21,077	<253,081>	<1,865,369>
<8,585>	<8,585>	0	<60,095>	<60,095>	0	<8,764>	<61,348>
<3,322>	<3,322>	0	<23,254>	<23,254>	0	<3,411>	<23,877>
<9,442>	<8,497>	945	<69,746>	<62,587>	7,159	<9,005>	<66,374>
<22,121>	<21,974>	147	<163,399>	<161,095>	2,304	<21,097>	<155,500>
<308,838>	<306,919>	1,919	<2,276,620>	<2,246,080>	30,540	<295,358>	<2,172,468>
0	0	0	0	0	0	<0>	0

UTILITIES
EXPENSE STATEMENT

FEB. 07(01/29/23-02/25/23)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
<41,760>	4,344	46,104	Chiller Water
34,728	46,433	11,705	Elec-Non Air Cond.
7,009	10,178	3,169	Water-Non Air Cond.
6,603	8,691	2,088	Steam-Non Air Cond.
15,798	5,203	<10,595>	Gas
0	0	0	Energy Management
<9,101>	<7,859>	1,242	UCLA Cost Sharing
13,277	66,990	53,713	TOTAL OTHER CONTROL.
13,277	66,990	53,713	TOTAL CONTROLLABLE EXP
<9,318>	<57,322>	<48,004>	Allocated-Svs and Ent
<2,055>	<2,055>	0	Allocated-USAC
<795>	<795>	0	Allocated-GSA
<332>	<2,040>	<1,708>	Allocated-Comm Board
<777>	<4,778>	<4,001>	Allocated-A & SS
<13,277>	<66,990>	<53,713>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 22-23			FISCAL YEAR 21-22	
YTD 7 MO(07/31/22-02/25/23)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
73,712	99,560	25,848	2,415	49,380
279,819	335,230	55,411	29,212	247,783
44,990	62,112	17,122	1,098	35,725
25,886	38,869	12,983	5,948	23,459
41,668	29,297	<12,371>	388	11,431
<1,804>	<12,500>	<10,696>	0	0
<31,718>	<58,020>	<26,302>	0	0
432,553	494,548	61,995	39,061	367,778
432,553	494,548	61,995	39,061	367,778
<368,743>	<424,150>	<55,407>	<32,316>	<310,535>
<14,385>	<14,385>	0	<2,088>	<14,616>
<5,565>	<5,565>	0	<813>	<5,691>
<13,121>	<15,095>	<1,974>	<1,150>	<11,050>
<30,739>	<35,353>	<4,614>	<2,694>	<25,887>
<432,553>	<494,548>	<61,995>	<39,061>	<367,778>
0	0	<0>	<0>	<0>