ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

January (01/01/23 - 01/28/23)

Prepared

February 17, 2023

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		*	FY 2			23)	1/23 - 01/28/ Г МОЛТН	CURREN	JAN		
			LAST YE		NCE	VARIA			BUD		ACT
			LAUTIL		ACT/L		ACT/		000	UAL .	701
		%	\$	%	\$	%	\$	%	\$	%	\$
	GROSS INCOME										
	UCLA Store		2,252	32.5%	731	(1.9%)	(58)		3,041		2,983
	UCLA Restaurants		310	361.0%	1,119	(13.6%)	(224)		1,653		1,429
	Licensing & Services		460	(20.9%)	(96)	(20.0%)	(91)		455		364
	UCLA Student Union		45	75.6%	(30)	(82.0%)	(359)		438		79
	TOTAL		3,067	58.3%	1,788	(13.1%)	(732)		5,587		4,855
	GROSS MARGIN			Pts.		Pts.					
	UCLA Store	27.7%	624	8.7	462	4.3	110	32.1%	976	36.4%	1,086
	UCLA Restaurants	58.1%	180	12.5	829	0.1	(156)	70.5%	1,165	70.6%	1,009
	Licensing & Services	100.0%	460	0.0	(96)	0.2	(90)	99.8%	454	100.0%	364
	UCLA Student Union	80.0%	36	(9.1)	20	(23.2)	(356)	94.1%	412	70.9%	56
	TOTAL	42.4%	1,300	9.4	1,215	(2.0)	(492)	53.8%	3,007	51.8%	2,515
	WAGES & BENEFITS										
	UCLA Store	22.5%	506	2.3	(96)	0.2	19	20.4%	621	20.2%	602
	UCLA Restaurants	159.0%	493	105.8	(267)	(2.0)	87	51.2%	847	53.2%	760
	Licensing & Services	13.0%	60	1.2	17	4.0	29	15.8%	72	11.8%	43
	UCLA Student Union	104.4%	47	13.3	(25)	(69.4)	23	21.7%	95	91.1%	72
	TOTAL	36.1%	1,106	5.7	(371)	(1.1)	158	29.3%	1,635	30.4%	1,477
s	OTHER CONTROLLABLES										
0	UCLA Store	4.6%	104	0.4	(22)	(0.4)	(10)	3.8%	116	4.2%	126
	UCLA Restaurants	21.0%	65	9.5	(100)	(0.6)	16	10.9%	181	11.5%	165
	Licensing & Services	23.9%	110	(5.2)	(100)	2.1	36	31.2%	142	29.1%	106
	UCLA Student Union	44.4%	20	(11.3)	(24)	(45.4)	1	10.3%	45	55.7%	44
	TOTAL	9.7%	299	0.6	(142)	(0.4)	43	8.7%	484	9.1%	441
	CONTRIBUTION										
	UCLA Store	0.7%	15	11.3	343	4.1	119	7.9%	239	12.0%	358
	UCLA Restaurants	(122.3%)	(379)	128.2	463	(2.4)	(54)	8.3%	138	5.9%	84
	Licensing & Services	63.0%	290	(3.7)	(74)	6.6	(24)	52.7%	240	59.3%	216
	UCLA Student Union	(68.9%)	(31)	(7.0)	(29)	(138.0)	(332)	62.1%	272	(75.9%)	(60)
	TOTAL	(3.4%)	(105)	15.7	703	(3.6)	(291)	15.9%	889	12.3%	598
	ALLOCATED EXPENSES										
	Admin&Support Services	19.6%	601	4.5	(134)	(1.1)	47	14.0%	782	15.1%	735
	Facilities	7.7%	236	5.5	129	2.3	146	4.5%	253	2.2%	107
	Utilities	2.1%	63	0.9	4	(0.2)	(4)	1.0%	55	1.2%	59
	Depreciation	5.7%	174	2.1	(2)	0.0	26	3.6%	202	3.6%	176
	TOTAL	35.0%	1,074	12.8	(3)	0.9	215	23.1%	1,292	22.2%	1,077
	NET INCOME (LOSS)										
	FROM OPERATIONS	(38.4%)	(1,179)	28.5	700	(2.7)	(76)	(7.2%)	(403)	(9.9%)	(479)
	OTHER INC/(EXP)										
	Non-Recurrent Inc/(Exp)	0.4%	13	1.1	61	1.5	72	0.0%	2	1.5%	74
	Interest Income	0.2%	5	0.6	34	0.5	20	0.3%	19	0.8%	39
	Interest (Expense)	(0.6%)	(18)	0.3	4	0.0	0	(0.3%)	(14)	(0.3%)	(14)
	Income Taxes Student Union Fee Income	0.0% 8.4%	0 258	0.0 (2.9)	0 8	0.0 0.7	0	0.0% 4.8%	0 266	0.0% 5.5%	0 266
			258 258	(2.9) (0.9)	8 107	0.7 2.6	92	4.8% 4.9%	200 273	5.5% 7.5%	266 365
	NET INCOME (LOSS)		(921)	27.7	807	0.0	16	(2.3%)	(130)	(2.3%)	(114)
	INET INCOME (LUSS)	(30.0%)	(921)	21.1	807	0.0	10	(2.3%)	(130)	(2.3%)	(114)

		F	SCAL YEA	R 2022-2023	3			FY 2	1-22
				7/31/22 - 01/				*	•
ACT	UAL	BUD			VARI	ANCE		LAST YE	AR ACT
				ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%
23,452		23,446		6	0.0%	4,244	22.1%	19,208	
6,990		9,891		(2,901)	(29.3%)	2,908	71.2%	4,082	
3,234		3,552		(318)	(9.0%)	132	4.3%	3,102	
608		1,551		(943)	(60.8%)	(67)	(9.9%)	675	
34,284		38,440		(4,156)	(10.8%)	7,217	26.7%	27,067	
					Pts.		Pts.		
7.597	32.4%	7.750	33.1%	(153)	(0.7)	1.284	(0.5)	6.313	32.9%
4,957	70.9%	6,981	70.6%	(2,024)	0.3	2,157	2.3	2,800	68.6%
3,233	100.0%	3,548	99.9%	(315)	0.1	131	0.0	3,102	100.0%
460	75.7%	1,352	87.2%	(892)	(11.5)	(147)	(14.2)	607	89.9%
16,247	47.4%	19,631	51.1%	(3,384)	(3.7)	3,425	0.0	12,822	47.4%
3,857	16.4%	3,896	16.6%	39	0.2	(437)	1.4	3,420	17.8%
3,857	65.9%	5,082	51.4%	39 475	0.2 (14.5)	(437) (779)	27.9	3,420	93.8%
4,007	10.8%	430	12.1%	473	(14.3)	(779)	1.3	3,828	33.0 % 12.1%
446	73.4%	430 576	37.1%	130	(36.3)	(114)	(24.2)	332	49.2%
9.260	27.0%	9.984	26.0%	724	(00.0)	(1.304)	2.4	7.956	29.4%
0,200	2	0,001	201070		(,	(1,00.1)		.,	_0/0
			- 10/	(100)	(0.5)	(101)			
1,381	5.9%	1,255	5.4%	(126)	(0.5)	(131)	0.6	1,250	6.5%
853	12.2%	1,103	11.2%	250	(1.0)	(168)	4.6	685	16.8%
1,074 306	33.2% 50.3%	1,163 308	32.7% 19.9%	89 2	(0.5) (30.4)	9	1.7 (19.9)	1,083 205	34.9% 30.4%
3.614	50.5%	3.829	19.9%	∠ 215	(30.4) (0.5)	(101) (391)	(19.9)	3.223	<u> </u>
3,014	10.570	3,023	10.0 /6	215	(0.5)	(551)	1.4	3,223	11.370
				10.101					
2,359	10.1%	2,599	11.1%	(240)	(1.0)	716	1.5	1,643	8.6%
(503)	(7.2%)	796	8.0%	(1,299)	(15.2)	1,209	34.7	(1,712)	(41.9%)
1,809 (292)	55.9% (48.0%)	1,955 467	55.0% 30.1%	(146) (759)	0.9 (78.1)	166 (362)	2.9 (58.4)	1,643 70	53.0% 10.4%
(292) 3,373	(48.0%) 9.8%	5,817	30.1% 15.1%	(759)	(78.1)	(302) 1,729	(56.4)	1,644	6.1%
3,373	9.0%	5,017	15.1%	(2,444)	(5.3)	1,729	3.1	1,044	0.1%
4,677	13.6%	4,749	12.4%	72	(1.2)	(569)	1.6	4,108	15.2%
1,659	4.8%	1,621	4.2%	(38)	(0.6)	(64)	1.1	1,595	5.9%
389	1.1%	397	1.0%	8	(0.1)	(88)	0.0	301	1.1%
1,036	3.0%	1,213	3.2%	177	0.2	1	0.8	1,037	3.8%
7,761	22.6%	7,980	20.8%	219	(1.8)	(720)	3.4	7,041	26.0%
(4,388)	(12.8%)	(2,163)	(5.6%)	(2,225)	(7.2)	1,009	7.1	(5,397)	(19.9%)
97	0.3%	12	0.0%	85	0.3	16	0.0	81	0.3%
258	0.8%	106	0.3%	152	0.5	217	0.6	41	0.2%
(84)	(0.2%)	(84)	(0.2%)	0	0.0	24	0.2	(108)	(0.4%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
1,595	4.7%	1,595	4.1%	0	0.6	50	(1.0)	1,545	5.7%
1,866	5.4%	1,629	4.2%	237	1.2	307	(0.4)	1,559	5.8%
(2,522)	(7.4%)	(534)	(1.4%)	(1,988)	(6.0)	1,316	6.8	(3,838)	(14.2%)

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

		JAN	UARY (01/0	01/23 - 01/28	3/23)			FY 2	1-22]			F	ISCAL YEA	R 2022-202	3		
			CURREN	T MONTH				*	*				YTD 6 M	MONTHS (0	7/31/22 - 01	/28/23)		
AC	TUAL	BUD	GET		VARIA			LAST YE	EAR ACT		ACT	UAL	BUD	GET		VARIA		
					/BUD	ACT/L		•					•		ACT/		ACT/L	
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%
										GROSS INCOME								
2,983		3,041		(58)	(1.9%)	731	32.5%	2,252		UCLA Store	23,452		23,446		6	0.0%	4,244	22.19
1,429		1,653		(224)	(13.6%)	1,119	361.0%	310		UCLA Restaurants	6,990		9,891		(2,901)	(29.3%)	2,908	71.29
364		455		(91)	(20.0%)	(96)	(20.9%)	460		Licensing & Services	3,234		3,552		(318)	(9.0%)	132	4.3%
79 4,855		438 5,587		(359) (732)	(82.0%) (13.1%)	34 1.788	75.6% 58.3%	45 3,067		UCLA Student Union	608 34,284		1,551 38,440		(943) (4,156)	(60.8%) (10.8%)	(67) 7,217	(9.9% 26.7 %
4,000		5,567		(132)	, ,	1,700		3,007			34,204		30,440		(4,150)	. ,	7,217	
4 000	00.40/	070	00.40/	110	Pts.	100	Pts.	004	07 70/		7 507	00.40/	7 750	00.40/	(150)	Pts.	4 00 4	Pts.
1,086 1,009	36.4% 70.6%	976 1,165	32.1% 70.5%	110 (156)	4.3 0.1	462	8.7 12.5	624 180		UCLA Store UCLA Restaurants	7,597 4,957	32.4% 70.9%	7,750 6,981	33.1% 70.6%	(153) (2,024)	(0.7)	1,284 2,157	(0.
364	100.0%	454	70.5% 99.8%	(156) (90)	0.1	829 (96)	0.0	460		Licensing & Services	4,957	100.0%	3,548	70.6% 99.9%	(2,024) (315)	0.3 0.1	2,157	2. 0.
56	70.9%	412	94.1%	(356)	(23.2)	(30)	(9.1)	36		UCLA Student Union	460	75.7%	1,352	87.2%	(892)	(11.5)	(147)	(14.
2,515	51.8%	3,007	53.8%	(492)	(2.0)	1,215	9.4	1,300		TOTAL	16,247	47.4%	19,631	51.1%	(3,384)	(3.7)	3,425	0.
										TOTAL CONTROLLABLES								
728	24.4%	737	24.2%	9	(0.2)	(118)	2.7	610	27.1%	UCLA Store	5,238	22.3%	5,151	22.0%	(87)	(0.3)	(569)	2.
925	64.7%	1,027	62.1%	102	(2.6)	(366)	115.6	559		UCLA Restaurants	5,460	78.1%	6,185	62.5%	725	(15.6)	(948)	32.4
149	40.9%	214	47.0%	65	6.1	22	(3.7)	171	37.2%	Licensing & Services	1,424	44.0%	1,593	44.8%	169	0.8	35	3.
116	146.8%	140	32.0%	24	(114.8)	(49)	2.1	67		UCLA Student Union	751	123.5%	885	57.1%	134	(66.4)	(214)	(43.
1,918	39.5%	2,118	37.9%	200	(1.6)	(511)	6.4	1,407	45.9%	TOTAL	12,873	37.5%	13,814	35.9%	941	(1.6)	(1,696)	3.
										CONTRIBUTION								
358	12.0%	239	7.9%	119	4.1	343	11.3	15	0.7%	UCLA Store	2,359	10.1%	2,599	11.1%	(240)	(1.0)	716	1.
84	5.9%	138	8.3%	(54)	(2.4)	463	128.2	(379)		UCLA Restaurants	(503)	(7.2%)	796	8.0%	(1,299)	(15.2)	1,209	34.
216	59.3%	240	52.7%	(24)	6.6	(74)	(3.7)	290		Licensing & Services	1,809	55.9%	1,955	55.0%	(146)	0.9	166	2.
(60) 598	(75.9%) 12.3%	272 889	62.1% 15.9%	(332) (291)	(138.0) (3.6)	(29) 703	(7.0) 15.7	(31) (105)	. ,	UCLA Student Union TOTAL	(292) 3,373	(48.0%) 9.8%	467 5,817	30.1% 15.1%	(759) (2,444)	(78.1) (5.3)	(362) 1,729	(58.4 3.1
590	12.3%	009	15.9%	(291)	(3.0)	703	15.7	(105)	(3.4%)		3,373	9.0%	5,017	13.1%	(2,444)	(5.3)	1,729	з.
										ALLOCATED EXPENSES								
567	19.0%	601	19.8%	34	0.8	43	8.1	610		UCLA Store	4,185	17.8%	3,943	16.8%	(242)	(1.0)	(308)	2.
356 82	24.9% 22.5%	430 114	26.0% 25.1%	74 32	1.1 2.6	(120) 55	51.2 7.3	236 137		UCLA Restaurants	2,173 772	31.1% 23.9%	2,503 771	25.3% 21.7%	330	(5.8) (2.2)	(425) 31	11. 2.0
72	91.1%	114	33.6%	32 75	(57.5)	19	7.3 111.1	91		Licensing & Services UCLA Student Union	631	103.8%	763	49.2%	(1) 132	(54.6)	(18)	(13.0
1,077	22.2%	1,292	23.1%	215	0.9	(3)	12.8	1,074		TOTAL	7,761	22.6%	7,980	20.8%	219	(1.8)	(720)	3.4
										NET INCOME (LOSS)								
										FROM OPERATIONS								
(209)	(4.3%)	(361)	(6.5%)	152	2.2	387	15.1	(596)		UCLA Store	(1,826)	(5.3%)	(1,345)	(3.5%)	(481)	(1.8)	408	3.
(272)	(5.6%)	(292)	(5.2%)	20	(0.4)	343	14.5	(615)	. ,	UCLA Restaurants	(2,676)	(7.8%)	(1,707)	(4.4%)	(969)	(3.4)	784	5.
134	2.8%	126	2.3%	8	0.5	(19)	(2.2)	153		Licensing & Services	1,037	3.0%	1,184	3.1%	(147)	(0.1)	197	(0.
(132)	(2.7%) (9.9%)	124 (403)	2.2% (7.2%)	(256) (76)	(4.9) (2.7)	(11) 700	1.2 28.5	(121) (1,179)	(3.9%)	UCLA Student Union	(923) (4,388)	(2.7%) (12.8%)	(295) (2,163)	(0.8%) (5.6%)	(628) (2,225)	(1.9) (7.2)	(380) 1,009	(0.)
(473)	(3.3 /0)	(403)	(1.270)	(70)	(2.7)	700	20.5	(1,179)	(30.4 //)		(4,300)	(12.0%)	(2,103)	(3.0 %)	(2,223)	(1.2)	1,005	/.
74	1.5%	2	0.0%	72	1.5	61	1.1	13	0.4%	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	97	0.3%	12	0.0%	85	0.3	16	0.
39	0.8%	19	0.0%	20	0.5	34	0.6	5		Interest Income	258	0.3%	106	0.0%	152	0.5	217	0.
(14)	(0.3%)	(14)	(0.3%)	20	0.0	4	0.0	(18)		Interest (Expense)	(84)	(0.2%)	(84)	(0.2%)	0	0.0	217	0.
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.
266	5.5%	266	4.8%	0	0.7	8	(2.9)	258	8.4%	Student Union Fee Income	1,595	4.7%	1,595	4.1%	0	0.6	50	(1.
365	7.5%	273	4.9%	92	2.6	107	(0.9)	258	8.4%	TOTAL	1,866	5.4%	1,629	4.2%	237	1.2	307	(0.
(114)	(2.3%)	(130)	(2.3%)	16	0.0	807	27.7	(921)	(30.0%)	NET INCOME (LOSS)	(2,522)	(7.4%)	(534)	(1.4%)	(1,988)	(6.0)	1,316	6.

FY 21-22 ** LAST YEAR ACT

\$

19,208

4,082

3,102

27,067

6,313

2,800

3,102

12,822

4,669

4,512

1,459

11,177

1,643

(1,712)

1,643

1,644

3,877

1,748

803

613

7,041

(2,234)

(3,460)

840

(543)

(5,397)

81

41

(108)

1,545

1,559

(3,838)

0

70

537

607

675

22.1%

71.2%

4.3%

(9.9%)

26.7%

(0.5)

2.3

0.0

(14.2)

0.0

2.0

32.4

3.0

(43.9)

3.8

1.5

34.7

2.9

(58.4)

3.7

2.4

2.0

(13.0)

3.4

3.0

5.0

(0.1)

(0.7)

7.1

0.0

0.6

0.2

0.0

(1.0)

(0.4)

6.8

11.7

%

32.9%

68.6%

100.0%

89.9%

47.4%

24.3%

110.5%

47.0%

79.6%

41.3%

8.6%

(41.9%)

53.0%

10.4%

20.2%

42.8%

25.9%

90.8%

26.0%

(8.3%)

3.1%

(2.0%)

(19.9%)

0.3%

0.2%

(0.4%)

0.0%

5.7%

5.8%

(14.2%)

(12.8%)

6.1%

ASUCLA P/L Reconciliation Jan-23

Financial Analysis	-	000's
	Ja	n-23
Budgeted Net Income/(Loss)		(13
x	_	
UCLA Store		L
Gross Margin:		<u> </u>
Bearwear above plan due to strong sales from basketball games and anticipation of the team's performance	116	L
Graduation ETC below plan due to timing delay for undergraduate ordering	(11)	L
Campus Portrait Studio below plan: less traffic in January due to BruinLife yearbook requirements	(14)	
Market above plan due to fully stocked goods when the campus community returned for winter quarter	9	L
Essentials below plan: students' supply patterns have shifted as more are storing and finishing course assignments on PCs and iPads	(10)	
E-Commerce slightly below plan (some negative offset impact from strong Bearwear sales)	(11)	
New Text above plan due to gains from Inclusive Access throughout winter quarter	15	L
Used Text below plan: shift in inclusive access adoptions for the winter term, (less used text book accessibility in the market)	(14)	ļ
Bookzone below plan due to a lighter event calendar and timing for earlier department sales in December	(11)	
LuValle Books above plan due to Inclusive Access income form Law and UCLA gear and new textbook sales for winter quarter	35	
HSS Dental below plan due to timing (shift of sales to February)	(13)	
Hilltop above plan due to more visitors and expanded product selection and availability	12	
Total Wages above plan	(7)	
Other, mostly positive controllables	23	
Total Contribution		11
UCLA Restaurants		
Gross Margin:		
Anderson Cafe above plan: increasing customer trends for several areas across campus and positive purchasing response to new marketing campaigns	18	
CSSC above plan: increasing customer trends for several areas across campus and positive purchasing response to new marketing campaigns	16	
Café Synapse below plan: expectation for rebound for customers around this area have not been realized	(8)	
Scrub Jay Café below plan: location opened January 25	(55)	
South Café below plan: planned location will not go forward	(47)	
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	(16)	
Jimmy's 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	(13)	
Taco Bell below plan: expectation for rebound to 2019 traffic and sales levels have not materialized	(12)	
Catering below plan: assumption of growth this year has not yet fully materialized	(74)	
Concession above plan: unbudgeted event in Battle of the Valley HS basketball games	28	
Total Wages below plan	37	
Other, mostly positive controllables	72	
Total Contribution		(5
Licensing & Services		
Gross Margin:		
Licensing Foreign slightly above plan	3	
Licensing Domestic above plan due to more internal sales at standard rates	10	
Licensing Campus Sourcing below plan: fewer event/date specific items being purchased by internal campus departments	(14)	
Marketing Ventures below plan: level of new business has not been achieved	(89)	
Total Wages below plan	18	
Other, positive controllables mostly Licensing	48	
Total Contribution		(2
UCLA Student Union	1	
Gross Margin:		[
Event Services slightly above plan	1	[
Student Union Ops. below plan mostly due to lower strategic funding opportunities	(357)	
Total Wages below plan	12	
Other, positive controllables	12	
Total Contribution	12	(33
Allocated Expenses and Other	1	(33
Adverted Expenses and Other	47	
Facilities below plan: savings in wages and benefits and recognition of cost sharing for the quarter with UCLA	146	
	(4)	
Utilities slightly above plan due to higher chiller water and energy management slightly offset by recognition of cost sharing for the quarter with UCLA		
Depreciation below plan due to timing of capital expenditures	26	
Non-recurrent higher than plan	72	
Interest income higher than plan	20	
Total		30

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

Financial Analysis	\$0	000's
Dudasted Not Incomo//I cos)		(534
Budgeted Net Income/(Loss)		(55
UCLA Store		
Gross Margin:		
Bearwear above plan: strong sales for Score Big promotions, USC football, men's and women's basketball and the holidays	279	
FastTrack below plan: less customer traffic and lower sales for Nike shoes	(47)	
Market above plan: strong launching of CalFresh/EBT program and the redemption of marketing coupons for Joe N Go coffee	72	
Essentials below plan due to a change in the materials and supplies students use, and some impact from the UAW strike	(71)	
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	(184)	
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)	(197)	
Used Text below plan: impact of remote learning and strong transition to Inclusive Access titles reduced sales of traditional print textbooks	(104)	
Bookzone above plan due to increase in department business and foot traffic	49	
Custom Shop below plan due to less bulk orders and marked out slow sellers	(70)	
Computer Store above plan: strong demand for Apple and PC laptops coupled with department orders and 2 large institutional iPad purchases	60	
HSS Dental above plan: timing for previously delayed orders and stronger trend as the campus resumed in-person learning	90	
Total Wages above plan	(41)	
Other, negative controllables (\$47K) and various negative gross margin variances	(76)	
Total Contribution		(2
JCLA 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	(87)	
Northern Lights below plan: location did not reopen until last week of September once Fall classes began	(72)	
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	(70)	
Café Synapse below plan: expectation for rebound of customers around this area has not been realized	(94)	
Scrub Jay Café below plan: new operation opened January 25	(351)	
South Café below plan: location will not go forward as planned	(331)	
LuValle Food Servery below plan; the rebound to 2019 traffic and sales levels have not materialized and the negative impact of the UAW strike	(167)	ļ
Cafe 451 below plan as the assumption of rebound to 2019 traffic and sales levels have not materialized	(54)	
Jimmy's below plan as the assumption of rebound to 2019 traffic and sales has not occurred	(88)	L
Cooperage below plan: summer traffic less than previous years, some summer classes virtual rather than in person, and closed buildings due to hot weather	(41)	L
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	(99)	Ļ
Catering below plan: assumption of growth this year has not yet fully materialized, and Basic Needs Committee cancelled/postponed meals for food insecurity	(392)	l
Total Wages lower than plan (mostly student)	388	
Other, positive controllables (\$337K) offset by various negative gross margin variances	159	L
Total Contribution		(1,2
Licensing & Services		l
Gross Margin:		
Licensing Domestic above plan: better than expected Nike income and fall shipments, and many retailers showing positive increases over prior year	412	L
Licensing Foreign below plan: overall lower sales than expected and early receipts in prior months	(255)	Ļ
Licensing Campus Sourcing below plan due to less campus product requests	(51)	L
Leased Ops above plan: mostly higher utilities	31	L
Marketing Ventures below plan due to the delay in LED project and anticipated new business not yet achieved	(453)	l
Total Wages below plan	56	
Other, positive controllables	114	l
Total Contribution		(14
JCLA Student Union		
Gross Margin:	+	──
Event Services above plan due to an increase in Student Programming activities	62	
Student Union Ops. below plan mostly due to lower strategic funding opportunities	(955)	
Total Wages below plan	82	
Other, positive controllables	52	L
Total Contribution	+	(7
Ilocated Expenses and Other	+	
A&SS below plan in various accounts	72	<u> </u>
Facilities above plan: higher wages, benefits and various other controllables including unrealized budgeted cost sharing with UCLA	(38)	_
Utilities below plan: savings due to lower consumption (closure of a few areas and reduced operating hours), slightly offset by budgeted cost sharing with UCLA	8	
Depreciation lower than plan due to timing of capitals	177	L
Non-recurrent higher than plan	85	
Interest Income higher than plan	152	L
Total	\perp	4
Actual Net Income/(Loss)	1 1	(2,5

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES BALANCE SHEETS

(\$000)

	Current Month	Prior Month	Prior Year
	January 2023	December 2022	July 2022
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	17,862	16,597	22,810
Accounts receivable	8,326	7,466	6,727
Less: Allowance for doubtful accounts	(454)	(452)	(425)
Accounts receivable, net	7,872	7,014	6,302
Student fees receivable	0	1,498	258
Inventories	8,548	8,978	7,220
Prepaid expenses and other current assets	996	1,028	872
Total current assets	35,278	35,115	37,462
LONG TERM ASSETS			
Property, equipment and improvements	76,138	76,044	75,569
Less: Accumulated depreciation	(58,725)	(58,549)	(57,740)
Total long term assets	17,412	17,495	17,828
TOTAL ASSETS	52,690	52,610	\$55,290
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	8,237	8,538	\$9,394
Wages and payroll taxes payable	36,817	37,280	36,776
Sales tax payable & other liabilities	1,244	957	1,191
Interest payable	32	18	37
Deferred income	2,939	2,391	2,105
Funds held for others	426	316	268
Current portion of long term debt Total current liabilities	1,040 50,734	1,040 50,540	1,040 50,811
	50,734	50,540	50,611
LONG TERM DEBT:			
AU expansion loan	3,206	3,206	3,206
Total long term debt	3,206	3,206	3,206
TOTAL LIABILITIES	53,941	53,746	54,017
RETAINED EARNINGS:			
Beginning Balance	1,272	1,272	4,337
Year-to-date net income/(loss)	(2,522)	(2,408)	(3,064)
	(_,)	(=,::0)	(0,001)
Ending Balance	(1,250)	(1,136)	1,273
TOTAL LIABILITIES AND RETAINED EARNINGS	52,690	52,610	55,290

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

	Current	Year to	Prior Year to
CASH FLOWS FROM OPERATING ACTIVITIES:	Month	Date	Date
Net income/(loss)	(114)	(2,522)	(3,838)
Adjustments to reconcile net income/(loss) to net	(114)	(2,522)	(3,030)
cash provided/(used) by operating activities:			
Depreciation	176	1,036	1,037
(Increase)/decrease in current assets:	170	1,030	1,037
Accounts receivable	(858)	(1,570)	(3,444)
Student fees receivable	1,498	258	(3,444)
Inventories	430	(1,328)	(1,706)
Prepaid expenses and other current assets	32	(124)	(137)
Increase/(decrease) in current liabilities:		(-=-)	(,
Accounts payable	(296)	(1,025)	(72)
Sales tax payable & other liabilities	287	54	225
Wages and payroll taxes payable	(462)	41	2,239
Interest payable	`14 [´]	(5)	(5)
Deferred Income	547	834	1,415
Funds held for others	110	158	(79)
Net cash provided/(used) by operating activities	1,364	(4,193)	(4,365)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(99)	(755)	(466)
r dionade of property, equipment and improvements	(00)	(700)	(+00)
Net cash used in investing activities	(99)	(755)	(466)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Net cash provided/(used) by financing activities	0	0	(0)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	1,265	(4,948)	(4,831)
CASH AND CASH EQUIVALENTS, Beginning	16,597	22,810	28,519
CASH AND CASH EQUIVALENTS, Ending	17,862	17,862	23,688

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

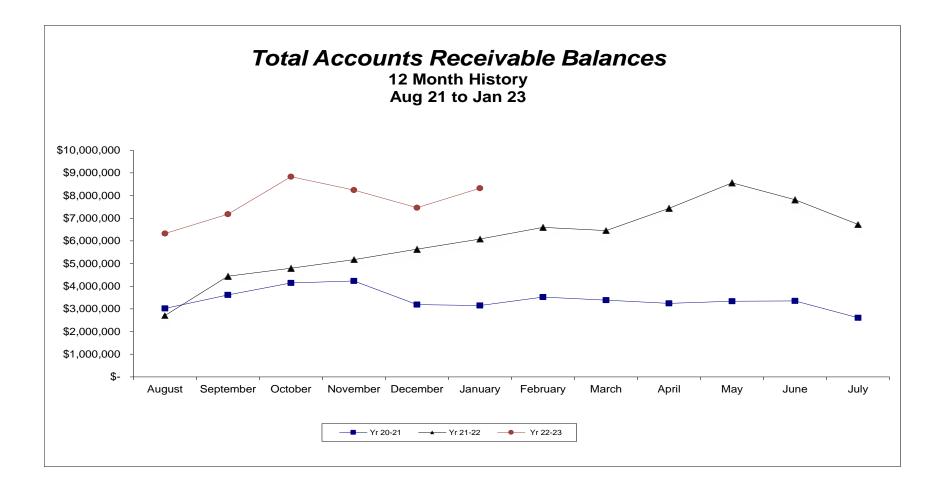
	Current Month January 2023	Prior Month December 2022
CASH AND CASH EQUIVALENTS	17,862	16,597
BOARD REQUIRED CASH RESERVE	7,920	8,526
RESERVE SURPLUS (DEFICIT)	9,942	8,071

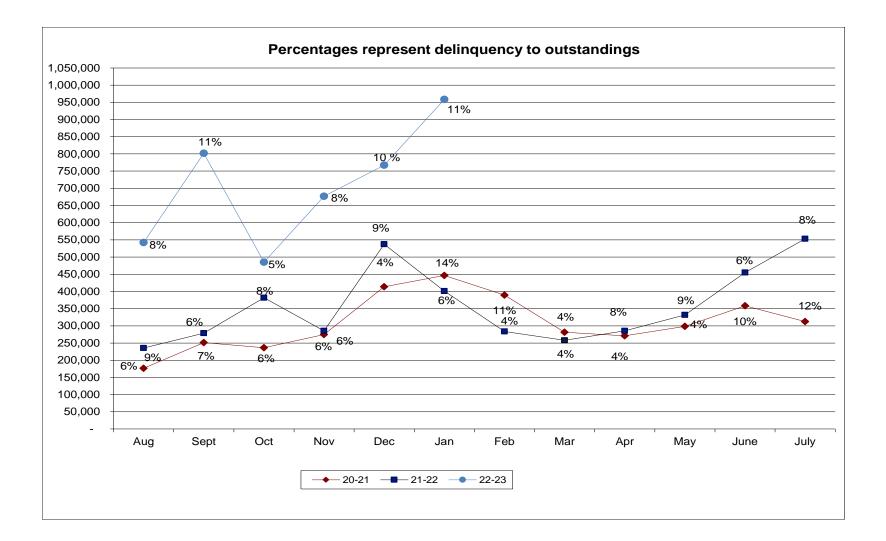
	FY 2022-2023 January 2023 PROJECTED									
PROJECT	T NAME	BUDGET				Remaining		Over		
		DODOLI	Payments	PO's	Total	Balance	Pendina	(Under)	Status	
Store/Serv										
2022-001	Store General Replacement	100.0	32.2	1.7	33.9	66.1		(66.1)	In Progress	
2022-002	MKT Refrigerators/Freezers	20.0	32.9	0.0	32.9	(12.9)		12.9	Completed	
2022-003 Total Store	Copier/Printers	15.0 135.0	0.0 65.1	0.0	0.0 66.7	15.0 68.3	15.0 15.0	0.0	Pending	
		135.0	00.1	1	00./	00.3	10.0	(33.3)		
Food Servi 2022-004		50.0	16.8	9.5	26.3	23.7		(00.7)	In Progress	
2022-004	FS Miscellaneous and Unanticipated Patio Furniture Upgrade	20.0	0.0	9.5	26.3	20.0	20.0	(23.7) 0.0	Pending	
2022-005	Event Services Equipment	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending	
2022-008	Dining Room Upgrades	100.0	0.0	0.0	0.0	100.0	20.0	(100.0)	Canceled	
2022-007	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	
Total Food		505.0	16.8	9.5	26.3	478.7	355.0	(123.7)		
Technolog	IV									
2022-011	Network Infrastructure Upgrade	120.0	0.0	0.0	0.0	120.0	120.0	0.0	Pending	
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	0.0	87.0	87.0	63.0		(63.0)	In Progress	
2022-015	Internal and External router upgrade	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending	
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	In Progress	
Total Tech		368.0	9.0	87.5	96.5	283.5	218.0	9.5		
	s & Licensing									
2022-019	Miscellaneous and Unanticipated	50.0 50.0	0.0 0.0	0.0	0.0	50.0 50.0	0.0	(50.0) (50.0)	Canceled	
		50.0	0.0	0.0	0.0 1	30.0	0.0	(50.0)		
Others 2022-020	Fee Miss and Demodels	75.0	9.4	1.0	10.4	64.6		(04.0)	In Dramman	
2022-020	Fac Misc and Remodels Replace HVAC Motors	75.0 40.0	9.4	1.0 0.0	10.4 0.0	64.6 40.0	40.0	(64.6) 0.0	In Progress Pending	
2022-021	Custodial Replacements	40.0	0.0	14.4	14.4	40.0	40.0	(0.6)	In Progress	
2022-022	AU Freight Elevator Doors (A-Level and 3rd Floo	225.0	0.0	0.0	0.0	225.0	225.0	0.0	Pending	
2022-023	Office Space Remodeling - Phase II	250.0	0.0	0.0	0.0	250.0	250.0	0.0	Pending	
2022-024	CSSC Roof Waterproofing	30.0	0.0	0.0	0.0	30.0	230.0	(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	Canceled	
2022-042 2022-043	Kerckhoff Hall Passenger Elevators*	0.0	0.0 0.0	0.0 0.0	0.0 0.0	200.0 300.0		0.0	Pending Pending	
2022-043 2022-044	Ackerman Union Chilled Water Coil Replacemen Kerckhoff Hall Patio Waterproofing*	0.0 0.0	0.0	0.0	0.0	300.0		0.0	Pending	
2022-044 2022-045	Ackerman Union A-level M&W*	0.0	0.0	0.0	0.0	150.0		0.0	Pending	
2022-045	Ackerman Union 3rd Floor M&W*	0.0	0.0	0.0	0.0	800.0		0.0	Pending	
2022-040	Kerckhoff Hall 1st Floor M&W*	0.0	0.0	0.0	0.0	250.0		0.0	Pending	
2022-047	Kerckhoff Hall 2nd Floor M*	0.0	0.0	0.0	0.0	150.0		0.0	Pending	
2022-040	Kerckhoff Hall 2nd Floor W*	0.0	0.0	0.0	0.0	100.0		0.0	Pending	
2022-049	Kerckhoff Hall 3rd Floor M&W*	0.0	0.0	0.0	0.0	200.0		0.0	Pending	
2022-050	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	
		0.0	0.0	6.3	6.3	0.0		6.3	Completed - Awaiting Invoid	
2022-052	KH Staircase Runner									
		1,225.0	42.6 133.5	77.8	120.5	5,270.8	715.0	(389.5)	I	

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

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

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 MC	ONTH	\$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 MC	ONTH	\$5,586,445	100%	\$1,129,480	100%	\$149,415	100%	\$205,384	100%	\$210,395	1 00 %	\$184,465	100%	\$7,465,584	100%
		75%		15%		2%		3%		3%		2%		100%	
11/26/22	Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	NOV	\$1,693,749	25%	\$493.947	53%	\$126.982	70 51%	\$36,518	49%	\$30.810	70 16%	\$53.408	34%	\$2,435,414	30%
ASUCLA PUBLICATIONS		\$1,693,749	25%	\$493,947 \$0	0%	\$120,982	51% 0%	\$30,518 \$0	49% 0%	\$30,810 \$0	0%		34% 0%	\$2,435,414	30%
ASUCLA PUBLICATIONS		\$138,462	3% 2%	\$0 \$0	0%	\$0 \$0	0%	\$0 \$0	0%	\$0 \$0	0%	\$0 \$0	0%	+ 1 -	3% 2%
DUE FROM VENDORS		\$138,462	2% 1%	ەن \$209,880	23%	ەر \$109.269	42%	پ 0 \$17,633	24%	پ و \$153,614	82%	\$0 \$102,410	64%	\$138,462 \$675,205	2%
		\$82,399 \$727,192	1%	\$209,880 \$0	23%	\$109,269 \$0	42% 0%	\$17,633	24%	\$153,614	82% 0%	\$102,410	64% 0%		8% 9%
DENTAL KITS		\$727,192 \$3.789.269	11% 57%		24%				0% 27%	\$0 \$3.075	0% 2%	\$0 \$3.122		\$727,192	9% 49%
OTHER TOTAL CURRENT MC				\$222,288		\$20,049	8%	\$19,968					2%	\$4,057,771	
IOTAL CURRENT MC		\$6,643,349	100%	\$926,116	100%	\$256,300	100%	\$74,119	100%	\$187,498	100%	\$158,940	100%	\$8,246,321	100%
		81%		11%		3%		1%		2%		2%		100%	i





UCLA STORE INCOME STATEMENT

JAN. (06(01/01/23-01/2	28/23)	
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
1,102,694	1,459,172	<356,478>	ACADEMIC SUPPORT DIV
976,622	739,105	237,517	GENERAL MDSE DIVISION
139,160	109,123	30,037 33,504	HILLTOP SHOP
240,104 55,019	206,600 70,000		LU VALLE COMMONS STORE E-COMMERCE DIVISION
236,867	274,700		HEALTH SCIENCES STORE
0	0	0	OPERATIONS DIVISION
2,750,465	2,858,700	<108,235>	TOTAL SALES
1,884,663	2,053,570	168,907	Less: Cost of Sales
			Less: Shrinkage
			Less. Shinkage
2,312	3,090	778	ACADEMIC SUPPORT DIV
6,898	4,890	<2,008>	GENERAL MDSE DIVISION
1,664	630	<1,034>	HILLTOP SHOP
985	1,070	85	LU VALLE COMMONS STORE
893	1,400 11,080	507 <1,672>	HEALTH SCIENCES STORE SHRINKAGE
1,897,414	2,064,650	167,236	TOTAL COST OF SALES
.,		,	
68.5	71.8	3.3	COST OF SALES %
853,051	794,050	59,001	GROSS MARGIN
31.5	28.2	3.3	GROSS MARGIN %
0.5	0.4	<0.1>	SHRINKAGE %
31.0	27.8	3.2	NET GROSS MARGIN %
31.0	21.0	J.2	
16.0	14.6	1.4	ACADEMIC SUPPORT DIV
47.4	49.9		GENERAL MDSE DIVISION
41.0	41.4		HILLTOP SHOP
26.9	27.6		LU VALLE COMMONS STORE
45.3 28.5	51.7 27.0	<6.4> 1.5	E-COMMERCE DIVISION HEALTH SCIENCES STORE
28.5	0.0	0.0	OPERATIONS DIVISION
0.0	0.0	0.0	of Electrons Division
232,727	182,125	50,602	OTHER INCOME
1,085,778	976,175	109,603	GROSS MARGIN/OTHER
			Less: Controllable Exp
287,666	284,607	<2 OE0 >	Career Wages
7,587	204,007		Limited Appointment
195,485	198,704	3,219	Student Wages
490,738	483,311		TOTAL WAGES
17.8	16.9	<0.9>	WAGE % TO SALES
111,033	137,754	26,722	Employee Benefits
7,945 7,501	5,105 8,124	<2,840> 623	Office Supplies Telephone
15	13		Postage
3,786	9,200	5,414	Trav/Trips/Conference
299	600	301	Membership Fees
2,277	3,050	773	Operating Supplies
15,282	16,969	1,687	Freight Out
629	700	71	Transportation
<13>	0 8,029	13	Postage Stamp O/S Advertising
10,918 <1,420>	8,029	<2,889>	Vendor Adv. Allowance
84	0		Direct Mail Adv.
1,481	2,662	1,181	Repairs & Maintenance
57,546	50,850	<6,696>	Bank Card Expense
934	0	<934>	Overs/Shorts
<473> 0	0 20	473 20	Credit Card Adjustments Textbook Rental Exp
0			
	0	0	Rentals-Truck
0	0	0	Rentals-Truck Taxes & Licenses
0 12,210		0	
12,210 0	0 7,450 0	0 <4,760> 0	Taxes & Licenses Professional Services Temp Agency Service
12,210 0 1,129	0 7,450 0 3,000	0 <4,760> 0 1,871	Taxes & Licenses Professional Services Temp Agency Service Commission Expense
12,210 0 1,129 100	0 7,450 0 3,000 100	0 <4,760> 0 1,871 <0>	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense
12,210 0 1,129 100 350	0 7,450 0 3,000 100 0	0 <4,760> 0 1,871 <0> <350>	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense COVID-19
12,210 0 1,129 100 350 0	0 7,450 0 3,000 100	0 <4,760> 0 1,871 <0> <350> 1	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense COVID-19 Alloc of Distr Cntr
12,210 0 1,129 100 350	0 7,450 0 3,000 100 0 1	0 <4,760> 0 1,871 <0> <350>	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense COVID-19
12,210 0 1,129 100 350 0 5,487	0 7,450 0 3,000 100 0 1 0	0 <4,760> 0 1,871 <0> <350> 1 <5,487>	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP
12,210 0 1,129 100 350 0 5,487 237,102 727,840	0 7,450 0 3,000 100 0 1 <u>0</u> 253,627 736,938	0 <4,760> 0 1,871 <0> <350> 1 <5,487> 16,525 9,098	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO
12,210 0 1,129 100 350 0 5,487 237,102	0 7,450 0 3,000 100 0 1 0 253,627	0 <4,760> 0 1,871 <0> <350> 1 <5,487> 16,525	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP
12,210 0 1,129 100 350 0 5,487 237,102 727,840	0 7,450 0 3,000 100 0 1 <u>0</u> 253,627 736,938	0 <4,760> 0 1,871 <0> <350> 1 <5,487> 16,525 9,098	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES
12,210 0 1,129 100 350 0 5,487 237,102 727,840	0 7,450 0 3,000 100 0 1 <u>0</u> 253,627 736,938	0 <4,760> 0 1,871 <0> <350> 1 <5,487> 16,525 9,098	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO
12,210 0 1,129 100 350 0 5,487 237,102 727,840	0 7,450 0 3,000 100 0 1 <u>0</u> 253,627 736,938	0 <4,760> 1,871 <0> <350> 1 <5,487> 16,525 9,098 118,701	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES
12,210 0 1,129 100 350 0 5,487 237,102 727,840 357,938	0 7,450 0 3,000 100 0 1 0 253,627 736,938 239,237	0 <4,760> 1,871 <0> <350> 1 <5,487> 16,525 9,098 118,701	Taxes & Licenses Professional Services Temp Agency Service Commission Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated Exp. Fin
12,210 0 1,129 100 5,487 237,102 727,840 357,938 41,183 158,806 96,071	0 7,450 0 3,000 100 0 1 <u>0</u> 253,627 736,938 239,237 41,140 149,220 99,443	0 <4,760 0 1,871 <0> <350 1 < <u>5,487></u> <u>16,525</u> <u>9,098</u> <u>118,701</u> < <u>43</u> > < <u>9,586</u> > <u>3,372</u>	Taxes & Licenses Professional Services Temp Agency Service Commission Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpIS
12,210 0 1,129 100 350 0 5,487 237,102 727,840 357,938 41,183 158,806 96,071 56,443	0 7,450 0 3,000 100 0 1 0 253,627 736,938 239,237 41,140 149,220 99,443 48,327	0 <4,760> 0 1,871 <0> <350> 1 < <u>5,487></u> <u>16,525</u> <u>9,098</u> <u>118,701</u> < <u>43</u> > < <u>9,586</u> > <u>3,372</u> < <u>8,116></u>	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp. Allocated ExpIR Allocated ExpIS Allocated Exp. Mktg
12,210 0 1,129 100 5,487 237,102 727,840 357,938 41,183 158,806 96,071 56,443 102,903	0 7,450 0 3,000 100 0 253,627 736,938 239,237 41,140 149,220 99,443 48,327 98,843	0 <4,760) 1,871 <0> <350> 1 < <u>5,487</u> > <u>16,525</u> <u>9,098</u> <u>118,701</u> < <u>43</u> > < <u>9,586</u> > 3,372 < <u>8,116</u> > < <u>4,060</u> >	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpIS Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Mktg
12,210 0 1,129 100 5,487 237,102 727,840 357,938 41,183 158,806 96,071 56,443 102,903 44,347	0 7,450 0 3,000 100 0 1 <u>253,627</u> 736,938 239,237 41,140 149,220 99,443 48,327 98,843 92,086	0 <4,760> 1,871 <0> <350> 1 < <u>5,487></u> <u>16,525</u> <u>9,098</u> <u>118,701</u> < <u>43></u> < <u>9,586></u> <u>3,372</u> < <u>8,116></u> < <u>4,060></u> <u>47,739</u>	Taxes & Licenses Professional Services Temp Agency Service Commission Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated Exp. Fin Allocated ExpIS Allocated Exp. IS Allocated Exp. Mktg Allocated Exp. Othr SA Maintenance
12,210 0 1,129 100 350 0 5,487 237,102 727,840 357,938 41,183 158,806 96,071 56,443 102,903 44,347 49,117	0 7,450 0 3,000 100 0 1 253,627 736,938 239,237 41,140 149,220 99,443 48,327 98,843 92,086 17,679	0 <4,760> 0 1,871 <0> <350> 1 < <u><5,487></u> <u>16,525</u> <u>9,098</u> <u>118,701</u> < <u><43></u> < <u>9,586></u> 3,372 < <u>8,116></u> < <u>4,372</u> < <u>8,116></u> < <u>43></u> < <u>1,372</u> < <u>8,116></u> < <u>43></u> < <u>1,372</u> < <u>8,116></u> < <u>43></u> < <u>1,372</u> < <u>1,438></u> < <u>1,438></u> < <u>1,438></u> < <u>1,438></u>	Taxes & Licenses Professional Services Commission Expense Concession Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpIS Allocated ExpIS Allocated ExpIS Allocated ExpIS Allocated ExpIS Allocated Exp. Mktg Allocated Exp. Oth SA Maintenance Utilities
12,210 0 1,129 100 5,487 237,102 727,840 357,938 41,183 158,806 96,071 56,443 102,903 44,347	0 7,450 0 3,000 100 0 1 <u>253,627</u> 736,938 239,237 41,140 149,220 99,443 48,327 98,843 92,086	0 <4,760> 1,871 <0> <350> 1 < <u>5,487></u> <u>16,525</u> <u>9,098</u> <u>118,701</u> < <u>43></u> < <u>9,586></u> <u>3,372</u> < <u>8,116></u> < <u>4,060></u> <u>47,739</u>	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated Exp. Fin Allocated ExpIS Allocated Exp. IS Allocated Exp. Mktg Allocated Exp. Othr SA Maintenance
12,210 0 1,129 100 5,487 237,102 727,840 357,938 41,183 158,806 96,071 56,443 102,903 44,347 19,117 49,469	0 7,450 0 3,000 100 0 253,627 736,938 239,237 41,140 149,220 99,443 48,327 98,843 92,086 17,679 54,877	0 <4,760) 1,871 <0> <350> 1 <u><5,487></u> <u>16,525</u> <u>9,098</u> <u>118,701</u> <43> <9,586> 3,372 <8,116> <4,060> 47,739 <1,438> 5,408	Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpIS Allocated Exp. IS Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Othr SA Maintenance Utilities Depreclation

	ISCAL YEAR 22-2 MO(07/31/22-01		FISCAL YE LAST YEA	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
ACTORE	DODGET	WARMANGE	MONTH	ПЪ
8,359,423	9,245,365	<885,942>	1,325,702	7,593,053
8,266,835	7,656,000	610,835	497,980	6,621,068
755,269	663,836	91,433	73,652	514,032
895,104	1,024,219	<129,115>	147,179	801,219
873,758	1,110,000	<236,242>	51,121	816,196
3,387,838	2,787,900	599,938	33,917	2,153,669
<1>	0	<1>	8	569
22,538,227	22,487,320	50,907	2,129,559	18,499,800
15,764,657	15,611,217	<153,440>	1,620,585	12,821,60
18,493	18,860	367	2,473	16,270
51,955	45,570	<6,385>	3,047	37,330
8,953	3,820	<5,133>	888	3,794
4,912	5,520	608	261	3,773
6,672	10,860	4,188	152	12,168
90,985	84,630	<6,355>	6,820	73,341
15,855,643	15,695,847	<159,796>	1,627,405	12,894,942
70.0	69.4	< 0.5>	76.1	69.3
6,682,584	6,791,473	<108,889>	502,154	5,604,864
30.1	30.6	<0.5>	23.9	30.7
0.4	0.4	< 0.0>	0.3	0.4
29.7	30.2	<0.6>	23.6	30.3
12.3	13.9	<1.5>	12.3	13.8
48.1	49.5	<1.4>	49.7	50.3
39.9	41.3	<1.3>	39.3	38.8
32.4	31.8	0.6	20.4	27.8
46.5	49.8	<3.4>	48.0	50.5
20.2	20.5	< 0.3>	23.5	18.1
<945.7>	0.0	<945.7>	110.8	101.0
	5.5	.,	110.0	101.0
914,252	050 010	<44,590>	122 222	707 054
914,252 7,596,836	958,842 7,750,315	<44,590>	122,323 624,478	707,856 6,312,719
1,340,030	7,730,313	<103,479>	024,470	0,312,715
1,640,421	1,709,180	68,759	267,060	1,610,380
54,613	0	<54,613>	0	(
1,411,481	1,356,806	<54,675>	147,004	1,050,349
3,106,515	3,065,986	<40,529>	414,065	2,660,728
13.8	13.6	<0.2>	19.4	14.4
750,502	830,357	79,855	91,871	758,878
79,789		<30,588>		
	49,201		5,951	72,23
47,278	48,744	1,466	7,874	49,21
91	138	47	13	86
11,583	10,800	<783>	1,345	5,145
1,794	3,950	2,156	299	1,794
22,114	27,400	5,286	1,989	25,582
157,104	161,329	4,225	19,583	142,20
4,116	4,200	84	400	3,852
<21>	4,200	21	400	3,03
133,996	144,646	10,650	<7,409>	110,36
<7,319>	<9,750>	<2,431>	0	<2,719
186,005	195,000	8,995	0	182,530
15,411	15,947	536	5,245	16,419
405,285	346,917	<58,368>	48,121	360,298
4,176	0	<4,176>	<433>	15,87
13,890	0	<13,890>	4,137	11,189
11,427	120	<11,307>	<28>	21,41
1,418	1,500	82	0	1,20
662	300	<362>	762	1,186
49,449	58,200	8,751	762	65,85
				16,370
41,311	0 5 500	<41,311>	3,732	
3,807	5,500	1,693	411	8,604
104,710	103,400	<1,310>	2,570	59,848
2,478	0	<2,478>	6,974	13,270
0	5	5	0	<3
90,600	87,000	<3,600>	1,436	67,833
2,131,654	2,084,904	<46,750>	195,584	2,008,562
5,238,169	5,150,890	<87,279>	609,648	4,669,290
2,358,667	2,599,425	<240,758>	14,830	1,643,429
208 250	266 156	~21 70/~	40 00F	276 04
298,250	266,456	<31,794>	40,095	276,960
1,095,569	1,006,287	<89,282>	160,774	1,000,238
	620,124	<38,517>	100,404	630,713
658,641	352,331	6,305	51,561	341,194
	656,139	<117,171>	99,752	651,79
658,641		-7 1115	84,172	563,408
658,641 346,026	585,116	<7,111>		
658,641 346,026 773,310 592,227	585,116		20.180	97.22
658,641 346,026 773,310 592,227 125,600	585,116 128,186	2,586	20,180 52,797	97,222 316.66
658,641 346,026 773,310 592,227 125,600 296,404	585,116 128,186 329,264	2,586 32,860	52,797	316,663
658,641 346,026 773,310 592,227 125,600	585,116 128,186	2,586		

UCLA RESTAURANTS INCOME STATEMENT

14.11	0/ (01/01/02 01/2	0 (22)	1	-		2	FICCAL VI	AD 01 00
	06(01/01/23-01/2 CURRENT MONTH				ISCAL YEAR 22-2 MO(07/31/22-01		FISCAL YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
252,923	235,089	17,834	CENTRAL DIVISION	1,315,351	1,494,378	<179,027>	39,246	631,184
180,712	186,841		NORTH CAMPUS DIVISION	724,283	890,372	<166,089>	1,503	531,229
166,825	317,823		SOUTH DIVISION	926,250	2,282,014	<1,355,764>	52,594	689,719
209,514	252,681		LU VALLE DIVISION	1,092,859	1,524,786	<431,927> <182,634>	26,196	558,482
95,265 274,333	112,932 324,750	<17,667> <50,417>	COOPERAGE DIVISION SPECIAL EVENTS DIVISION	501,348 1,149,403	683,982 1,606,615	<182,634> <457,212>	15,003 99,165	331,352 577,644
1,179,573	1,430,116	<250,543>		5,709,496	8,482,147	<2,772,651>	233,707	3,319,610
110.000	107 (00	(7.740		0.000.004	0.000.040	07/ 1/4	400.004	4 004 000
419,929 35.6	487,639 34.1	67,710 <1.5>	Less: Cost of Sales COST OF SALES %	2,033,381 35.6	2,909,842 34.3	876,461 <1.3>	130,031 55.6	1,281,290 38.6
759,643	942,477	<182,834>	GROSS MARGIN	3,676,114	5,572,305	<1,896,191>	103,677	2,038,320
64.4	65.9	<1.5>	GROSS MARGIN %	64.4	65.7	<1.3>	44.4	61.4
64.9	66.7	<1.8>	CENTRAL DIVISION	63.7	67.0	<3.2>	60.1	64.7
70.7	64.2	6.5	NORTH CAMPUS DIVISION	65.6	64.1	1.5	<695.7>	60.3
67.8	66.0	1.8	SOUTH DIVISION	70.2	66.1	4.1	68.8	70.4
63.2 62.4	65.9 68.6		LU VALLE DIVISION COOPERAGE DIVISION	61.8 63.7	65.7 69.1	<3.9> <5.4>	54.7 35.3	56.7 63.0
63.0	65.3	<2.3>	SPECIAL EVENTS DIVISION	64.0	63.4	0.6	49.3	56.0
040.077	000.000		OTHER MAGNE	1 000 7/0	4 400 755	407.00/	74 057	7/0.004
249,366 1,009,009	222,880 1,165,357	26,486 <156,348>	OTHER INCOME GROSS MARGIN/OTHER	1,280,769 4,956,883	1,408,755 6,981,060	<127,986> <2,024,177>	76,257 179,933	762,081 2,800,401
1,007,007	1,100,007	100,0107		1,700,000	0,701,000	(2)021)1111	177,700	2,000,101
			Less: Controllable Exp					
368,006	352,556	~15 450-	Career Wages	2,110,274	2,183,486	73,212	310,234	1,961,645
368,006	352,556	<15,450>	Limited Appointment	2,110,274	2,183,480	/3,212	310,234	1,901,045
311,984	363,334	51,350	Student Wages	1,742,979	2,096,995	354,016	102,457	1,042,249
<47,681>	<46,085>	1,596 37,496	Labor Recharge	<254,672>	<294,052>	<39,380> 387,848	<24,246> 388,445	<161,669>
632,309 53.6	669,805 46.8	37,496 <6.8>	TOTAL WAGES WAGE % TO SALES	3,598,581 63.0	3,986,429 47.0	387,848 <16.0>	388,445 166.2	2,842,225 85.6
127,593	176,742	49,149	Employee Benefits	1,007,987	1,095,621	87,634	104,844	985,522
1,047 2,606	1,375 2,935	328 329	Office Supplies Telephone	11,992 16,322	10,665 17,825	<1,327> 1,503	1,021 2,840	10,968 17,294
2,000	2,755	0	Postage	0	0	0	2,040	0
0	0	0	Trav/Trips/Conference	0	0	0	0	0
1,000 139	1,000 0	0 <139>	Training Programs Operating Supplies	9,738 139	9,000 0	<738> <139>	1,000 0	6,886 0
52,184	70,282	18,098	Paper	271,255	435,153	163,898	21,519	213,767
4.4	4.9	0.5	Paper % To Sales	4.8	5.1	0.4	9.2	6.4
4,716 0	7,221	2,505 0	Cleaning Supplies	33,058 0	44,652 0	11,594 0	1,801 0	29,099 0
<12,000>	<9,500>	2,500	Freight Out Purchasing Rebates	<51,180>	<57,000>	<5,820>	<6,391>	<48,887>
5,226	3,375	<1,851>	Replacements	28,288	21,880	<6,408>	1,576	37,338
5,388	4,315	<1,073>		27,052	29,183	2,131	1,808	16,734
2,761 2,876	2,055 2,555	<706> <321>	Uniforms Advertising	18,699 25,421	17,105 25,495	<1,594> 74	2,539 2,540	22,630 20,802
2,0,0	0	0	Vendor Adv. Allowance	0	0	0	2,010	0
0	0	0	Dorm Coupons Expense	0	0	0	0	0
12,574 0	4,455 0	<8,119> 0	Repairs & Maintenance Repairs & Mtce-Equip	59,812 0	30,205 0	<29,607> 0	2,885 0	62,373 0
0	0	0	Air Conditioning-Maint	0	0	0	0	0
0	0		Rub Remvl/Hauling	0	0	0	0	0
35,283 0	51,524 0	16,241 0	Bank Card Expense	170,550 0	299,695 0	129,145 0	10,377 0	115,004 0
1,990	1,925	<65>	Bruin One Card Exp Sales Tax Expense	9,749	11,960	2,211	270	5,883
2,953	735	<2,218>	Overs/Shorts	8,675	4,518	<4,157>	<689>	<7,793>
0	0	0	Credit Card Adjustments	97	0	<97>	0	15
0	0	0	Insurance Expense Rentals	0 345	0	0 <345>	0	0 1,452
0	305		Rentals-Truck	0	1,830	1,830	0 0	0
3,806	0		Outside Press	3,806	0	<3,806>	0	0
238 660	1,132 0	894 <660>	Taxes & Licenses Professional Services	2,319 660	5,792 1,200	3,473 540	<717> 290	1,795 955
2,968	2,000	<000> <968>	Temp Agency Services	38,638	1,200	<26,638>	290 14,603	955 85,329
38,826	33,108	<5,718>	Commission Expense	167,847	182,158	14,311	8,009	77,532
0	0	0	Prior Period Adj Gain/Loss on Disp F/A	0	0	0	0	0
0	0	0	COVID-19	0	0	0 0	0 0	0 15,403
0	0	0	UCLA Recharge Expense	0	0	0	0	0
292,835 925,145	357,539	64,704 102,199	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	1,861,270	2,198,937	337,667	170,124	1,670,101
920,145	1,027,344	102,199	GROSS CONTRIBUTION TO	5,459,851	6,185,366	725,515	558,569	4,512,326
83,865	138,013	<54,148>	SVCS AND ENTERPRISES	<502,968>	795,694	<1,298,662>	<378,636>	<1,711,925>
1			Lossy Allocate d Eve					
1			Less: Allocated Exp					
53,064	57,014	3,950	Allocated ExpHR	345,375	352,742	7,367	37,614	293,917
76,068	81,116	5,048	Allocated Exp. Fin	347,070	442,364	95,294	22,130	220,872
46,018 27,036	54,058 26,271	8,040	Allocated ExpIS Allocated Exp. Mktg	208,550	271,408	62,858 40 574	13,820	138,365
27,036 49,290	26,271 53,731	<765> 4,441	Allocated Exp. Mktg Allocated Exp Othr SA	112,062 247,298	152,636 289,888	40,574 42,590	7,097 13,730	74,629 144,778
38,525	79,998	41,473	Maintenance	514,477	508,307	<6,170>	73,121	489,441
16,607	15,357	<1,250>	Utilities	109,110	111,352	2,242	17,531	84,459
48,921 355,528	62,376 429,921	13,455 74,393	Depreciation TOTAL ALLOCATED EXP	288,590 2,172,533	374,252 2,502,949	85,662 330,416	50,982 236,026	301,769 1,748,230
<271,663>	<291,908>	20,245	NET INCOME (LOSS)	<2,675,501>	<1,707,255>	<968,246>	<614,662>	<3,460,155>
206,904	243,548		TOTAL CUSTOMER COUNT	1,046,896	1,518,595	<471,699>	47,570	670,846
75,046	78,961		3RD PARTY CUST COUNT	395,542	510,307	<114,765>	21,214	229,515
131,858	164,587	<32,/29>	ASUCLA CUSTOMER COUNT	651,354	1,008,288	<356,934>	26,356	441,331
9.14	8.57	0.57	TOTAL AVERAGE CHECK	9.03	8.44	0.60	8.89	8.07
10.94	10.71	0.23	3RD PARTY AVG CHECK	11.10	10.71	0.40	10.28	10.38
8.11	7.54	0.57	ASUCLA AVERAGE CHECK	7.77	7.29	0.49	7.78	6.88
24,197	26,988	2,791	EMPLOYEE HOURS	138,809	162,128	23,319	12,850	109,665
48.75	52.99		SALES/LABOR HOUR	41.13	52.32	<11.19>	18.19	30.32

LICENSING & SERVICES INCOME STATEMENT

	6(01/01/23-01/2] [ISCAL YEAR 22-2		FISCAL YE	
	URRENT MONTH				MO(07/31/22-01/		LAST YEAF	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
7,930	8,700		PHOTOGRAPHY	46,430	47,100	<670>	2,755	41,596
0	5,000		MARKETING VENTURES	0	30,000	<30,000>	1,050	8,525
7,930	13,700	<5,770>	TOTAL SALES	46,430	77,100	<30,670>	3,805	50,121
0	492	492	Less: Cost of Sales	666	3,177	2,511	<0>	80
7,930	13,208	<5,278>	GROSS MARGIN	45,764	73,923	<28,159>	3,805	50,041
100.0	96.4	3.6	GROSS MARGIN %	98.6	95.9	2.7	100.0	99.8
100.0	97.2	2.8	PHOTOGRAPHY	98.8	96.4	2.4	100.0	99.8
0.0	95.0	<95.0>	MARKETING VENTURES	0.0	95.0	<95.0>	100.0	100.0
209,760	211,179	<1,419>	TRADEMARKS AND LICENSING	2,217,421	2,111,918	105,503	309,692	2,218,948
127,961	126,942	1,019	LEASED OPS	776,903	745,646	31,257	119,692	699,112
18,819	18,819	<0>	SPONSORSHIPS	112,913	112,914	<1>	18,409	110,455
0	84,000	<84,000>	MARKETING VENTURES	80,091	504,000	<423,909>	8,640	23,640
356,540	440,940	<84,400>	OTHER INCOME	3,187,328	3,474,478	<287,150>	456,433	3,052,154
364,470	454,148	<89,678>	GROSS MARGIN/OTHER	3,233,092	3,548,401	<315,309>	460,238	3,102,195
			1					
			Less: Controllable Exp					
31,706	47,491	15,785	Career Wages	240,219	284,943	44,724	45,145	257,655
0	1,833	1,833	Student Wages	0	10,998	10,998	0	0
31,706	49,324	17,618	TOTAL WAGES	240,219	295,941	55,722	45,145	257,655
399.8	360.0	<39.8>	WAGE % TO SALES	517.4	383.8	<133.5>	1,186.5	514.1
			1 1					
10,805	22,346	11,541	Employee Benefits	109,713	134,129	24,416	15,051	117,888
13	375	363	Office Supplies	893	2,250	1,357	233	605
391	495	105	Telephone	2,644	2,970	326	474	2,794
39	100	61	Postage	398	600	202	0	28
1,358	8,334	6,976	Trav/Trips/Conference	5,962	49,996	44,034	1,500	9,750
0	750	750	Operating Supplies	527	4,500	3,973	0	287
1,333	4,267	2,934	Enforcement	11,841	25,598	13,757	2,940	18,466
0	17,526	17,526	Advertising	1,188	105,156	103,969	<62,107>	87,880
28	6,459	6,431	Business Promotion	8,030	43,246	35,216	<02,107>	10,580
0	0,437	0,431	Repairs & Maintenance	0,030	43,240	500	0	10,500
0	10,000	10,000	Printing	3,933	20,000	16,067	8,640	22,590
2,917	5,575	2,658	Professional Services	3,,,33	33,450		3,200	22,390
						668		
185	1,750	1,565	Legal	185	10,500	10,315	750	5,250
3,800	5,133	1,333	Trademark	13,768	30,798	17,030	4,166	34,181
945	0		Intern'l Agnt Fee/Tax	144,726	243,445	98,719	25,000	270,354
19,828	20,285	457	Domestic Agency Fee	179,976	139,991	<39,985>	25,889	130,006
75,407	61,323		Payment to UCLA	667,388	450,190	<217,198>	99,686	465,929
117,047	164,718	47,671	TOTAL OTHER CONTROL.	1,183,954	1,297,319	113,365	125,423	1,201,372
148,753	214,042	65,289	TOTAL CONTROLLABLE EXP	1,424,172	1,593,260	169,088	170,568	1,459,027
			GROSS CONTRIBUTION TO					
215,717	240,106	<24,389>	SVCS AND ENTERPRISES	1,808,920	1,955,141	<146,221>	289,670	1,643,168
			Less: Allocated Exp					
2,661	4,199	1,538	Allocated ExpHR	23,140	26,323	3,183	4,372	26,861
18,240	20,963	2,723	Allocated Exp. Fin	153,876	151,877	<1,999>	31,834	174,830
11,737	14,868	3,131	Allocated ExpIS	97,628	97,422	<206>	20,520	113,466
6,896	7,225	329	Allocated Exp. Mktg	52,024	56,403	4,379	10,538	62,443
12,572	14,778	2,206	Allocated Exp Othr SA	115,664	104,652	<11,012>	20,387	114,887
19,823	41,178	21,355	Maintenance	264,729	261,646	<3,083>	37,625	251,847
8,545	7,904	<641>	Utilities	56,144	57,312	1,168	9,021	43,459
1,526	2,575	1,049	Depreciation	8,935	15,454	6,519	2,539	15,236
82,001	113,690	31,689	TOTAL ALLOCATED EXP	772,140	771,089	<1,051>	136,836	803,028
	-,			_,5	.,,	.,==./		
133,716	126,416	7,300	NET INCOME (LOSS)	1,036,779	1,184,052	<147,273>	152,834	840,140
		.,		1 = 1	,		. =,== .	

UCLA STUDENT UNION INCOME STATEMENT

	JAN. 06(01/01/23-01/28/23)]		ISCAL YEAR 22-2		FISCAL YEAR 21-22		
	CURRENT MONTH				MO(07/31/22-01/	,	LAST YEAR		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
25,408	30,289		EVENT SERVICES OFFICE	301,217	312,674	<11,457>	8,257	127,1	
11,462	17,899	<6,437>	AU POST OFFICE	73,058	120,516	<47,458>	6,699	41,9	
36,870	48,188	<11,318>	TOTAL SALES	374,275	433,190	<58,915>	14,956	169,0	
11,167	17,505	6,338	AU Post Office Cost	71,860	117,865	46,005	6,497	39,9	
11,643	8,402	<3,241>	Facilities Costs	76,080	81,001	4,921	2,138	27,7	
22,810	25,907	3,097	Less: Cost of Sales	147,940	198,866	50,926	8,635	67,6	
61.9	53.8	<8.1>	COST OF SALES %	39.5	45.9	6.4	57.7	4(
14,060	22,281	<8,221>	GROSS MARGIN	226,334	234,324	<7,990>	6,320	101,3	
38.1	46.2	<8.1>	GROSS MARGIN %	60.5	54.1	6.4	42.3	60	
54.2	72.3	<18.1>	EVENT SERVICES OFFICE	74.7	74.1	0.7	74.1	78	
2.6	2.2	0.4	AU POST OFFICE	1.6	2.2	<0.6>	3.0	4	
27,000	370,000	<343.000>	STRATEGIC FUNDING	32,000	995,000	<963,000>	17,666	433,3	
<12,673>	0		STUDENT UNION OPS	35,000	17,000	18,000	8,750	8,7	
125	325		EVENT SERVICES OFFICE	8,768	4,275	4,493	0	4,6	
25,564	16,049		STUDENT PROGRAMMING	143,723	79,517	64,206	2,193	49,3	
								49,3 9,8	
2,186	3,288		AU POST OFFICE	13,811	22,040	<8,229>	1,276		
42,202	389,662		OTHER INCOME	233,302	1,117,832	<884,530>	29,885	505,8	
56,263	411,943	<355,680>	GROSS MARGIN/OTHER	459,636	1,352,156	<892,520>	36,206	607,2	
			Less: Controllable Exp						
			Less. Controllable Exp						
31,644	49,615	17,971	Career Wages	198,813	297,690	98,877	28,158	155,9	
8,400	0		Limited Appointment	22,575	0	<22,575>	0		
19,226	21,323	2,097	Student Wages	129,549	135,701	6,152	9,952	100,5	
59,270	70,938	11,668	TOTAL WAGES	350,937	433,391	82,454	38,110	256,5	
160.8	147.2		WAGE % TO SALES	93.8	100.1	6.3	254.8	15	
62.1	52.2	<9.9>	EVENT SERVICES OFFICE	32.6	29.9	<2.6>	167.1	52	
12,522	23,763	11,241	Employee Benefits	94,704	143,095	48,391	8,624	75,7	
1	800	799	Office Supplies	9,370	7,266	<2,104>	940	5,9	
2,549	3,154	605	Telephone	14,929	19,071	4,142	2,076	12,9	
0	0	0	Trav/Trips/Conference	1,700	4,575	2,875	801	1,6	
0	0	0	24 Hour Study Lounge	0	3,986	3,986	0		
0	0	0	Student Comm Art	0	464	464	0		
471	0	<471>	Training Programs	7,286	5,350	<1,936>	0	2,4	
1,826	4,439	2,613	Annual ASUCLA Events	52,039	44,851	<7,188>	0	33,1	
13,284	11,487	<1,797>	Student Event Exp	85,158	63,048	<22,110>	220	30,7	
0	0	0	Operating Supplies	703	200	<503>	0	2	
1,200	1,200	0	Uniforms	1,200	2,259	1,059	0		
200	440	240	Advertising	1,298	3,179	1,881	0	2,5	
0	0	0	Direct Mail Adv.	0	0	0	175	1	
362	180	-	Business Promotion	1,065	1,080	15	0	7	
2,569	3,135	566	Repairs & Maintenance	18,064	28,053	9,989	1,581	, 17,6	
477	505		Bank Card Expense	2,820	3,334	514	317	1,8	
477	50	33	Overs/Shorts	<67>	3,334	367	<17>		
0	0	0	Student Support Svcs	<0/>	3,060	3,060	<3,060>	<	
0		-	COVID-19					21.2	
	250	250		0	750	750	6,592	21,2	
11,563	11,563	0	Interaction Fund	69,377	69,378	2	7,709	46,2	
9,563	8,160		STUDENT UNION EVENT F	40,579	48,200	7,621	2,792	26,9	
56,603	69,126	12,523	TOTAL OTHER CONTROL.	400,225	451,499	51,274	28,750	280,3	
115,874	140,064	24,190	TOTAL CONTROLLABLE EXP	751,162	884,890	133,728	66,860	536,9	
<59,611>	271,879	-221 400>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	<291,527>	467,266	<758,793>	<30,654>	70,2	
<37,0112	271,077	<331,490>	SVGS AND ENTERINISES	<271,327>	407,200	<130,1432	<30,034>	10,2	
			Less: Allocated Exp						
4,974	6,038	1,064	Allocated ExpHR	33,993	38,495	4,502	3,690	26,5	
3,957	20,189		Allocated Exp. Fin	28,361	66,463	38,102	3,102	33,7	
2,546	14,319	11,773	Allocated ExpIS	18,054	43,477	25,423	1,999	22,0	
1,496	6,959	5,463	Allocated Exp. Mktg	9,554	24,455	14,901	1,027	11,7	
2,728	14,232	11,504	Allocated Exp Othr SA	21,061	45,851	24,790	1,986	25,7	
24,211	50,274	26,063	Maintenance	323,326	319,439	<3,887>	45,954	307,5	
10,437	9,651		Utilities	68,571	69,978	1,407	11,017	53,0	
21,690	25,760	4,070	Depreciation	128,235	154,562	26,327	22,053	132,2	
72,039	147,422	75,383	TOTAL ALLOCATED EXP	631,155	762,720	131,565	90,828	612,8	
	40.1.55				0.00	(
<131,650>	124,457	<256,107>	NET INCOME (LOSS)	<922,682>	<295,454>	<627,228>	<121,482>	<542,5	

127,156

41,916

169,072

39,934

27,763

67,697

101,375

40.0

60.0

78.2

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280,383

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33,788 22,077

11,747

25,743

307,592

53,079

132,265

612,856

<542,568>

<88>

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ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

JAN. (JAN. 06(01/01/23-01/28/23)]	F	ISCAL YEAR 22-2	3	FISCAL YEAR 21-22		
(CURRENT MONTH			YTD 6	MO(07/31/22-01/	(28/23)	LAST YEAF	R ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
406,386	411,102	4,716	Career Wages	2,376,828	2,440,910	64,082	361,728	2,212,566	
6,452	830	<5,622>	Limited Appointment	78,073	9,397	<68,676>	663	13,295	
24,381	40,932	16,551	Student Wages	194,793	243,133	48,340	15,095	120,500	
437,218	452,864	15,646	TOTAL WAGES	2,649,694	2,693,440	43,746	377,485	2,346,362	
9.0	8.1	<0.9>	WAGE % TO TOTAL SALES	7.7	7.0	<0.7>	12.3	8.7	
0	0	0	Emp Awards, Profess.	10,102	15,000	4,898	400	16,890	
519	366	<153>	Emp Awards, Students	4,578	2,196	<2,382>	1,077	3,077	
144,649	192,547	47,898	Employee Benefits	1,089,078	1,185,283	96,205	108,327	1,033,063	
3,477	6,596	3,119	Office Supplies	40,110	47,483	7,373	7,118	35,198	
5,392	6,255	863	Telephone	36,223	37,498	1,275	5,508	35,338	
450	649	199	Postage	2,524	3,225	701	352	2,356	
8,564	3,121	<5,443>	Trav/Trips/Conference	11,786	26,578	14,792	574	1,393	
121	206	85	Expense Allowance	1,408	723	<685>	0	302	
4,758	1,500	<3,258>	Employee Relations	33,555	23,000	<10,555>	1,986	26,160	
0	5,150	5,150	Training Programs	30,818	30,900	82	149	10,042	
1,125	772	<353>	Fingerprinting	7,856	4,632	<3,224>	814	1,776	
435	330	<105>	Recruitment	19,878	5,251	<14,627>	0	4,941	
0	0	0	Membership Fees	1,997	250	<1,747>	0	0	
57	2,884	2,827	Periodical Subscription	2,728	5,079	2,351	0	2,110	
282	500	218	Operating Supplies	3,406	3,000	<406>	1,769	6,435	
197	0	<197>	Training Courses	197	1,400	1,203	0	82	
0	0	0	Freight Out	0	4	4	4	4	
414	309		Uniforms	2,119	1,809	<310>	288	1,630	
99	<100>	<199>	Security Expense	<321>	<600>	<279>	<23>	940	
228	200		Security Equipment	2,514	1,200	<1,314>	0	2,161	
2,334	2,369	35	Alarm Monitoring	16,149	14,119	<2,030>	4,472	14,291	
5,235	2,732	<2,503>	Advertising	20,171	31,889	11,718	2,735	25,662	
0	1,000	1,000	Benefits U Adv	0	16,000	16,000	0	7,846	
7,310	9,987	2,677	Repairs & Maintenance	42,593	55,460	12,867	6,907	42,330	
1,137	999		Repair-Mtce Computer	13,137	5,542	<7,595>	886	5,210	
15,117	17,136	2,019	Repairs & Mtce-Equip	67,000	96,892	29,892	8,490	80,596	
0	190	190	Printing	0,000	950	950	0,170	00,070	
4,300	4,300	0	Bruin One Card Exp	20,620	20,620	0	3,284	14,749	
<3>	4,300	45	Overs/Shorts	13	258	245	18	317	
41,693	36,071		Insurance Expense	250,710	216,422	<34,288>	29,189	218,364	
19,308	13,234		Professional Services	133,109	104,904	<28,205>	6,054	75,220	
1,264	1,264	<0,074>	Legal	7,583	7,582	<28,205>	1,227	7,360	
8,879	8,879		External Audit	79,525	80,312	787	9,700	84,447	
	3,000	<1,222>		33,582		<18,482>	9,700 2,440	3,709	
4,222			Temp Agency Service		15,100				
8,751	8,729			52,505	52,374	<131>	8,630	51,782	
0	0	0	Tax Consulting	4,323	4,323	0	0	4,197	
0	5,418	5,418	PROFESSIONAL FEES PCI	0	6,252	6,252	5,260	5,810	
37,344	36,604	<740>	SAAS	228,481	194,676	<33,805>	36,738	190,203	
12,738	13,000		Board of Directors	83,116	82,000	<1,116>	9,095	62,836	
6,332	1,545		Special Projects	9,983	3,106	<6,877>	250	940	
3,316	4,115		Misc. Bank Charges	19,236	23,146	3,910	2,885	17,830	
6,034	6,100	66	Armored Carrier Expense	31,197	33,900	2,703	6,510	13,901	
17,750	17,750	0	UC PATH CHARGES	105,416	106,500	1,084	16,666	99,996	
0	103	103	COVID-19	0	2,558	2,558	11	2,296	
4,854	4,853	<1>	Student Med Supp Fund	28,909	28,907	<2>	4,712	27,067	
8,402	8,403	1	UCLA Recharge Expense	50,412	50,415	3	8,158	48,948	
2,916	500		Special Events	11,239	8,500	<2,739>	10	3,593	
389,997	429,608	39,611	TOTAL OTHER CONTROL.	2,609,564	2,656,618	47,054	302,669	2,293,395	
827,216	882,472	55,257	TOTAL CONTROLLABLE EXP	5,259,258	5,350,058	90,800	680,154	4,639,757	
			Less: Allocated Exp						
10,579	21,891	11,312	Maintenance	141,277	139,121	<2,156>	20,079	134,402	
4,560	4,217		Utilities	29,962	30,575	613	4,814	23,193	
24,611	24,463	<148>	Depreciation	136,838	146,780	9,942	20,057	120,018	
39,750	50,571	10,821	TOTAL ALLOCATED EXP	308,077	316,476	8,399	44,951	277,613	
866,966	933,043	66,077	NET EXPENSE	5,567,335	5,666,534	99,199	725,104	4,917,370	
			1						
<774,690>	<832,933>	<58,243>	Allocated-Svs and Ent	<4,985,506>	<5,065,791>	<80,285>	<646,433>	<4,385,870>	
<50,253>	<50,253>	0	Allocated-USAC	<295,346>	<295,346>	0	<42,369>	<272,113>	
<4,260>	<4,260>	0	Allocated-GSA	<32,852>	<32,852>	0	<3,613>	<29,145>	
<37,763>	<45,597>		Allocated-Comm Board	<253,631>	<272,545>	<18,914>	<32,690>	<230,242>	
<866,966>	<933,043>		TOTAL OTHER	<5,567,335>	<5,666,534>	<99,199>	<725,104>	<4,917,370>	
	,3,	,							
0	0	0	TOTAL EXPENSE	0	0	<0>	0	0	
L	, , , , , , , , , , , , , , , , , , ,	5	1 · -	-	5	,	5	5	

FACILITIES EXPENSE STATEMENT

	JAN. 06(01/01/23-01/28/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22		
-	URRENT MONTH				MO(07/31/22-01/	,	LAST YEAF		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
139,071	148,875	9,804	Career Wages	1,023,128	952,175	<70,953>	138,993	887,144	
307	15,117		Limited Appointment	5,758	93,601	87,843	2,187	16,900	
0	1,332	1,332	Student Wages	2,531	8,658	6,127	727	3,347	
<8,028>	<760>		Labor Recharge	<11,561>	<4,680>	6,881	0	<8,254>	
<12,272>	<12,427>	<155>	Billed Labor Costs	<65,062>	<74,562>	<9,500>	<383>	<46,878>	
0	<4,000>	<4,000>	Capitalized Wages	<2,666>	<24,000>	<21,334>	<4,247>	<25,203>	
119,080	148,137	29,057	TOTAL WAGES	952,127	951,192	<935>	137,278	827,057	
68,813	89,956	21,143	Employee Benefits	584,465	576,279	<8,186>	66,365	498,339	
<173>	80	253	Office Supplies	3,201	1,560	<1,641>	36	1,176	
772	1,035	263	Telephone	5,338	6,210	872	823	6,222	
0	0	0	Trav/Trips/Conference	4,216	4,500	284	0	0	
0	0	0	Training Programs	0	500	500	0	12,000	
6,335	5,200	<1,135>	Paper	42,386	31,200	<11,186>	3,338	23,731	
17.2	10.8	<6.4>	Paper % To Sales	11.3	7.2	<4.1>	22.3	14.0	
2,028	3,420	1,392	Cleaning Supplies	19,505	20,520	1,015	3,348	18,291	
1,234	1,790	556	Replacements	9,583	10,515	932	981	10,947	
431	365		Laundry	2,976	4,715	1,739	414	2,327	
21,618	27,550		Repairs & Maintenance	144,933	178,400	33,467	32,440	211,299	
3,431	5,150		Repairs & Mtce-Elevator	29,765	30,900	1,135	<1,437>	27,213	
0	400		Repairs & Mtce-Equip	1,608	800	<808>	0	561	
2,882	600		Painting Program	4,099	6,600	2,501	287	1,185	
<7,335>	500	7,835	Incidental Proj Exp	<2,963>	3,000	5,963	<103>	<10,594>	
2,619	7,275		Air Conditioning-Maint	26,530	29,550	3,020	4,213	22,815	
11,048	9,650		Rub Remvl/Hauling	48,285	62,740	14,455	7,948	49,963	
<293>	3,909	4,202	Rodent & Pest Control	13,394	23,454	10,060	0	15,803	
410	775	365	Rentals-Truck	10,447	4,650	<5,797>	583	5,362	
410	0	0	COVID-19	10,447	4,000	4,100	0	2,026	
<109,111>	<32,108>	77,003	UCLA Cost Sharing	<109,111>	<204,894>	<95,783>	0	2,020	
4,711	125,547	120,836	TOTAL OTHER CONTROL.	838,657	795,299	<43,358>	119,237	898,667	
4,711	273,684	120,836	TOTAL OTHER CONTROL.	1,790,785	1,746,491	<43,358>	256,515	1,725,723	
123,190	273,004	149,094	TOTAL CONTROLLABLE EXP	1,790,765	1,/40,491	<44,294>	250,515	1,723,723	
			Lossy Allocated Exp						
			Less: Allocated Exp						
30,117	32,112	1,995	Depreciation	176,997	192,670	15,673	25,182	151 207	
	32,112	1,995	TOTAL ALLOCATED EXP		192,670	15,673		151,387	
30,117	32,112		NET EXPENSE	176,997			25,182	151,387	
153,907	305,796	151,889	NET EXPENSE	1,967,782	1,939,161	<28,621>	281,698	1,877,110	
-126.006	-242 E24	.104 400	Allocated Suc and Eat	-1 404 750	-1 474 500	20.251	-240 072	-1 410 000	
<126,906>	<263,536>		Allocated-Svs and Ent Allocated-USAC	<1,694,759>	<1,674,508>	20,251 0	<240,872>	<1,612,288>	
<8,585>	<8,585>	0		<51,510>	<51,510>		<8,764>	<52,584>	
<3,322>	<3,322>	0	Allocated-GSA	<19,932>	<19,932>	0	<3,411>	<20,466>	
<4,516>	<8,462>		Allocated-Comm Board	<60,304>	<54,090>	6,214	<8,571>	<57,369>	
<10,579>	<21,891>		Allocated-A & SS	<141,277>	<139,121>	2,156	<20,079>	<134,402>	
<153,907>	<305,796>	<151,889>	TOTAL OTHER	<1,967,782>	<1,939,161>	28,621	<281,698>	<1,877,110>	
0	0	-0-	TOTAL EXPENSE	0	0	0	0	0	
U	U	<0>	TOTAL EAPENSE	U	U	U	U	U	

UTILITIES EXPENSE STATEMENT

JAN. 06(01/01/23-01/28/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22		
C	CURRENT MONTH			YTD 6 MO(07/31/22-01/28/23)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
13,421	5,999	<7,422>	Chiller Water	115,472	95,216	<20,256>	5,515	46,965
50,855	51,938	1,083	Elec-Non Air Cond.	245,091	288,797	43,706	44,035	218,571
10,692	9,620	<1,072>	Water-Non Air Cond.	37,981	51,934	13,953	10,142	34,627
6,311	6,090	<221>	Steam-Non Air Cond.	19,283	30,178	10,895	4,222	17,511
7,204	5,287	<1,917>	Gas	25,870	24,094	<1,776>	3,605	11,043
<1,804>	<12,500>	<10,696>	Energy Management	<1,804>	<12,500>	<10,696>	0	0
<22,617>	<6,976>	15,641	UCLA Cost Sharing	<22,617>	<50,161>	<27,544>	0	0
64,062	59,458	<4,604>	TOTAL OTHER CONTROL.	419,276	427,558	8,282	67,519	328,717
64,062	59,458	<4,604>	TOTAL CONTROLLABLE EXP	419,276	427,558	8,282	67,519	328,717
<54,705>	<50,591>	4,114	Allocated-Svs and Ent	<359,425>	<366,828>	<7,403>	<57,749>	<278,219>
<2,055>	<2,055>	0	Allocated-USAC	<12,330>	<12,330>	0	<2,088>	<12,528>
<795>	<795>	0	Allocated-GSA	<4,770>	<4,770>	0	<813>	<4,878>
<1,947>	<1,800>	147	Allocated-Comm Board	<12,789>	<13,055>	<266>	<2,055>	<9,900>
<4,560>	<4,217>	343	Allocated-A & SS	<29,962>	<30,575>	<613>	<4,814>	<23,193>
<64,062>	<59,458>	4,604	TOTAL OTHER	<419,276>	<427,558>	<8,282>	<67,519>	<328,717>
0	0	<0>	TOTAL EXPENSE	0	0	<0>	0	0