ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

February (01/28/24 - 02/24/24)

Prepared

March 13, 2024

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		2-23	FY 2			4/24)		RUARY (01/2	FEBR		
					NCE	VARIA		CURREN	BUD		ACT
			LASTIL	ACT	ACT/L		ACT/	GET	600	UAL	ACT
4		%	\$	%	\$	%	\$	%	\$	%	\$
	GROSS INCOME										
28	UCLA Store		2,865	8.8%	251	3.5%	106		3,010		3,116
12	UCLA Restaurants		1,839	35.9%	661	6.9%	161		2,339		2,500
3	Licensing & Services		833	(22.7%)	(189)	(27.1%)	(240)		884		644
4	UCLA Student Union		88	(8.0%)	(7)	(69.1%)	(181)		262		81
49	TOTAL		5,625	12.7%	716	(2.4%)	(154)		6,495		6,341
	GROSS MARGIN			Pts.		Pts.					
9	UCLA Store		1,008	0.9	118	(0.2)	33	36.3%	1,093	36.1%	1,126
8	UCLA Restaurants		1,288	1.3	494	1.1	141	70.2%	1,641	71.3%	1,782
3	Licensing & Services		833	(0.2)	(190)	(0.2)	(241)	100.0%	884	99.8%	643
4	UCLA Student Union		69	(9.3)	(13)	(22.9)	(185)	92.0%	241	69.1%	56
26	TOTAL	56.9%	3,198	0.0	409	(2.5)	(252)	59.4%	3,859	56.9%	3,607
	WAGES & BENEFITS										
5	UCLA Store		686	(0.1)	(62)	(0.6)	(45)	23.4%	703	24.0%	748
5	UCLA Restaurants		887	9.2	(88)	1.1	(36)	40.1%	939	39.0%	975
	Licensing & Services UCLA Student Union		57 82	(3.8) (37.7)	(11) (24)	(2.1) (90.4)	7 0	8.5% 40.5%	75 106	10.6% 130.9%	68 106
12	TOTAL		1,712	(37.7) 0.5	(24)	(90.4)	(74)	28.1%	1,823	29.9%	1,897
			.,		(,	()	(,		.,		.,
1	OTHER CONTROLLABLES UCLA Store	2 20/	94	(0.6)	(26)	(1.2)	(39)	2.7%	81	3.9%	120
1	UCLA Store		94 205	(0.8)	(20)	(1.2) 0.7	(39)	10.1%	237	9.4%	235
1	Licensing & Services		203	2.5	(30)	(2.6)	52	28.6%	253	31.2%	201
	UCLA Student Union		51	(38.3)	(27)	(66.1)	1	30.2%	79	96.3%	78
4	TOTAL	11.2%	631	1.2	(3)	0.0	16	10.0%	650	10.0%	634
	CONTRIBUTION										
3	UCLA Store	8.0%	229	0.2	28	(2.1)	(52)	10.3%	309	8.2%	257
1	UCLA Restaurants		196	12.2	376	3.0	107	19.9%	465	22.9%	572
2	Licensing & Services	59.4%	495	(1.3)	(121)	(4.9)	(183)	63.0%	557	58.1%	374
3	UCLA Student Union	(73.9%)	(65)	(82.9)	(62)	(178.2)	(183)	21.4%	56	(156.8%)	(127)
10	TOTAL	15.2%	855	1.8	221	(4.4)	(311)	21.4%	1,387	17.0%	1,076
	ALLOCATED EXPENSES										
6	Admin&Support Services		796	0.3	(84)	(0.2)	11	13.7%	891	13.9%	880
2	Facilities		259	0.2	(17)	(0.2)	(4)	4.2%	272	4.4%	276
	Utilities		10	(1.5)	(99)	(0.8)	(48)	0.9%	61	1.7%	109
1	Depreciation		165	0.3	(1)	0.8	55	3.4%	221	2.6%	166
10	TOTAL	21.9%	1,230	(0.7)	(201)	(0.4)	14	22.2%	1,445	22.6%	1,431
	NET INCOME (LOSS) FROM OPERATIONS	(6 79/)	(375)	1.1	20	(4.7)	(207)	(0.0%)	(59)	(5.6%)	(255)
		(6.7%)	(375)	1.1	20	(4.7)	(297)	(0.9%)	(58)	(5.6%)	(355)
	OTHER INC/(EXP)	4.00/	07				100	0.00/	0	0.4%	405
	Non-Recurrent Inc/(Exp) Interest Income		67 43	0.9 0.1	68 14	2.1 0.5	132 31	0.0% 0.4%	3 26	2.1% 0.9%	135 57
	Interest (Expense)		43 (14)	0.1	14	0.5	0	(0.2%)	(10)	(0.2%)	(10)
1	Income Taxes		(14)	0.0	4	0.0	0	0.0%	(10)	0.0%	(10)
1	Student Union Fee Income		266	(0.4)	5	0.0	0	4.2%	271	4.3%	271
2	TOTAL	6.4%	362	0.7	91	2.6	163	4.5%	290	7.1%	453
2	NET INCOME (LOSS)	(0.2%)	(13)	1.7	111	(2.1)	(134)	3.6%	232	1.5%	98

		F	ISCAL YEA	R 2023-202	4			FY 2	2-23
		YTD 7 I	MONTHS (0	7/30/23 - 02				*1	*
ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT
				ACT/	-	ACT/L			
\$	%	\$	%	\$	%	\$	%	\$	%
28,462		27,971		491	1.8%	2,145	8.2%	26,317	
12,311		11,889		422	3.5%	3,482	39.4%	8,829	
3,979		4,959		(980)	(19.8%)	(87)	(2.1%)	4,066	
4,443		1,518		2,925	192.7%	3,747	538.4%	696	
49,195		46,337		2,858	6.2%	9,287	23.3%	39,908	
					Pts.		Pts.		
9,746	34.2%	9.594	34.3%	152	(0.1)	1,141	1.5	8.605	32.79
8,794	71.4%	8,282	69.7%	512	1.7	2,549	0.7	6,245	70.79
3.979	100.0%	4,959	100.0%	(980)	0.0	(87)	0.0	4,066	100.09
4,271	96.1%	1,329	87.5%	2,942	8.6	3,743	20.2	528	75.9
26,790	54.5%	24,164	52.1%	2,626	2.4	7,346	5.8	19,444	48.7
5.042	17.7%	4.967	17.8%	(75)	0.1	(499)	(0.4)	4,543	17.39
5,983	48.6%	6,140	51.6%	157	3.0	(489)	13.6	5,494	62.2
448	11.3%	520	10.5%	72	(0.8)	(400)	(1.3)	407	10.09
669	15.1%	743	48.9%	74	33.8	(141)	60.8	528	75.9
12,142	24.7%	12.370	26.7%	228	2.0	(1,170)	2.8	10,972	27.5
,		,						,	
1,571	5.5%	1,426	5.1%	(145)	(0.4)	(96)	0.1	1,475	5.69
1,203	9.8%	1,420	10.2%	(143)	(0.4)	(96)	2.2	1,475	12.0
1,203	9.8% 32.3%	1,210	31.1%	256	(1.2)	(143)	1.0	1,058	33.3
562	12.6%	421	27.7%	(141)	15.1	(205)	38.7	357	51.3
4,621	9.4%	4,604	9.9%	(17)	0.5	(376)	1.2	4,245	10.6
-,		.,	,	()		(****)		-,=	
2 4 2 2	11.00/	2 204	11 10/	(00)	(0.4)	540	10	0.507	9.8
3,133 1,607	11.0% 13.1%	3,201 926	11.4% 7.8%	(68) 681	(0.4) 5.3	546 1,914	1.2 16.6	2,587 (307)	(3.5
2,246	56.4%	2,897	58.4%	(651)	(2.0)	-		2,304	(3.5 56.7
3,040	50.4 % 68.4 %	2,097	10.9%	2,875	(2.0) 57.5	(58) 3,396	(0.3) 119.5	(356)	(51.1)
10.026	20.4%	7.189	15.5%	2,073	4.9	5,330	9.8	4.228	10.6
,	_0/0	.,	.0.070	2,001		0,100	0.0	.,	
6.046	40.70/	6 226	40.70/	90	10	(770)	1.0	E 474	40.7
6,246 2,152	12.7% 4.4%	6,336 1,981	13.7% 4.3%		1.0	(772)	1.0 0.4	5,474 1,918	13.7
2,152	4.4%	453	4.3%	(171)	(0.1) (0.2)	(234) (190)		399	4.8º 1.0º
1.227	2.5%	1.547	3.3%	(136) 320	(0.2)	(190)	(0.2) 0.5	1.201	3.0
10,214	2.3%	10,317	22.3%	103	1.5	(1,222)	1.7	8,992	22.5
10,214	20.0%	10,317	22.3%	103	1.5	(1,222)	1.7	0,992	22.5
(188)	(0.4%)	(3,128)	(6.8%)	2,940	6.4	4,576	11.5	(4,764)	(11.9
306	0.6%	145	0.3%	161	0.3	142	0.2	164	0.49
440	0.9%	237	0.5%	203	0.4	139	0.1	301	0.8
(65)	(0.1%)	(69)	(0.1%)	4	0.0	33	0.1	(98)	(0.2
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0
1,898	3.9%	1,898	4.1%	0	(0.2)	37	(0.8)	1,861	4.7
2,579	5.2%	2,211	4.8%	368	0.4	351	(0.4)	2,228	5.6
2,391	4.9%	(917)	(2.0%)	3,308	6.9	4,927	11.3	(2,536)	(6.4

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

		FEBI	RUARY (01/2	28/24 - 02/24	4/24)			FY 2	2-23	1			F	ISCAL YEA	R 2023-202	4		
			CURREN	T MONTH				*1	•				YTD 7	MONTHS (0	7/30/23 - 02	/24/24)		
ACTU	JAL	BUD	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET		VARIA		
				ACT/	-	ACT/L									ACT/		ACT/L	
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%
										GROSS INCOME								
3,116		3,010		106	3.5%	251	8.8%	2,865		UCLA Store	28,462		27,971		491	1.8%	2,145	8.2%
2,500		2,339		161	6.9%	661	35.9%	1,839		UCLA Restaurants	12,311		11,889		422	3.5%	3,482	39.4%
644		884		(240)	(27.1%)	(189)	(22.7%)	833		Licensing & Services	3,979		4,959		(980)	(19.8%)	(87)	(2.1%)
81		262		(181)	(69.1%)	(7)	(8.0%)	88		UCLA Student Union	4,443		1,518		2,925	192.7%	3,747	538.4%
6,341		6,495		(154)	(2.4%)	716	12.7%	5,625		TOTAL	49,195		46,337		2,858	6.2%	9,287	23.3%
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.
1,126	36.1%	1,093	36.3%	33	(0.2)	118	0.9	1,008	35.2%	UCLA Store	9,746	34.2%	9,594	34.3%	152	(0.1)	1,141	1.5
1,782	71.3%	1,641	70.2%	141	1.1	494	1.3	1,288	70.0%	UCLA Restaurants	8,794	71.4%	8,282	69.7%	512	1.7	2,549	0.7
643	99.8%	884	100.0%	(241)	(0.2)	(190)	(0.2)	833	100.0%	Licensing & Services	3,979	100.0%	4,959	100.0%	(980)	0.0	(87)	0.0
56	69.1%	241	92.0%	(185)	(22.9)	(13)	(9.3)	69	78.4%	UCLA Student Union	4,271	96.1%	1,329	87.5%	2,942	8.6	3,743	20.2
3,607	56.9%	3,859	59.4%	(252)	(2.5)	409	0.0	3,198	56.9%	TOTAL	26,790	54.5%	24,164	52.1%	2,626	2.4	7,346	5.8
										TOTAL CONTROLLABLES								
868	27.9%	784	26.0%	(84)	(1.9)	(89)	(0.7)	779	27.2%	UCLA Store	6,613	23.2%	6,393	22.9%	(220)	(0.3)	(596)	(0.3)
1,210	48.4%	1,176	50.3%	(34)	1.9	(118)	11.0	1,092	59.4%	UCLA Restaurants	7,187	58.4%	7,356	61.9%	169	3.5	(635)	15.8
269	41.8%	327	37.0%	58	(4.8)	68	(1.3)	337	40.5%	Licensing & Services	1,733	43.6%	2,061	41.6%	328	(2.0)	29	(0.3)
184	227.2%	185	70.6%	1	(156.6)	(50)	(74.9)	134	152.3%	UCLA Student Union	1,231	27.7%	1,164	76.7%	(67)	49.0	(346)	99.5
2,531	39.9%	2,472	38.1%	(59)	(1.8)	(189)	1.7	2,342	41.6%	TOTAL	16,764	34.1%	16,974	36.6%	210	2.5	(1,548)	4.0
										CONTRIBUTION								
257	8.2%	309	10.3%	(52)	(2.1)	28	0.2	229	8.0%	UCLA Store	3,133	11.0%	3,201	11.4%	(68)	(0.4)	546	1.2
572	22.9%	465	19.9%	107	3.0	376	12.2	196	10.7%	UCLA Restaurants	1,607	13.1%	926	7.8%	681	5.3	1,914	16.6
374	58.1%	557	63.0%	(183)	(4.9)	(121)	(1.3)	495	59.4%	Licensing & Services	2,246	56.4%	2,897	58.4%	(651)	(2.0)	(58)	(0.3)
(127)	(156.8%)	56	21.4%	(183)	(178.2)	(62)	(82.9)	(65)	(73.9%)	UCLA Student Union	3,040	68.4%	165	10.9%	2,875	57.5	3,396	119.5
1,076	17.0%	1,387	21.4%	(311)	(4.4)	221	1.8	855	15.2%	TOTAL	10,026	20.4%	7,189	15.5%	2,837	4.9	5,798	9.8
										ALLOCATED EXPENSES								
627	20.1%	610	20.3%	(17)	0.2	(66)	(0.5)	561	19.6%	UCLA Store	4,953	17.4%	5,148	18.4%	195	1.0	(205)	0.6
552	22.1%	529	22.6%	(23)	0.5	(124)	1.2	428	23.3%	UCLA Restaurants	3,177	25.8%	3,173	26.7%	(4)	0.9	(577)	3.6
144	22.4%	175	19.8%	31	(2.6)	9	(4.0)	153	18.4%	Licensing & Services	932	23.4%	1,097	22.1%	165	(1.3)	(7)	(0.7)
108	133.3%	131	50.0%	23	(83.3)	(20)	(33.3)	88	100.0%	UCLA Student Union	1,152	25.9%	899	59.2%	(253)	33.3	(433)	77.4
1,431	22.6%	1,445	22.2%	14	(0.4)	(201)	(0.7)	1,230	21.9%	TOTAL	10,214	20.8%	10,317	22.3%	103	1.5	(1,222)	1.7
										NET INCOME (LOSS) FROM OPERATIONS								
(370)	(5.8%)	(300)	(4.6%)	(70)	(1.2)	(37)	0.1	(333)	(5.9%)	UCLA Store	(1,820)	(3.7%)	(1,947)	(4.2%)	127	0.5	341	1.7
20	0.3%	(64)	(1.0%)	84	1.3	251	4.4	(231)	()	UCLA Restaurants	(1,570)	(3.2%)	(2,247)	(4.8%)	677	1.6	1,337	4.1
230	3.6%	381	5.9%	(151)	(2.3)	(112)	(2.5)	342		Licensing & Services	1,314	2.7%	1,800	3.9%	(486)	(1.2)	(65)	(0.8)
(235)	(3.7%)	(75)	(1.2%)	(160)	(2.5)	(82)	(1.0)	(153)		UCLA Student Union	1,888	3.8%	(734)	(1.6%)	2,622	5.4	2,963	6.5
(355)	(5.6%)	(58)	(0.9%)	(297)	(4.7)	20	1.1	(375)	(6.7%)	TOTAL	(188)	(0.4%)	(3,128)	(6.8%)	2,940	6.4	4,576	11.5
l T	Т		T	Т				Т		OTHER INC/(EXP)	T			T		Т		Т
135	2.1%	3	0.0%	132	2.1	68	0.9	67	1.2%	Non-Recurrent Inc/(Exp)	306	0.6%	145	0.3%	161	0.3	142	0.2
57	0.9%	26	0.4%	31	0.5	14	0.1	43		Interest Income	440	0.9%	237	0.5%	203	0.4	139	0.1
(10)	(0.2%)	(10)	(0.2%)	0	0.0	4	0.0	(14)	(0.2%)	Interest (Expense)	(65)	(0.1%)	(69)	(0.1%)	4	0.0	33	0.1
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0
271	4.3%	271	4.2%	0	0.1	5	(0.4)	266		Student Union Fee Income	1,898	3.9%	1,898	4.1%	0	(0.2)	37	(0.8)
453	7.1%	290	4.5%	163	2.6	91	0.7	362	6.4%	TOTAL	2,579	5.2%	2,211	4.8%	368	0.4	351	(0.4)
98	1.5%	232	3.6%	(134)	(2.1)	111	1.7	(13)	(0.2%)	NET INCOME (LOSS)	2,391	4.9%	(917)	(2.0%)	3,308	6.9	4,927	11.3

FY 22-23 ** LAST YEAR ACT

\$

26,317 8,829 4,066 696 **39,908**

8,605

6,245

4,066

19,444

6,017

6,552

1,762

15,216

2,587

(307)

2,304

(356)

4,228

4,748

2,600

925

719

8,992

(2,161)

(2,907)

1,379

(1,075)

(4,764) 164

301

(98)

1,861

2,228

(2,536)

0

885

528

%

32.7%

70.7%

100.0%

75.9%

48.7%

22.9%

74.2%

43.3%

127.2%

38.1%

9.8%

(3.5%)

56.7%

(51.1%)

10.6%

18.0%

29.4%

22.7%

103.3%

22.5%

(5.4%

(7.3%

3.5%

(2.7%) (11.9%)

0.4%

0.8%

(0.2%)

0.0%

4.7%

5.6%

(6.4%)

ASUCLA P/L Reconciliation Feb-24

Financial Analysis	\$	000's
	Fe	eb-24
Budgeted Net Income/(Loss)		23
,		<u> </u>
UCLA Store		<u> </u>
Gross Margin:		<u> </u>
Bearwear above plan due to strong Leap year and Valentine's Day sales and concession sales at basketball and softball games	95	<u> </u>
Graduation ETC below plan due to timing of the graduation event	(40))
Campus Portrait Studio below plan: a shift in traffic is due to the promotions happening at the graduation event.	(13)	/
Market sales above plan: strong marketing campaigns for Cal Fresh, new food options and good availability of food, drinks and snacks	15	<u> </u>
E-Commerce below plan: sales are mitigated by more in-person transactions	(16)	
Custom Shop below plan due to the delay in planned promotional products to the University	(35)	
Computer Store below plan due to a drop in year-over-year institutional demand for Windows-based PCs and lower sales in accessories and personal electronics	(6)	
Luvalle Books below plan: timing for distribution of inclusive access money realized in prior month and lower available rental alternatives	(17)	/
HSS Dental above plan due to more dental requisitions (PPID campaign attracted more engagement from the department and students)	22	<u> </u>
Hilltop Shop above plan due to better product selection and assortment and additional foot traffic on the hill	32	<u> </u>
Total Wages above plan (mostly student)	(33)	
Other, negative controllables	(56)	
Total Contribution		(5
UCLA Restaurants		—
Gross Margin:		—
Wetzels above plan: strong sales largely due to Sambazon not budgeted	94	┼──
Greenhouse above plan: this area was not budgeted for 2023-2024	82	<u> </u>
Northern Lights above plan due to increasing customer trends throughout campus and positive purchasing response to marketing campaigns	16	<u> </u>
Anderson Cafe below plan as the number of their classes scheduled for Winter Quarter is significantly less than prior year	(13)	/
CSSC above plan due to strong cost controls and higher other income	19	<u> </u>
Cafe 451 above plan due to increasing customer trends throughout campus and positive purchasing response to marketing campaigns	19	<u> </u>
Taco Bell below plan: continuing challenges to rebuild customer traffic	(19)	
Catering below plan due to not receiving the budgeted Olympic sports training table account plus several other events	(78)	/
Concessions above plan: additional men's basketball game	19	<u> </u>
Total Wages above plan (mostly student)	(33)	/
Other, negative controllables	1	<u> </u>
Total Contribution		10
Licensing & Services		<u> </u>
Gross Margin:		<u> </u>
Licensing Domestic above plan due to new collections and programs at various retailers	21	—
Licensing International below plan: lower income in various markets	(173)	
Leased Ops below plan due to higher utilities, and the e-gaming space has not occurred	(8)	
Marketing Ventures below plan: lower business than expected	(83)	<u> </u>
Total Wages below plan	5	—
Other, mostly positive controllables	55	1
Total Contribution		(18
UCLA Student Union		—
Gross Margin:		<u> </u>
Event Services below plan mostly student programming	(11)	
Student Union Ops. below plan: lower strategic funding	(174)	
Total Wages below plan	2	—
Total Contribution	<u> </u>	(18
Allocated Expenses and Other		┼──
A&SS below plan in various accounts	11	┿
Facilities above plan due to lower wages and benefits and repairs & maintenance elevator rebate offset by unrealized cost sharing with UCLA	(4)	
Utilities above plan due to unrealized cost sharing with UCLA and higher rates for gas, elec-non air cond. and water-non air cond.	(48)	
Depreciation below plan due to timing of capital expenditures	55	+
Non-recurrent and other higher than plan	132	+
Interest income higher than plan	31	_
Total		17 9

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

Financial Analysis	\$0	00's
Budgeted Net Income/(Loss)	<u> </u>	(91
nugeru rei incone/Loss)		()1
UCLA 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	393	
Fastrack below plan due to slow selling old stock to make room for new product assortments and delivery delays with new suppliers	(40)	
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	122	
Essentials below plan due mostly to supply chain constraints	(16)	
E-Commerce below plan: sales of different products from prior year and reduced opportunities for promotions	(71)	
New Text below plan: shortfall in IA and lower average price point	(92)	
Bookzone above plan due to a large Graduate School of Education order	96	
Custom Shop below plan due to delay in planned promotional products	(140)	
Computer Store below plan mostly due to lower demand for Mac and Ipad purchases by businesses, overall slower institutional demand and some product limitations	(147)	
HSS Dental above plan due to stronger overall business	93	
Total Wages above plan (mostly student)	(88)	
Other, negative controllables (\$131K) and various negative gross margin variances	(178)	
Total Contribution		(
JCLA Restaurants		
Gross Margin:		
Wetzels above plan: mostly due to strong Sambazon which was not budgeted	383	
Greenhouse above plan: this areas was not budgeted for 2023-2024	340	
Panda above plan due to increased customers in this area	81	
Northern Lights above plan due to increasing customer trends throughout campus and positive purchasing response to marketing campaigns	66	
Anderson above plan: strong finals week and pick up/delivery sales, and unit level catering more than plan	14	
CSSC above plan: strong new Fusion menu	56	
Café Synapse above plan due to one-time financial support from the Brain Research Institute	22	
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)	(130)	
Café 451 above plan due to increasing customer trends throughout campus and positive purchasing response to marketing campaigns	64	
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)	(67)	
Taco Bell below plan: summer traffic less than previous years, some summer classes virtual rather than in person	(104)	
Catering below plan due to reduced business (Olympic sports training table account was not received)	(264)	
Concessions below plan: lower attendance at men's basketball events	(25)	
Total Wages lower than plan (mostly student)	119	
Other, positive controllables (\$50K) and various positive gross margin variances	126	
Total Contribution	-	6
Licensing & Services	-	
Gross Margin:	(51)	
Licensing Domestic below plan: lower overall retail sales	(51)	
Licensing International below plan: mostly lower sales in the European and Australian market	(321)	
Licensing Campus Sourcing above plan: more back to school activity earlier than planned	20	
Leased Ops mostly on plan	(12)	
Marketing Ventures below plan as anticipated new business has not been achieved	(611)	
Total Wages below plan	51	
Other, positive controllables	273	
Total Contribution		(6
JCLA Student Union		
Gross Margin: Event Services above plan due to an increase in summer camp usage, new transfer orientation business and a large student event	88	
Student Union Ops. above plan mostly due to higher strategic funding	2,854	
Total Wages below plan	54	
Other, mostly negative controllables Total Contribution	(121)	2,8
		2,8
A SSS below rise in various economic	00	
A&SS below plan in various accounts	90	
Facilities above plan: mostly unrealized budgeted cost sharing with UCLA (some offset in wages and benefits)	(171)	
Utilities above plan: unrealized cost sharing with UCLA and various other negative controllables due to higher rates	(136)	
Depreciation lower than plan due to timing of capitals	320	
Non-recurrent and other higher than plan	161	
Interest Income higher than plan	207	
Total		4

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES BALANCE SHEETS

(\$000)

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	Current Month	Prior Month	Prior Year
	February 2024	January 2024	July 2023
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	12,005	14,984	17,794
Accounts receivable	13,040	13,599	9,704
Less: Allowance for doubtful accounts	(491)	(491)	(478)
Accounts receivable, net	12,549	13,108	9,227
Student fees receivable	1,946	1,674	107
Inventories	9,186	9,363	8,363
Prepaid expenses and other current assets	1,206	1,188	1,107
Total current assets	36,893	40,318	36,598
LONG TERM ASSETS			
Property, equipment and improvements	77,693	77,600	76,766
Less: Accumulated depreciation	(60,785)	(60,630)	(59,595)
Total long term assets	16,909	16,970	17,171
	50.004		A50 500
TOTAL ASSETS	53,801	57,288	\$53,769
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:	0.700	40.000	# 0.000
Accounts payable	8,788	10,090	\$9,298
Wages and payroll taxes payable	6,421 1,187	8,514 1,282	8,035 1,352
Sales tax payable & other liabilities Interest payable	32	22	359
Deferred income	1,652	1,759	1,439
Funds held for others	438	435	395
Current portion of long term debt	1,087	1,087	1,087
Total current liabilities	19,606	23,191	21,965
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	49,961	53,546	52,320
	10,001		02,020
RETAINED EARNINGS:			
Beginning Balance	1,449	1,449	1,272
Year-to-date net income/(loss)	2,391	2,293	177
Ending Delence	2.040	0.740	4 4 4 0
Ending Balance	3,840	3,742	1,449
TOTAL LIABILITIES AND RETAINED EARNINGS	53,801	57,288	53,769

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

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:		0.004	(0.500)
Net income/(loss)	98	2,391	(2,536)
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:	(00)	4 0 0 7	4.004
Depreciation	166	1,227	1,201
(Increase)/decrease in current assets:			<i></i>
Accounts receivable	559	(3,322)	(1,072)
Student fees receivable	(271)	(1,839)	258
Inventories	177	(824)	(1,486)
Prepaid expenses and other current assets	(18)	(99)	(158)
Increase/(decrease) in current liabilities:			
Accounts payable	(1,302)	(507)	(1,100)
Sales tax payable & other liabilities	(95)	(165)	(225)
Wages and payroll taxes payable	(2,096)	(1,615)	(2,443)
Interest payable	10	(326)	9
Deferred Income	(107)	213	434
Funds held for others	3	43	175
Net cash provided/(used) by operating activities	(2,876)	(4,824)	(6,943)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(104)	(966)	(783)
Net cash used in investing activities	(104)	(966)	(783)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Net cash provided/(used) by financing activities	0	0	0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(2,980)	(5,789)	(7,726)
CASH AND CASH EQUIVALENTS, Beginning	14,984	17,794	22,810
CASH AND CASH EQUIVALENTS, Ending	12,005	12,005	15,084

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

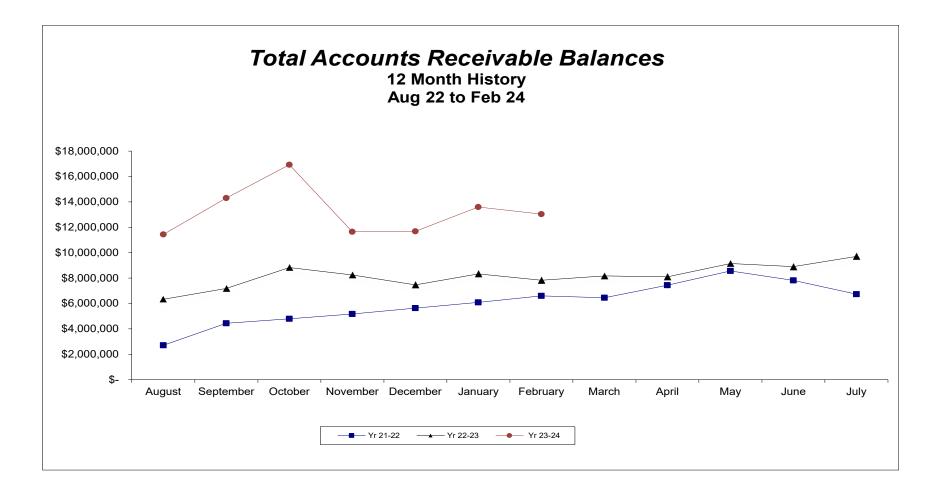
	Current Month February 2024	Prior Month January 2024
CASH AND CASH EQUIVALENTS	12,005	14,984
BOARD REQUIRED CASH RESERVE	7,473	7,684
RESERVE SURPLUS (DEFICIT)	4,532	7,300

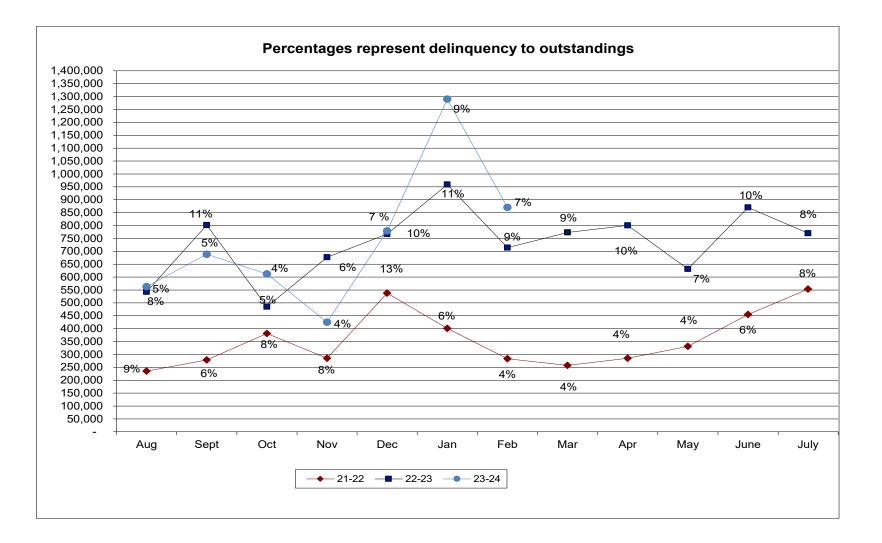
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures - Current Year Projects (\$000's)
EV 2023-2024 Eebruary 2024

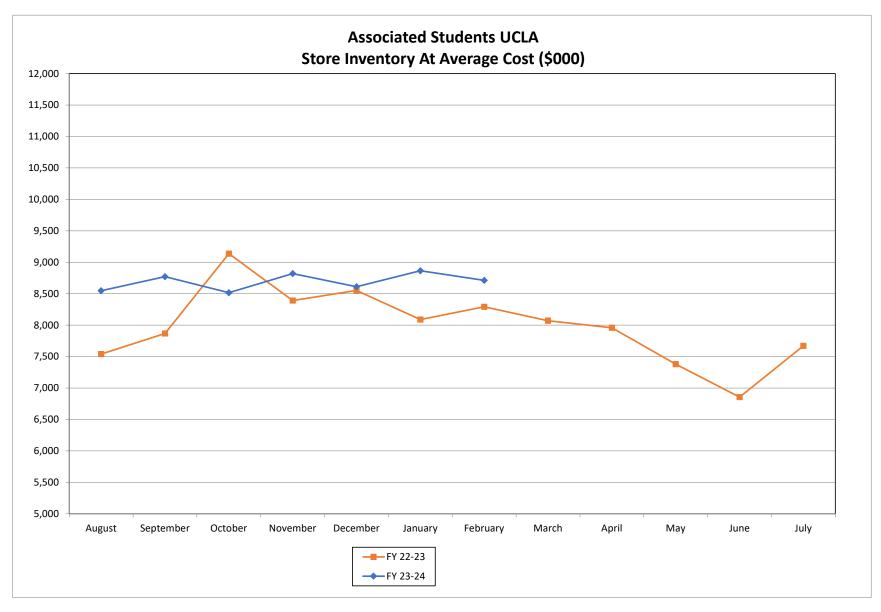
			F Y 2023-2	2024 Februar	y 2024				
						PROJECTED			
PROJECT	I NAME	BUDGET	Payments	PO's	Total	Remaining Balance	Pendina	Over (Under)	Status
Store/Serv	ices		dvillents	103		-2411411-4-4	GIUIIG		Junis
2023-001	Store General Replacement	100.0	0.0	3.6	3.6	96.4		(96.4)	In Progress
2023-002	Printer / Equipment Replacement	65.0	0.0	0.0	0.0	65.0		(65.0)	Canceled
2023-003	Remodel of Lighting	225.0	0.0	5.9	5.9	219.1		(219.1)	In Progress
2023-004	Freezers	85.0	0.0	15.6	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
Total Store		525.0	0.0	25.2	25.2	499.8	0.0	(499.8)	
Food Servi									
2023-006	FS Miscellaneous and Unanticipated	50.0	16.2	1.5	17.7	32.3		(32.3)	In Progress
2023-007	Patio Furniture Upgrade	20.0	20.2	0.0	20.2	(0.2)		0.2	Completed
2023-008	Electric Cart	35.0	0.0	30.3	30.3	4.7		(4.7)	In Progress
2023-009	Electric Cart	35.0	0.0	27.1	27.1	7.9		(7.9)	In Progress
2023-010	Steamer	12.0 5.0	0.0	0.0 0.0	0.0 0.0	12.0	5.0	(12.0)	Canceled
2023-011	Display Warmer		0.0			5.0	5.0	0.0	Pending
2023-012	Refrigerator	5.0 35.0	0.0	0.0 31.1	0.0 31.1	5.0	5.0	0.0	Pending
2023-013 2023-014	Chef Express Ovens (3) Replace Laminate Counters	35.0 50.0	0.0 0.0	31.1 0.0	31.1 0.0	3.9 50.0	50.0	(3.9) 0.0	In Progress Pendina
2023-014 2023-015	Replace Laminate Counters Office Refurbishments	50.0 40.0	0.0 52.8	0.0	0.0 52.8	(12.8)	50.0	0.0 12.8	Completed
2023-015	Olympic Sports Training Table Infrastructure	40.0 100.0	52.8 0.0	0.0	52.8 0.0	(12.8) 100.0		(100.0)	Completed
2023-010	Expanded & Improved Waste Diversion Stations	50.0	0.0	47.7	47.7	2.3		(100.0)	In Progress
Total Food		437.0	89.2	137.7	226.8	210.2	60.0	(150.2)	III FIOGLESS
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	0.0	4.9	4.9	5.1	0.0	(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	(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	0.0	7.2	7.2	22.8		7.2	In Progress
Total Tech	nology	394.0	20.8	21.9	42.6	409.4	249.0	(102.4)	
Others									
2023-027	Fac Misc and Remodels	75.0	23.6	52.8	76.4	(1.4)		1.4	In Progress
2023-028	AU Freight Elevator Fire Curtains	175.0	0.0	0.0	0.0	175.0		(175.0)	Canceled
2023-029	Custodial Replacements	20.0	10.6	9.7	20.3	(0.3)		0.3	In Progress
2023-030	Ackerman Roof Waterproofing	275.0	0.0	0.0	0.0	275.0	275.0	0.0	Pending
2023-031	NCSC Dining Carpet	35.0	10.9	0.0	10.9	24.1	<u> </u>	(24.1)	In Progress
2023-032	CSSC Roof Waterproofing	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
2023-033	LVC Jimmy's Small Dining Room AC Replaceme	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
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 MCO Refurbishment	15.0 80.0	0.0	0.0 0.0	0.0	15.0	15.0 80.0	0.0	Pending
2023-040 2023-041	Replace Cameras	80.0 20.0	0.0 12.0	0.0 7.9	0.0 19.9	80.0 0.1	00.0	0.0	Pending
		20.0 25.0	12.0	7.9 0.0	0.0	25.0	25.0	<mark>(0.1)</mark> 0.0	Completed - Awaiting Invoid
2023-042 2023-044	Replacements for Broken Furniture	25.0 0.0	0.0	0.0 47.1	0.0 47.1	25.0 0.0	25.0	0.0 47.1	Pending
2023-044 Total Othe	Underground Storage Tank Parts	925.0	0.0 61.0	47.1	47.1 191.6	780.5	555.0	47.1 (178.4)	In Progress
	•								
Total Year	Projects	2.281.0	170.9	315.3	486.3	1.899.8	864.0	(930.7)	

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

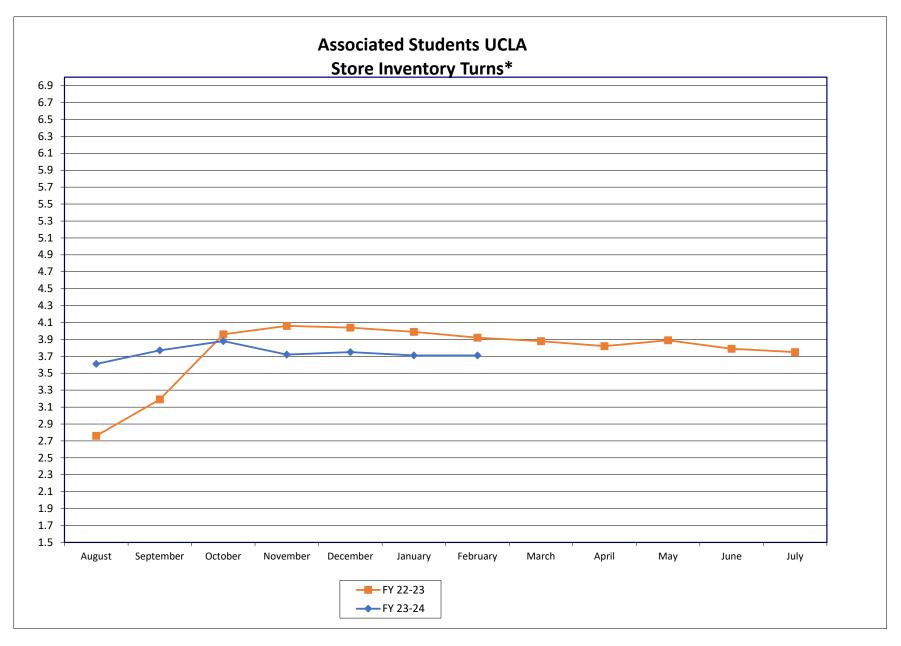
02/24/24	Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$2,662,862	31%	\$2,341,175	66%	\$402,222	92%	\$92,135	110%	\$122,582	49%	\$13,644	13%	\$5,634,620	43%
ASUCLA PUBLICATIONS		\$129,839	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$129,839	1%
ASUCLA USA/GSA		\$162,290	2%	\$0	0%	\$0	0%	\$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	ОЛТН	\$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	ONTH	\$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%	
12/30/23	Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$2,847,485	33%	\$2,006,234	96%	\$145,066	32%	\$40,240	66%	\$5,702	4%	\$6,751	7%	\$5,051,479	42%
ASUCLA PUBLICATIONS		\$103,623	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$103,623	1%
ASUCLA USA/GSA		\$200,024	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$200,024	2%
DUE FROM VENDORS		(\$1,709)	0%	\$4,425	0%	\$98,558	22%	(\$1,220)	-2%	\$128,356	80%	\$85,570	83%	\$313,980	3%
DENTAL KITS		\$992,685	11%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$992,685	9%
OTHER		\$4,657,585	53%	\$89,233	4%	\$210,391	46%	\$21,552	36%	\$27,240	16%	\$10,463	10%	\$5,016,464	43%
TOTAL CURRENT MO	ONTH	\$8,799,694	100%	\$2,099,892	100%	\$454,015	100%	\$60,572	100%	\$161,298	100%	\$102,784	100%	\$11,678,255	100%
		75%		18%		4%		1%		1%		1%		100%	







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

UCLA STORE INCOME STATEMENT

CED	07(01/28/24-02/2	04/24)	1	г
	CURRENT MONTH			F
ACTUAL	BUDGET	VARIANCE		
796,500	914,048	<117 548>	ACADEMIC SUPPORT DIV	
1,464,065	1,362,673	101,392	GENERAL MDSE DIVISION	
199,337	115,148	84,189	HILLTOP SHOP	
140,106 60,103	127,637 85,000	12,469 <24,897>	LU VALLE COMMONS STORE E-COMMERCE DIVISION	
377,696	331,487	46,209	HEALTH SCIENCES STORE	
<0>	0	<0>		L
3,037,807	2,935,993	101,814	TOTAL SALES	
1,973,876	1,905,785	<68,091>	Less: Cost of Sales	
			Lana Chuislean	
			Less: Shrinkage	
1,687	1,550		ACADEMIC SUPPORT DIV	
10,129	7,400		GENERAL MDSE DIVISION	
2,379 1,377	690 660		HILLTOP SHOP LU VALLE COMMONS STORE	
1,249	1,370	121	HEALTH SCIENCES STORE	
16,821	11,670	<5,151>		
1,990,698	1,917,455	<73,243>	TOTAL COST OF SALES	F
65.0	64.9	<0.1>		L
1,047,110	1,018,538	28,572	GROSS MARGIN	L
35.0 0.6	35.1 0.4	<0.1> <0.2>	GROSS MARGIN % SHRINKAGE %	l
				L
34.5	34.7	<0.2>	NET GROSS MARGIN %	┝
7.6	13.7	<6.2>	ACADEMIC SUPPORT DIV	l
49.1	49.1		GENERAL MDSE DIVISION	l
39.8 42.1	41.4 41.9	<1.5> 0.3	HILLTOP SHOP LU VALLE COMMONS STORE	l
48.5	48.0	0.5	E-COMMERCE DIVISION	
26.6	24.7	1.9	HEALTH SCIENCES STORE	
<52,300.0>	0.0	<52,300.0>	OPERATIONS DIVISION	L
78,569	74,124	4,445	OTHER INCOME	
1,125,679	1,092,662	33,017	GROSS MARGIN/OTHER	E
			Less: Controllable Exp	
318,972	318,203		Career Wages	
3,486 259,960	0 231,034	<3,486> <28,926>	Limited Appointment Student Wages	
582,418	549,237		TOTAL WAGES	F
19.2	18.7	<0.5>	WAGE % TO SALES	L
165,434	153,754	<11,680>	Employee Benefits	
7,605	3,500		Office Supplies	
6,760				
	8,524	1,764	Telephone	
16	8,524 30 12,450	14	Postage	
	30 12,450 300	14 <3,654> 1	Postage Trav/Trips/Conference Membership Fees	
16 16,104 299 2,826	30 12,450 300 2,000	14 <3,654> 1 <826>	Postage Trav/Trips/Conference Membership Fees Operating Supplies	
16 16,104 299 2,826 13,350	30 12,450 300 2,000 15,364	14 <3,654> 1 <826> 2,014	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out	
16 16,104 299 2,826	30 12,450 300 2,000	14 <3,654> 1 <826> 2,014 0	Postage Trav/Trips/Conference Membership Fees Operating Supplies	
16 16,104 299 2,826 13,350 1,080 13 17,338	30 12,450 300 2,000 15,364 1,080 0 16,994	14 <3,654> 1 <826> 2,014 0 <13> <344>	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp 0/S Advertising	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844>	30 12,450 300 2,000 15,364 1,080 0 16,994 <51,000>	14 <3,654> 1 <8265> 2,014 0 <13> <344> <5,156>	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance	
16 16,104 299 2,826 13,350 1,080 13 17,338	30 12,450 300 2,000 15,364 1,080 0 16,994	14 <3,654> 1 <826> 2,014 0 <13> <344> <5,156> <3>	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp 0/S Advertising	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888	30 12,450 300 2,000 15,364 1,080 0 16,994 <51,000> 0 1,980 59,410	14 <3,654> 1 <826> 2,014 0 <13> <344> <5,156> <3> <18> <8,478>	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense	
16 16,104 299 2,826 13,350 1,080 13,350 1,080 13,350 45,844> 3 1,998 67,888 67,888 <5,187>	30 12,450 300 15,364 1,080 0 16,994 <51,000> 0 1,980 59,410 0	14 <3,654> 1 <826> 2,014 0 <13> <344> <5,156> <3> <18> <8,478> <8,478> 5,187	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888 <5,187> 2,683 0	30 12,450 300 2,000 15,364 1,080 0 16,994 <51,000> 0 1,980 59,410 0 0 0 0 0 0 0 0	14 <3,654> 1 <826> 2,014 0 <13> <344> <5,156> <3> <18> <8,478> 5,187 <2,683> 0	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888 <5,187> 2,683 2,683 0 757	30 12,450 300 2,000 15,364 (1,080 0 1,980 59,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	14 <3,654> 2,014 0 <13> <344> <5,155> <3> <18> <8,478> 5,187 <2,683> 0 <7>	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp Rentals-Truck	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888 <5,187> 2,683 0 757 16	30 12,450 3000 2,000 15,364 1,080 0 1,980 59,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	$\begin{array}{c} 14\\ <3,654\\ 1\\ <826>\\ 2,014\\ 0\\ <13>\\ <344>\\ <5,156>\\ <3>\\ <18>\\ <8,478>\\ 5,187\\ <2,683>\\ 0\\ <7>\\ <16>\end{array}$	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp Rentals-Truck Taxes & Licenses	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888 <5,187> 2,683 2,683 0 757	30 12,450 300 2,000 15,364 (1,080 0 1,980 59,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	14 <3,654> 1 <826> 2,014 0 <13> <344> <5,155> <18> <8,478> 5,187 <2,683> 0 <7> <16> <7,591>	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp Rentals-Truck	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888 67,888 67,888 (5,187> 2,683 0 757 16 16,757 2,077 12,959	30 12,450 3000 2,000 15,364 1,080 0 1,980 59,410 0 0 0 0 0 750 0 9,166 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	14 <3,654» 2,014 0 <13» <344» <5,156» <18» <8,478» <5,187 <2,683» 0 <7> <16» <7,591» <16» <7,591% <2,077> <12,959>	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888 <5,187> 2,683 0 757 16 16,757 2,077 12,959 200	30 12,450 3,000 15,364 1,080 0 16,994 <51,000> 0 1,980 59,410 0 0 0 750 0 9,166 0 0 0 0 0 200	14 <3,654 1 <826> 2,014 0 <13> <344> <5,156> <18> <8,478> 5,187 <2,683> 0 <7,591> <2,077> <12,959> <2,077> <12,959>	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888 67,888 67,888 (5,187> 2,683 0 757 16 16,757 2,077 12,959 200 414 0	30 12,450 3000 2,000 15,364 1,080 0 1,980 59,410 0 0 0 0 0 59,410 0 0 0 0 59,410 0 0 0 0 59,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	14 <3,654 1 <826> 2,014 0 <13> <344> <5,156> <18> <8,478> 5,187 <2,683> 0 <7,591> <2,077> <12,959> <2,077> <12,959>	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888 <5,187> 2,683 0 757 16 16,757 2,077 12,959 200 414 0 385	30 12,450 3,000 15,364 1,080 0 16,994 <51,000> 0 1,980 59,410 0 0 0 750 0 9,166 0 0 9,166 0 0 0 200 0 200 0 200 0 200	14 <3,654 1 <826> 2,014 0 <13> <344> <5,156> <18> <8,478> 5,187 <2,683> 0 <7> <16> <7,591> <2,077> <12,959> <2,077> <12,959> <20,754 <20,054 <1555 <20,054 <20,054 <20,054 <20,054 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20,055 <20	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense Concession Expense Concession Expense Concession Expense	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888 67,888 67,888 (5,187> 2,683 0 757 16 16,757 2,077 12,959 200 414 0	30 12,450 3000 2,000 15,364 1,080 0 1,980 59,410 0 0 0 0 0 59,410 0 0 0 0 59,410 0 0 0 0 59,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	14 <3,654> 1 <826> 2,014 0 <13> <344> <5,156> <3> <18> <8,478> <5,187 <2,683> 0 <7> <16> <7,591> <2,077> <12,959> <2,077> <12,959> <0> <414> 2	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense Concession Expense Concession Expense Concession Expense	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888 <5,187> 2,683 0 757 16 16,757 2,077 12,959 200 414 0 385 285,932 868,350	30 12,450 3000 2,000 15,364 1,080 0 1,980 59,410 0 0 1,980 59,410 0 0 0 750 0 0 9,166 0 0 0 200 0 2 200 0 2 234,504 783,741	14 <3,654 1 <826> 2,014 0 <13> <344> <5,156> <18> <8,478> <5,187 <2,683> 0 <7> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <14,145> <14,145> <14,145> <14,145> <14,145> <15,1425> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,145> <14,	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense Conta Control LABLE TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888 <5,187> 2,683 0 757 16 16,757 2,077 12,959 200 414 0 385	30 12,450 300 2,000 15,364 1,080 0 16,994 <51,000> 0 1,980 59,410 0 0 0 750 0 9,166 0 0 9,166 0 0 200 0 200 0 200 0 200 0 200 0 200 0 234,504	14 <3,654> 1 <826> 2,014 0 <13> <344> <5,155> <18> <8,478> 5,187 <2,683> 0 <7,591> <2,683> 0 <7,591> <2,077> <12,959> <2,077> <12,959> <0> <414> 2 <385> <51,428>	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense Conta Control LABLE TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	
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16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888 <5,187> 2,683 0 757 16 16,757 2,077 12,959 200 414 0 385 285,932 257,329 55,419 149,769 89,717 56,048 95,835 98,154 35,005 46,761	30 12,450 3000 2,000 15,364 1,080 0 16,994 <51,000> 0 1,980 59,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	14 <3,654 1 <826> 2,014 (334 <344> <5,156> <3> <18> <8,478> <2,683> <18> <2,683> <12,595> <12,959> <12,959> <12,959> <12,959> <12,959> <12,959> <1414> 2 <385> <51,592> <51,592> <6,256> <9,499> <1,171> <2,738> <4,653 5,187 <2,738> <4,653 5,187	Postage Trav/Trips/Conference Membership Fees Operating Supplies Operating Supplies Traisportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense Concession Expense Concession Expense Concession Expense Concession Expense Concession Expense Contral Otistr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpHR Allocated ExpHR Allocated Exp. Ins Allocated Exp. Othr SA Maintenance Utilities Depreciation	
16 16,104 299 2,826 13,350 1,080 13 17,338 <45,844> 3 1,998 67,888 <5,187> 2,683 0 0 757 16 16,757 2,077 12,959 200 414 0 385 285,932 868,350 257,329 55,419 149,769 89,717 56,048 95,835 98,154 35,005	30 12,450 3000 2,000 15,364 1,080 0 16,994 0 1,980 59,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 200 0 0 200 0 0 200 0 0 200 0 200 0 200 0 2000	14 <3,654> 2,014 0 <13> <344> <5,155> <155> <155> <155> <2,683> 0 <7,591> <2,683> <10,592> <11,792> <12,959> <11,712 <2,738> <4,653 <5,187 <15,407>	Postage Trav/Trips/Conference Membership Fees Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense Concession Expense Concession Expense Concession Expense Concession Expense Control Other Control. TOTAL OTHER CONTROL. TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated ExpIIS Allocated ExpIIS Allocated ExpIIS Allocated ExpIIS Allocated Exp. IS Allocated Exp. Mktg Allocated Exp. Othr SA Maintenance	
16 16,104 299 2,826 13,350 1,080 31 17,338 <45,844> 3 1,998 67,888 67,888 67,888 (5,187> 2,683 0 0 757 16 16,757 2,077 12,959 200 414 40 385 285,932 257,329 55,419 149,769 89,717 56,048 95,835 98,154 35,005 46,761	30 12,450 3000 2,000 15,364 1,080 0 16,994 <51,000> 0 1,980 59,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	14 <3,654> 1 <826> 2,014 (3344> <5,155> <3> <18> <8,478> 5,187 <2,683> (2,683> <16> <7,591> <2,077> <12,959> <0> <12,959> <12,959> <12,959> <12,959> <12,959> <51,592> <51,592> <51,592> <51,592> <6,256> <9,499> <1,171> <2,738> 4,653 5,187 <15,407> 8,592 <16,638>	Postage Trav/Trips/Conference Membership Fees Operating Supplies Operating Supplies Traisportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts Credit Card Adjustments Textbook Rental Exp Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense Concession Expense Concession Expense Concession Expense Concession Expense Concession Expense Contral Otistr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpHR Allocated ExpHR Allocated Exp. Ins Allocated Exp. Othr SA Maintenance Utilities Depreciation	

	ISCAL YEAR 23-2 MO(07/30/23-02/		FISCAL YE	EAR 22-23 R ACTUAL					
ACTUAL	BUDGET	VARIANCE	MONTH	YTD					
0.076.405	0.000.007	020 502	000.464	0 220 505					
8,276,495 11,559,975	9,206,997 10,419,448	<930,502> 1,140,527	880,161 1,307,502	9,239,585 9,574,338					
993,696	899,100	94,596	194,154	949,422					
1,114,264	1,096,180	18,084	119,991	1,015,095					
1,010,838	1,140,000	<129,162>	52,864	926,622					
4,173,836 <2>	4,070,975 0	102,861 <2>	249,498 0	3,637,337 <1>					
27,129,102	26,832,700	296,402	2,804,171	25,342,398					
18,595,272	18,277,420	<317,852>	1,842,014	17,606,671					
17,532	15,800	<1,732>	1,919	20,412					
74,640	55,900	<18,740>	8,460	60,415					
11,620 7,496	5,390 5,880	<6,230> <1,616>	2,303 1,148	11,256 6,060					
8,862	16,880	8,018	1,069	7,742					
120,151	99,850	<20,301>	14,900	105,885					
18,715,423	18,377,270	<338,153>	1,856,914	17,712,556					
68.5	68.1	<0.4>	65.7	69.5					
8,413,679	8,455,430	<41,751>	947,257	7,629,841					
31.5	31.9	<0.4>	34.3	30.5					
0.4	0.4	<0.1>	0.5	0.4					
31.0	31.5	<0.5>	33.8	30.1					
8.9	13.1	<4.2>	11.1	12.2					
47.4	48.8 40.4	<1.4>	48.4 30.7	48.1					
39.2 34.6	40.4 34.8	<1.1> <0.1>	39.7 41.6	39.9 33.5					
47.1	47.3	<0.1>	46.5	46.5					
22.5	21.7	0.9	26.0	20.6					
<1,636.5>	0.0	<1,636.5>	0.0	<1,061.7>					
1,332,547	1,138,659	193,888	60,521	974,773					
9,746,226	9,594,089	152,137	1,007,778	8,604,614					
2,199,512	2,227,421	27,909	292,874	1,933,295					
18,175	0	<18,175>	9,031	63,644					
1,760,808	1,662,706	<98,102>	234,949	1,646,430					
3,978,495 14.7	3,890,127 14.5	<88,368> <0.2>	536,854 19.1	3,643,369 14.4					
1.00	1110	10127	1911	1					
1,063,308	1,077,111	13,803	148,797	899,299					
98,705	63,593	<35,112>	5,923	85,712					
50,078 108	57,144 168	7,066 60	7,576 20	54,854 111					
29,920	31,450	1,530	14,412	25,994					
2,093	2,450	357	299	2,093					
39,526	25,810	<13,716>	4,769	26,883					
181,767 4,828	177,593 5,190	<4,174> 362	12,855	169,959 9,058					
<41>	5,190	41	4,942 0	<21>					
168,719	160,736	<7,983>	13,054	147,050					
<54,094>	<58,250>	<4,156>	<48,025>	<55,344>					
195,024	195,000	<24>	2,788	188,793					
18,290 519,255	16,875 511,993	<1,415> <7,262>	4,231 57,696	19,642 462,980					
5,500	0	<5,500>	<394>	3,782					
11,014	364	<10,650>	3,122	17,013					
6,078	0	<6,078>	0	11,427					
2,127 1,134	2,250 700	123 <434>	404 0	1,822 662					
59,879	59,962	83	7,578	57,027					
27,328	0	<27,328>	0	41,311					
20,897	4,000	<16,897>	894	4,702					
93,496 1,967	93,200	<296> <1,967>	100 303	104,810 2,781					
1,967	0 9	<1,967> 9	303	2,781					
87,464	76,000	<11,464>	1,063	91,663					
2,634,370 6,612,865	2,503,348 6,393,475	<131,022> <219,390>	242,408 779,262	2,374,062 6,017,431					
0,012,000	د ۱۳٫۵٬۵۵	~210,0002	119,202	5,017,101					
3,133,361	3,200,614	<67,253>	228,516	2,587,183					
		Т							
429,535	387,358	<42,177>	45,656	343,906					
1,218,997	1,282,211	63,214	141,979	1,237,548					
712,804	798,550	85,746	93,285	751,926					
436,270 856,016	491,302 907,902	55,032 51,886	48,753 87,748	394,779 861,058					
764,173	907,902 747,566	<16,607>	92,732	684,959					
189,807	146,213	<43,594>	3,256	128,856					
344,008	387,471	43,463	48,503	344,906					
4,951,609	5,148,573	196,964	561,911	4,747,937					
<1,818,249>	<1,947,959>	129,710	<333,395>	<2,160,754>					

UCLA RESTAURANTS INCOME STATEMENT

FEB.	07(01/28/24-02/2	4/24)]		FISCAL YEAR 23-2	4	FISCAL Y	EAR 22-23
	CURRENT MONTH	VARIANCE		YTD 7 ACTUAL	MO(07/30/23-02/	/24/24) VARIANCE	LAST YEA MONTH	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
602,017	379,474	222,543	CENTRAL DIVISION	2,903,743	1,975,794	927,949	339,117	1,654,468
283,045 334,325	295,093 328,528	<12,048> 5,797	NORTH CAMPUS DIVISION SOUTH DIVISION	1,455,444 1,816,967	1,463,969 1,814,600	<8,525> 2,367	258,018 236,835	982,302 1,163,085
386,510	395,992	<9,482>	LU VALLE DIVISION	1,767,328	2,081,281	<313,953>	288,260	1,381,119
126,200 395,541	161,387 479,687	<35,187> <84,146>	COOPERAGE DIVISION SPECIAL EVENTS DIVISION	644,455 1,667,127	830,829 2,145,072	<186,374> <477,945>	122,122 323,297	623,471 1,472,700
2,127,638	2,040,161	87,477	TOTAL SALES	10,255,063	10,311,545	<56,482>	1,567,649	7,277,145
710 501	600.000	-20,400-	Lana Cast of Calas	2 517 650	2 (07 210	00 551	FF0 700	2 504 110
718,501 33.8	698,002 34.2	<20,499>	Less: Cost of Sales COST OF SALES %	3,517,659 34.3	3,607,210 35.0	89,551 0.7	550,738 35.1	2,584,119 35.5
1,409,138	1,342,159	66,979	GROSS MARGIN	6,737,405	6,704,335	33,070	1,016,911	4,693,026
66.2	65.8	0.4	GROSS MARGIN %	65.7	65.0	0.7	64.9	64.5
64.7	65.5	<0.8>	CENTRAL DIVISION	64.3	65.3	<1.0>	64.7	63.9
64.7	65.7	<1.1>	NORTH CAMPUS DIVISION	66.1	65.2	0.9	64.0	65.2
69.1 66.5	68.2 65.0	0.8 1.5	SOUTH DIVISION LU VALLE DIVISION	68.8 64.5	68.0 64.1	0.8 0.4	65.3 62.2	69.2 61.9
66.8	67.1	<0.3>	COOPERAGE DIVISION	64.2	66.3	<2.1>	66.8	64.3
67.2	64.7	2.5	SPECIAL EVENTS DIVISION	66.4	62.7	3.7	68.6	65.0
372,662	298,773	73,889	OTHER INCOME	2,056,105	1,577,407	478,698	271,520	1,552,288
1,781,800	1,640,932	140,868	GROSS MARGIN/OTHER	8,793,509	8,281,742	511,767	1,288,431	6,245,314
			Less: Controllable Exp					
			Less. controllable Exp					
361,825	376,429	14,604	Career Wages	2,550,019	2,613,832	63,813	352,483	2,462,758
0 491,882	0 437,981	0 <53,901>	Limited Appointment Student Wages	0 2,548,387	0 2,567,001	0 18,614	0 400,125	0 2,143,104
<65,348>	<59,044>	6,304	Labor Recharge	<375,604>	<338,805>	36,799	<56,934>	<311,607>
788,359	755,366	<32,993>	TOTAL WAGES	4,722,802	4,842,028	119,226	695,674	4,294,255
37.1	37.0	<0.0>	WAGE % TO SALES	46.1	47.0	0.9	44.4	59.0
186,806	183,164	<3,642>	Employee Benefits	1,260,441	1,298,043	37,602	191,427	1,199,414
3,829	1,280	<2,549>	Office Supplies	18,512	12,141	<6,371>	2,201	14,193
2,365 0	2,893 0	528 0	Telephone Postage	17,350 0	20,326 0	2,976 0	3,086 0	19,408 0
0	0	0	Trav/Trips/Conference	347	0	<347>	0	0
1,500	2,000	500	Training Programs	12,103	14,000 0	1,898	762	10,501
0 93,339	0 88,264	0 <5,075>	Operating Supplies Paper	0 454,280	458,661	0 4,381	0 63,249	139 334,504
4.4	4.3	<0.1>	Paper % To Sales	4.4	4.5	0.0	4.0	4.6
7,833	7,765	<68>	Cleaning Supplies	45,163	52,588	7,425	4,951	38,009
0 <9,426>	0 <10,000>	0 <574>	Freight Out Purchasing Rebates	0 <61,193>	0 <68,500>	0 <7,307>	0 <9,462>	0 <60,642>
5,130	4,300	<830>	Replacements	39,394	27,325	<12,069>	7,510	35,798
4,184	5,623	1,439	Laundry	31,387	35,190	3,803	6,675	33,727
2,310 10,091	2,611 3,845	301 <6,246>	Uniforms Advertising	22,871 31,421	15,716 28,555	<7,155> <2,866>	1,442 1,027	20,141 26,447
0	0	0	Vendor Adv. Allowance	0	0	0	0	0
0	500	500	Menu Development	0	3,500	3,500	0	0
0 14,973	0 5,663	0 <9,310>	Dorm Coupons Expense Repairs & Maintenance	0 97,993	0 42,441	0 <55,552>	0 9,668	0 69,480
0	0	0	Repairs & Mtce-Equip	0	0	0	0	0
0	0	0	Air Conditioning-Maint	0	0	0	0	0
44,791	59,910	15,119	Rub Remvl/Hauling Bank Card Expense	247,186	293,522	46,336	41,586	212,136
0	0	0	Bruin One Card Exp	0	0	0	0	0
3,698 452	3,031 756	<667> 304	Sales Tax Expense Overs/Shorts	17,832 5,292	15,853 3,961	<1,979> <1,331>	2,663 4,538	12,413 13,213
15	0	<15>	Credit Card Adjustments	41	0	<41>	37	13,215
0	0	0	Insurance Expense	0	0	0	0	0
0	0 335	0 335	Rentals Rentals-Truck	312 0	0 2,085	<312> 2,085	208 9,002	553 9,002
3,882	3,882	<0>	Outside Press	26,294	26,794	500	4,374	8,180
405	240		Taxes & Licenses	5,114	2,080	<3,034>	238	2,557
0 390	0 1,500	0 1,110	Professional Services Temp Agency Service	750 22,703	1,000 13,000	250 <9,703>	0	660 38,638
44,931	53,097	8,166	Commission Expense	168,193	215,327	47,134	51,354	219,201
0	0	0	Prior Period Adj	0	0	0	0	0
0	0	0	Gain/Loss on Disp F/A COVID-19	0	0	0	0	0
0	0	0	UCLA Recharge Expense	0	0	0	0	0
421,497 1,209,857	420,659 1,176,025	<838>	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	2,463,788 7,186,590	2,513,608 7,355,636	49,820 169,046	396,537 1,092,210	2,257,806 6,552,061
	1,1,0,023	<30,002>	GROSS CONTRIBUTION TO	,,100,000	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		1,032,210	5,552,001
571,943	464,907	107,036	SVCS AND ENTERPRISES	1,606,919	926,106	680,813	196,221	<306,747>
			Less: Allocated Exp					
75,014	67,613		Allocated ExpHR	502,545	499,052	<3,493>	59,163	404,538
120,161 71,981	108,994 68,802		Allocated Exp. Fin Allocated ExpIS	566,513 334,964	550,278 343,782	<16,235> 8,818	91,152 59,890	438,223 268,440
44,968	41,423	<3,545>	Allocated Exp. Mktg	204,373	210,169	5,796	31,300	143,362
76,889	78,082	1,193	Allocated Exp Othr SA	398,621	389,789	<8,832>	56,336	303,633
85,547 30,509	89,531 17,076	3,984 <13,433>	Maintenance Utilities	666,021 165,431	647,787 127,406	<18,234> <38,025>	80,557 2,829	595,034 111,939
46,574	57,837	11,263	Depreciation	338,281	404,859	66,578	46,419	335,009
551,643	529,358	<22,285>	TOTAL ALLOCATED EXP	3,176,748	3,173,122	<3,626>	427,645	2,600,178
20,300	<64,451>	84,751	NET REVENUE	<1,569,829>	<2,247,016>	677,187	<231,424>	<2,906,925>
0	0	0	Allocated-Svs and Ent	0	0	0	0	0
0	0	0	TOTAL OTHER	0	0	0	0	0
20,300	<64,451>	84,751	NET INCOME (LOSS)	<1,569,829>	<2,247,016>	677,187	<231,424>	<2,906,925>
212.474	214 027	.1	TOTAL CUSTOMED COUNT	1 (25.24)	1 500 505	22 704	371 400	1 310 005
313,174 96,268	314,837 99,475	<1,663> <3,207>	TOTAL CUSTOMER COUNT 3RD PARTY CUST COUNT	1,625,349 547,675	1,592,565 507,054	32,784 40,621	271,199 91,996	1,318,095 487,538
216,906	215,362	1,544	ASUCLA CUSTOMER COUNT	1,077,674	1,085,511	<7,837>	179,203	830,557
10.11	0.34	0.77	TOTAL AVERAGE CHECK	9.78	9.28	0.50	9.07	9.04
10.11 12.19	9.34 11.46	0.77	3RD PARTY AVG CHECK	9.78	9.28	0.50 0.55	9.07	9.04
9.18	8.36	0.82	ASUCLA AVERAGE CHECK	8.63	8.24	0.39	8.12	7.85
33,814	29,898	<2 01F>	EMPLOYEE HOURS	182,897	185,425	2,528	29,352	168,162
63.09	68.24		SALES/LABOR HOUR	56.10	55.61	2,528	53.57	43.30
				•	•			
ASUCLA Finance	Office 02/24							

ASUCLA Finance Office 03/24

LICENSING & SERVICES INCOME STATEMENT

8,900 9,300 <400> TOTAL SALES 55,290 59,400 <4,110> 8,320 54,750 131 0 <131> (10) <131> (10) <131 (10) <131 (10) <131 (10) <131 (10) <131 (10) <131 (10) <131 (10) <131 (10) <131 (10) <131 (10) <132 (10) <132 (10) <132 (10) <10 <10 <10 <10 <100 <10 <100 <10 <100 <10 <10 <10 <10 <10 <10 <100 <10 <100 <10 <100 <10 <100 <10 <10 <100 <10 <100 <100 <10 <100 <10 <100 <100 <10 <100 <10 <100 <10 <10 <10 <10 <10 <10 <10 <10 <10 <10 <10 <10 10 10		FEB. 07(01/28/24-02/24/24)		[ISCAL YEAR 23-2		FISCAL YEAR 22-23		
8.900 9.300 - - - 55,290 59,400 4,110 8,320 54,750 1.31 0 -	C	URRENT MONTH			YTD 7 I	MO(07/30/23-02/	/24/24)	LAST YEAF	R ACTUAL	
8,900 9,300 <400> TOTAL SALES 55,290 59,400 <4,110> 8,320 54,750 131 0 <131> (10) <131> (10) <131	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
8,900 9,300 <400> TOTAL SALES 55,290 59,400 <4,110> 8,320 54,750 131 0 <131> (10) <131> (10) <131										
131 0 <132 Less: Cost of Sales 261 0 <261>// 0 6666 87.69 9,300 <332			<400>	PHOTOGRAPHY		59,400	<4,110>	8,320	54,750	
8,79 9,900 <331 GROSS MARGIN 55.029 99,400 <4.371> 8.320 94,905 99,5 100.0 <1.55	8,900	9,300	<400>	TOTAL SALES	55,290	59,400	<4,110>	8,320	54,750	
8,79 9,900 <331 GROSS MARGIN 55.029 99,400 <4.371> 8.320 94,905 99,5 100.0 <1.55										
98.5 100.0 <1.5.5 GROSS MARCIN % 99.5 100.0 <0.5.5 100.0 98.8 98.5 100.0 <1.5.5		0	<131>	Less: Cost of Sales		0		0	666	
98.5 100.0 <1.5.9 HOTOGRAPHY 99.5 100.0 <0.5.5 100.0 99.0 462,231 611,417 <149,165	8,769	9,300	<531>	GROSS MARGIN	55,029	59,400	<4,371>	8,320	54,084	
462,231 611,417 <149,165 RADEMARKS AND LICENSING (2,727,066 2,727,066 3,079,087 <2352,021> 661,547 2,878,966 138,749 19,240 0 SPONSORSHIPS (3,468) 3,0460 10,902> 126,015 990,313 -11,902> 126,015 990,213 -11,902> 126,015 990,213 -11,902> 126,015 990,213 -11,902> 126,015 990,213 -11,902> 126,015 990,214 131,732 980,233 -11,912> 126,015 990,214 146,803 131,732 980,233 -11,612> 179,945 980,604 401,654 663,531 -611,161> 179,945 832,646 4,016,5738 45,667 50,062 4,395 Career Wages 305,383 350,425 450,917 39,706 279,925 513.1 54,813 0 <	98.5	100.0	<1.5>	GROSS MARGIN %	99.5	100.0	<0.5>	100.0	98.8	
462,231 611,417 <149,165 RADEMARKS AND LICENSING (2,727,066 2,727,066 3,079,087 <2352,021> 661,547 2,878,966 138,749 19,240 0 SPONSORSHIPS (3,468) 3,0460 10,902> 126,015 990,313 -11,902> 126,015 990,213 -11,902> 126,015 990,213 -11,902> 126,015 990,213 -11,902> 126,015 990,213 -11,902> 126,015 990,214 131,732 980,233 -11,912> 126,015 990,214 146,803 131,732 980,233 -11,612> 179,945 980,604 401,654 663,531 -611,161> 179,945 832,646 4,016,5738 45,667 50,062 4,395 Career Wages 305,383 350,425 450,917 39,706 279,925 513.1 54,813 0 <										
135,74 144,464 <7,730-	98.5	100.0	<1.5>	PHOTOGRAPHY	99.5	100.0	<0.5>	100.0	99.0	
135,74 144,464 <7,730-										
13,240 19,240 0 SPONSORSHIPS 134,680 134,680 134,680 0 18,819 131,732 16,949 99,333 <220,799	462,231	611,417	<149,186>	TRADEMARKS AND LICENSING	2,727,066	3,079,087	<352,021>	661,547	2,878,968	
16.490 99.333 <82.843-s MARKETING VENTURES 84.170 693.311 <611.161-s 17.945 99.036 634.095 874.494 239.795-014E NICOME 3.979.076 4.959.311 <970.648	136,734	144,464	<7,730>	LEASED OPS	978,131	990,033	<11,902>	126,015	902,918	
634,695 874,454	19,240	19,240	0	SPONSORSHIPS	134,680	134,680	0	18,819	131,732	
634,695 874,454 <239,795 CTHER INCOME 3.924,047 4.896,131 <975,084 824,326 4.015,657 643,646 883,754 <240,290	16,490	99,333	<82,843>	MARKETING VENTURES	84,170	695,331	<611,161>	17,945	98,036	
45,667 50,062 4,395 Career Wages 305,383 350,425 45,042 39,706 279,925 45,667 50,895 5,228 101AL WAGES 305,383 336,255 5,831 0 0 279,925 5131 547.3 34.2 WAGE % TO SALES 305,383 336,255 50,873 39,706 279,925 22,752 23,634 882 Employee Benefits 142,788 163,811 21,023 16,994 126,707 13 350 337 Office Supplies 2,500 2,400 678 392 3,036 40 90 50 Postage 1,111 690 <421> 0 398 2,303 2,500 2,500 Hembership Frees 640 2,500 1,900 0 0 1,133 1,31,175 0 1,326 0 1,134 13,175 0 1,326 0 1,134 13,175 0 5,237 1,900 0 0 1,250 1,		874,454	<239,759>	OTHER INCOME	3,924,047	4,899,131		824,326	4,011,654	
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19,792 29,503 9,711 Allocated Exp Othr SA 125,534 164,479 38,945 25,505 141,169 43,890 45,937 2,047 Maintenance 341,700 332,370 <9,330> 41,452 306,181 15,653 8,760 <6,893> Utilities 84,874 65,362 <19,512> 1,456 57,599 852 6,256 5,404 Depreciation 10,335 43,792 33,457 1,469 10,404 143,718 175,282 31,564 TOTAL ALLOCATED EXP 932,213 1,096,936 164,723 153,045 925,185									124,742	
43,890 45,937 2,047 Maintenance 341,700 332,370 <9,330> 41,452 306,181 15,653 8,760 <6,893> Utilities 84,874 65,362 <19,512> 1,456 57,599 852 6,256 5,404 Depreciation 10,335 43,792 33,457 1,469 10,404 143,718 175,282 31,564 TOTAL ALLOCATED EXP 932,213 1,096,936 164,723 153,045 925,185										
15,653 8,760 <6,893> Utilities 84,874 65,362 <19,512> 1,456 57,599 852 6,256 5,404 Depreciation 10,335 43,792 33,457 1,469 10,404 143,718 175,282 31,564 TOTAL ALLOCATED EXP 932,213 1,096,936 164,723 153,045 925,185								25,505	141,169	
852 6,256 5,404 Depreciation 10,335 43,792 33,457 1,469 10,404 143,718 175,282 31,564 TOTAL ALLOCATED EXP 932,213 1,096,936 164,723 153,045 925,185	43,890	45,937	2,047	Maintenance	341,700	332,370	<9,330>	41,452	306,181	
143,718 175,282 31,564 TOTAL ALLOCATED EXP 932,213 1,096,936 164,723 153,045 925,185	15,653								57,599	
	852	6,256	5,404	Depreciation	10,335	43,792	33,457	1,469	10,404	
230,339 381,394 <151,055> NET INCOME (LOSS) 1,313,943 1,800,409 <486,466> 342,270 1,379,049	143,718	175,282	31,564	TOTAL ALLOCATED EXP	932,213	1,096,936	164,723	153,045	925,185	
230,339 381,394 <151,055> NET INCOME (LOSS) 1,313,943 1,800,409 <486,466> 342,270 1,379,049										
	230,339	381,394	<151,055>	NET INCOME (LOSS)	1,313,943	1,800,409	<486,466>	342,270	1,379,049	

UCLA STUDENT UNION INCOME STATEMENT

)7(01/28/24-02/2		l F
			· –
ACTUAL	BUDGET	VARIANCE	· -
28,241	31,010	~2 760>	EVENT SERVICES OFFICE
15,862	14,182	1,680	AU POST OFFICE
44,103	45,192		TOTAL SALES
11,105	13,152	1,0057	
16,900	13,870	<3.030>	AU Post Office Cost
7,554	7,398		Facilities Costs
24,454	21,268		Less: Cost of Sales
55.5	47.1		COST OF SALES %
19,649	23,924	<4,275>	GROSS MARGIN
44.6	52.9	<8.4>	GROSS MARGIN %
			1 6
73.3	76.1	<2.9>	EVENT SERVICES OFFICE
<6.5>	2.2	<8.7>	AU POST OFFICE
0	170,000	<170,000>	STRATEGIC FUNDING
0	0	0	STUDENT UNION OPS
0	800		EVENT SERVICES OFFICE
36,833	43,807		STUDENT PROGRAMMING
0	2,678	1	AU POST OFFICE
36,833	217,285		OTHER INCOME
56,482	241,209	<184,/2/>	GROSS MARGIN/OTHER
			Lease Controllable Fun
			Less: Controllable Exp
F1 066	F4 F62	2 506	Caraar Wagaa
51,966 829	54,562 0	2,596	Career Wages Limited Appointment
	25,257		Student Wages
25,316 78,111	79,819	1,708	TOTAL WAGES
177.1	176.6	<0.5>	
177.1	170.0	(0.57	WAGE NOTO SALES
60.3	57.1	<3.1>	EVENT SERVICES OFFICE
	07.12		
27,954	26,170	<1,784>	Employee Benefits
1,959	625		Office Supplies
2,707	3,235	528	Telephone
1,499	2,200	701	Trav/Trips/Conference
143	250	107	Student Comm Art
450	850	400	Training Programs
7,701	5,439	<2,262>	Annual ASUCLA Events
30,018	28,475	<1,543>	Student Event Exp
<1>	100	101	Operating Supplies
0	0	0	Uniforms
0	249	249	Advertising
0	180	180	Business Promotion
2,780	4,150	1,370	Repairs & Maintenance
608	1,221	613	Bank Card Expense
0	150	150	Overs/Shorts
0	0	0	Professional Services
0	0	0	Student Support Svcs
15,417	15,417	0	Interaction Fund
14,262	16,779	2,517	STUDENT UNION EVENT F
105,498	105,490	<8>	TOTAL OTHER CONTROL.
183,609	185,309	1,700	TOTAL CONTROLLABLE EXP
-137 136		~102 076-	GROSS CONTRIBUTION TO
<127,126>	55,900	<183,026>	SVCS AND ENTERPRISES
			Less: Allocated Exp
			Less. Anotated Exp
7,432	7,145	<2875	Allocated ExpHR
3,657	11,471	7,814	Allocated Exp. Fin
2,330	7,721	5,391	Allocated ExpIS
1,456	4,649	3,193	Allocated Exp. Mktg
2,489	8,762	6,273	Allocated Exp Othr SA
53,982	56,492	2,510	Maintenance
19,252	10,775	<8,477>	
17,061	23,556	6,495	Depreciation
107,658	130,571	22,913	TOTAL ALLOCATED EXP
			1 F
<234,785>	<74,671>	<160,114>	NET INCOME (LOSS)
			. E

E	ISCAL YEAR 23-2	FISCAL YEAR 22-23				
	MO(07/30/23-02,		LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE	MONTH	YTD		
387,801	353,264	34,537	20,814	322,030		
72,399	104,920	<32,521>	16,034	89,092		
460,200	458,184	2,016	36,848	411,122		
,	,	_,	,			
71,249	102,612	31,363	15,516	87,376		
100,360	87,153	<13,207>	4,019	80,099		
171,609	189,765	18,156	19,535	167,475		
37.3	41.4	4.1	53.0	40.7		
288,591	268,419	20,172	17,313	243,647		
62.7	58.6	4.1	47.0	59.3		
02.7	50.0	4.1	47.0	59.5		
74.1	75.2	(1.2)	00.7	75.1		
74.1	75.3	<1.2>	80.7	75.1		
1.6	2.2	<0.6>	3.2	1.9		
		2 0 0 5 0 40	44,400	42,422		
3,745,040	880,000	2,865,040	11,433	43,433		
0	0	0	0	35,000		
8,263	4,925	3,338	885	9,653		
219,189	155,620	63,569	35,961	179,684		
10,346	19,739	<9,393>	3,041	16,852		
3,982,839	1,060,284	2,922,555	51,319	284,621		
4,271,430	1,328,703	2,942,727	68,632	528,268		
, , ,	,,	,- ,		,		
316,293	381,934	65,641	31,644	230,457		
38,632	13,200	<25,432>	8,400	30,975		
150,738	164,128	13,390	25,154	154,703		
505,662	559,262	53,600	65,198	416,135		
109.9	122.1	12.2	176.9	101.2		
33.9	34.6	0.7	79.8	35.6		
163,192	183,241	20,049	16,982	111,686		
9,757	7,749	<2,008>	1,654	11,025		
16,188	22,645	6,457	2,084	17,013		
4,899	6,775	1,876	752	2,452		
888	714	<174>	250	250		
7,361	6,200	<1,161>	250	7,286		
	-					
75,383	52,294	<23,089>	2,074	54,113		
150,459	97,421	<53,038>	18,642	103,800		
174	300	126	0	703		
500	2,450	1,950	0	1,200		
2,218	4,772	2,554	0	1,298		
1,117	1,260	143	181	1,246		
18,559	28,436	9,877	2,184	20,249		
2,991	6,574	3,583	547	3,367		
<127>	1,050	1,177	<40>	<106>		
99,910	1,050	<99,910>	0	0		
3,374	3,360	<14>	0	0		
		<14>		80,939		
107,919	107,919		11,563			
60,727	71,148	10,421	11,433	52,012		
725,488	604,308	<121,180>	68,306 133 504	468,531		
1,231,150	1,163,570	<67,580>	133,504	884,666		
3 040 200	165 100	7 07E 1 47	<64,872>	~2E6 200-		
3,040,280	165,133	2,875,147	<04,072>	<356,398>		
-						
54,775	58,743	3,968	5,545	39,538		
163,070	66,162	<96,908>	4,077	32,438		
100,127	43,797	<56,330>	2,871	20,925		
57,602	26,763	<30,839>	1,500	11,054		
117,038	49,786	<67,252>	2,701	23,762		
420,271	408,738	<11,533>	50,627	373,953		
104,390	80,392	<23,998>	1,778	70,349		
135,146	164,892	29,746	18,652	146,887		
1,152,419	899,273	<253,146>	87,750	718,905		
1,132,419	033,213	<233,140>	07,750	/ 10,903		
1,887,861	<734,140>	2,622,001	<152,622>	<1,075,303>		
1,007,001		2,022,001	~152,022>	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~		

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

)7(01/28/24-02/2			FISCAL YEAR 23-24 YTD 7 MO(07/30/23-02/24/24)		FISCAL YEAR 22-23 LAST YEAR ACTUAL		
	CURRENT MONTH				(1 1 1	. ,		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
440,075	459,774	19,699	Career Wages	3,089,530	3,217,567	128,037	404,606	2,781,434
0	850	850	Limited Appointment	105,238	6,685	<98,553>	7,284	85,357
40,129	42,011	1,882	Student Wages	247,159	307,417	60,258	36,786	231,578
480,204	502,635	22,431	TOTAL WAGES	3,441,928	3,531,669	89,742	448,675	3,098,369
7.6	7.7	0.2	WAGE % TO TOTAL SALES	7.0	7.6	0.6	8.0	7.8
250	0	<250>	Emp Awards, Profess.	16,100	15,515	<585>	0	10,102
1,521	500		Emp Awards, Students	16,155	3,500	<12,655>	2,451	7,030
228,565	219,564		Employee Benefits	1,464,403	1,533,534	69,131	202,746	1,291,824
6,453	6,356		Office Supplies	46,249	58,180	11,931	7,785	47,895
5,401	6,088	687	Telephone	39,353	43,763	4,410	6,147	42,370
430	694	264	Postage	2,963	3,340	377	551	3,075
775	4,297	3,522	Trav/Trips/Conference	18,642	50,428	31,786	2,052	13,838
530	206		BUSINESS RELATIONS	8,907	1,656	<7,251>	611	2,019
1,305 12,701	2,000 5,305	695	Employee Relations Training Programs	67,348 36,069	34,000	<33,348>	2,854 388	36,409
12,701					37,329 9,226	1,260	388 975	31,206 8,831
472	1,318 1,000	1,318 528	Fingerprinting Recruitment	2,925 66,700	9,226 56,000	6,301 <10,700>	1,210	21,088
472	500	520	Membership Fees	00,700	2,557	2,557	1,210	1,997
153	200	47	Periodical Subscription	5,091	3,625	<1,466>	29	2,756
427	600	173	Operating Supplies	5,341	4,200	<1,141>	214	3,620
0	000	0	Training Courses	0	203	203	0	197
807	500		Uniforms	3,354	3,500	146	317	2,436
25	<200>	<225>		<597>	<1,217>	<620>	2,280	1,959
84	206	122	Security Equipment	1,735	1,442	<293>	204	2,718
2,672	2,600	<72>		19,420	18,200	<1,220>	2,346	18,495
2,985	7,339	4,354	Advertising	29,865	51,369	21,504	864	21,035
5,655	10,249	4,594	Repairs & Maintenance	49,188	56,963	7,775	5,385	47,978
3,811	6,285	2,474	Repair-Mtce Computer	23,098	43,995	20,897	1,137	14,274
8,582	16,239	7,657	Repairs & Mtce-Equip	81,513	113,673	32,160	14,821	81,821
443	196	<247>	Printing	780	1,368	588	0	0
3,500	3,500	0	Bruin One Card Exp	27,175	27,175	0	2,600	23,220
2	42	40	Overs/Shorts	<297>	294	591	3	16
53,795	48,000	<5,795>	Insurance Expense	376,568	336,000	<40,568>	41,693	292,403
30,882	18,334	<12,548>	Professional Services	179,464	128,337	<51,127>	20,910	154,019
1,301	1,302	1	Legal	9,107	9,113	6	1,264	8,847
8,974	8,974	0	External Audit	90,380	90,380	0	8,288	87,813
2,623	2,000	<623>	1 5 /	13,094	10,500	<2,594>	2,622	36,205
4,195	10,000	5,805	Internal Audit	64,195	70,000	5,805	6,366	58,871
0	0	0	Tax Consulting	4,453	4,453	0	0	4,323
0	0	0	PROFESSIONAL FEES PCI	0	6,953	6,953	7,429	7,429
47,186	42,262	<4,924>		331,687	295,834	<35,853>	41,692	270,173
18,502 3,023	13,500 5,000	•	Board of Directors	117,041	91,000	<26,041>	14,978	98,093
			Special Projects	13,397	25,500	12,103 425	3,442	13,425
3,764 5,366	3,662 5,356		Misc. Bank Charges Armored Carrier Expense	23,573 38,075	23,998 40,273	2,198	3,417 4,657	22,653 35,854
25,000	25,000		UC PATH CHARGES	175,000	40,273	2,198	4,657	123,166
4,999	4,999		Student Med Supp Fund	34,775	34,776	1	4,854	33,763
8,654	8,654	0	UCLA Recharge Expense	60,578	60,578	0	8,402	58,814
210	1,500		Special Events	8,122	12,500	4,378	95	11,334
506,022	494,127	1	TOTAL OTHER CONTROL.	3,570,988	3,589,013	18,025	445,829	3,055,393
986,227	996,762	10,535	TOTAL CONTROLLABLE EXP	7,012,915	7,120,682	107,767	894,503	6,153,761
		20,000		.,,	.,0,00_			-,,
			Less: Allocated Exp					
			· ·					
22,825	23,822	997	Maintenance	177,703	172,375	<5,328>	22,121	163,399
8,140	4,557	<3,583>	Utilities	44,139	34,001	<10,138>	777	30,739
25,589	31,215	5,626	Depreciation	181,169	218,505	37,336	21,281	158,119
56,555	59,594	3,039	TOTAL ALLOCATED EXP	403,011	424,881	21,870	44,179	352,257
1,042,782	1,056,356	13,574	NET EXPENSE	7,415,926	7,545,563	129,637	938,683	6,506,018
<936,489>	<950,768>	<14,279>	Allocated-Svs and Ent	<6,648,554>	<6,761,056>	<112,502>	<840,624>	<5,826,130>
<54,638>	<54,638>	0	Allocated-USAC	<410,372>	<410,372>	0	<50,253>	<345,599>
<4,809>	<4,809>	0	Allocated-GSA	<36,763>	<36,763>	0	<4,373>	<37,225>
<46,846>	<46,141>	705	Allocated-Comm Board	<320,237>	<337,372>	<17,135>	<43,433>	<297,064>
<1,042,782>	<1,056,356>	<13,574>	TOTAL OTHER	<7,415,926>	<7,545,563>	<129,637>	<938,683>	<6,506,018>
<0>	0	0	TOTAL EXPENSE	0	0	<0>	0	0
<u></u>	U	U	I U IAL LAFENJE	U	U	<u></u>	U	U

FACILITIES EXPENSE STATEMENT

FEB. 0	FEB. 07(01/28/24-02/24/24)]		ISCAL YEAR 23-2		FISCAL YEAR 22-23	
(CURRENT MONTH			YTD 7	MO(07/30/23-02/	24/24)	LAST YEAF	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
165,754	165,175	<579>	Career Wages	1,234,275	1,218,429	<15,846>	151,726	1,174,853
1,236	8,167	6,931	Limited Appointment	10,689	58,675	47,986	48	5,806
1,329	1,432	103	Student Wages	10,563	10,738	175	696	3,228
0	<760>	<760>	Labor Recharge	<16,016>	<5,385>	10,631	<130>	<11,691>
<10,729>	<10,427>	302	Billed Labor Costs	<80,989>	<72,599>	8,390	<9,547>	<74,610>
<3,203>	<3,000>	203	Capitalized Wages	<22,635>	<21,000>	1,635	<237>	<2,903>
154,387	160,587	6,200	TOTAL WAGES	1,135,887	1,188,858	52,971	142,556	1,094,683
91,171	96,617	5,446	Employee Benefits	711,090	713,715	2,625	90,146	674,611
148	290	142	Office Supplies	3,342	2,180	<1,162>	139	3,341
721	995	274	Telephone	5,957	6,965	1,008	772	6,110
160	0	<160>	Trav/Trips/Conference	4,040	8,500	4,460	0	4,216
0	250	250	Training Programs	0	750	750	0	0
9,102	5,550	<3,552>		47,728	38,850	<8,878>	7,404	49,791
20.6	12.3	<8.4>	Paper % To Sales	10.4	8.5	<1.9>	20.1	12.1
4,769	3,420	<1,349>	Cleaning Supplies	21,118	23,940	2,822	2,990	22,495
1,018	1,600	582	Replacements	6,397	11,425	5,028	1,805	11,387
1,534	505	<1,029>	Laundry	4,607	6,605	1,998	405	3,380
29,250	25,900	<3,350>	Repairs & Maintenance	176,544	192,300	15,756	28,113	173,046
<10,782>	5,150	15,932	Repairs & Mtce-Elevator	50,069	36,050	<14,019>	3,636	33,401
450	300	<150>	Repairs & Mtce-Equip	2,238	2,100	<138>	0	1,608
306	2,400	2,094	Painting Program	1,338	6,800	5,462	108	4,207
200	1,500	1,300	Incidental Proj Exp	2,273	4,500	2,227	2,790	<173>
1,311	3,000	1,689	Air Conditioning-Maint	34,459	31,550	<2,909>	5,743	32,273
10,711	12,270	1,559	Rub Remvl/Hauling	81,181	80,180	<1,001>	11,048	59,333
3,483	3,550	67	Rodent & Pest Control	24,171	24,950	779	3,213	16,607
835	5,090	4,255	Rentals-Truck	9,176	9,130	<46>	3,719	14,166
0	<34,542>	<34,542>	UCLA Cost Sharing	0	<250,880>	<250,880>	<24,455>	<133,566>
144,388	133,845	<10,543>	TOTAL OTHER CONTROL.	1,185,728	949,610	<236,118>	137,577	976,234
298,775	294,432	<4,343>	TOTAL CONTROLLABLE EXP	2,321,615	2,138,468	<183,147>	280,132	2,070,917
			Less: Allocated Exp					
28,746	46,763	18,017	Depreciation	217,980	327,341	109,361	28,706	205,703
28,746	46,763	18,017	TOTAL ALLOCATED EXP	217,980	327,341	109,361	28,706	205,703
327,521	341,195	13,674	NET EXPENSE	2,539,595	2,465,809	<73,786>	308,838	2,276,620
<281,572>	<295,301>	<13.729>	Allocated-Svs and Ent	<2,192,164>	<2,136,461>	55,703	<265,367>	<1,960,126>
<9,609>	<9,609>	0	Allocated-USAC	<67,269>	<67,269>	0	<8,585>	<60,095>
<3,517>	<3,517>	0	Allocated-GSA	<24,622>	<24,622>	ů 0	<3,322>	<23,254>
<9,998>	<8,946>	1,052	Allocated-Comm Board	<77,837>	<65,082>	12,755	<9,442>	<69,746>
<22,825>	<23,822>	,	Allocated-A & SS	<177,703>	<172,375>	5,328	<22,121>	<163,399>
<327,521>	<341,195>		TOTAL OTHER	<2,539,595>	<2,465,809>	73,786	<308,838>	<2,276,620>
0	0	,	TOTAL EXPENSE	<0>	0	0	0	0
0	U	U		<u></u>	U	U	U	0

UTILITIES EXPENSE STATEMENT

FEB. 07(01/28/24-02/24/24)			FISCAL YEAR 23-24			FISCAL YEAR 22-23		
CURRENT MONTH			YTD 7 MO(07/30/23-02/24/24)			LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
6,567	4,393	<2,174>	Chiller Water	114,684	100,678	<14,006>	<41,760>	73,712
74,852	44,954	<29,898>	Elec-Non Air Cond.	382,738	324,553	<58,185>	34,728	279,819
16,757	9,560	<7,197>	Water-Non Air Cond.	52,637	58,341	5,704	7,009	44,990
1,130	7,819	6,689	Steam-Non Air Cond.	6,148	34,969	28,821	6,603	25,886
15,747	6,671	<9,076>	Gas	72,270	37,561	<34,709>	15,798	41,668
0	0	0	Energy Management	0	<10,000>	<10,000>	0	<1,804>
0	<7,707>	<7,707>	UCLA Cost Sharing	0	<57,341>	<57,341>	<9,101>	<31,718>
115,053	65,690	<49,363>	TOTAL OTHER CONTROL.	628,477	488,761	<139,716>	13,277	432,553
115,053	65,690	<49,363>	TOTAL CONTROLLABLE EXP	628,477	488,761	<139,716>	13,277	432,553
<100,418>	<56,209>	44,209	Allocated-Svs and Ent	<544,501>	<419,373>	125,128	<9,318>	<368,743>
<2,144>	<2,144>	0	Allocated-USAC	<15,008>	<15,008>	0	<2,055>	<14,385>
<785>	<785>	0	Allocated-GSA	<5,491>	<5,491>	0	<795>	<5,565>
<3,566>	<1,995>	1,571	Allocated-Comm Board	<19,338>	<14,888>	4,450	<332>	<13,121>
<8,140>	<4,557>	3,583	Allocated-A & SS	<44,139>	<34,001>	10,138	<777>	<30,739>
<115,053>	<65,690>	49,363	TOTAL OTHER	<628,477>	<488,761>	139,716	<13,277>	<432,553>
0	0	<0>	TOTAL EXPENSE	0	0	0	0	0