# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

May (04/30/23 - 05/27/23)

Prepared
June 14, 2023

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		M	AY (04/30/2	3 - 05/27/23	)			FY 2	1-22	]			F	ISCAL YEA	R 2022-202	3			FY 2	1-22	
			CURRENT	ГМОМТН				**	•						07/31/22 - 0				**		
ACTU	AL	BUDO	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YEAR ACT		
				ACT/I		ACT/LY									ACT/			Y ACT			
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%	
										GROSS INCOME											
4,366		3,769		597	15.8%	615	16.4%	3,751		UCLA Store	38,903		37,432		1,471	3.9%	5,938	18.0%	32,965		
1,838		2,043		(205)	(10.0%)	139	8.2%	1,699		UCLA Restaurants	14,487		18,274		(3,787)	(20.7%)	4,267	41.8%	10,220		
560		675		(115)	(17.0%)	(94)	(14.4%)	654		Licensing & Services	5,504		5,855		(351)	(6.0%)	169	3.2%	5,335		
145		172		(27)	(15.7%)	(97)	(40.1%)	242		UCLA Student Union	1,057		2,716		(1,659)	(61.1%)	(311)	(22.7%)	1,368		
6,909		6,659		250	3.8%	563	8.9%	6,346		TOTAL	59,951		64,277		(4,326)	(6.7%)	10,063	20.2%	49,888		
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.			
1,525	34.9%	1,283	34.0%	242	0.9	293	2.1	1,232	32.8%	UCLA Store	13,231	34.0%	12,697	33.9%	534	0.1	2,246	0.7	10,985	33.3%	
1,322	71.9%	1,433	70.1%	(111)	1.8	116	0.9	1,206	71.0%	UCLA Restaurants	10,295	71.1%	12,870	70.4%	(2,575)	0.7	3,123	0.9	7,172	70.2%	
560	100.0%	674	99.9%	(114)	0.1	(94)	0.0	654	100.0%	Licensing & Services	5,504	100.0%	5,849	99.9%	(345)	0.1	170	0.0	5,334	100.0%	
125 3.532	86.2% <b>51.1%</b>	140	81.4% <b>53.0%</b>	(15) <b>2</b>	4.8	(83) <b>232</b>	0.2	208	86.0%	UCLA Student Union	796 <b>29.826</b>	75.3% <b>49.8%</b>	2,365	87.1%	(1,569)	(11.8)	(378)	(10.5)	1,174	85.8% <b>49.4%</b>	
3,532	51.1%	3,530	53.0%	2	(1.9)	232	(0.9)	3,300	52.0%	TOTAL	29,826	49.8%	33,781	52.6%	(3,955)	(2.8)	5,161	0.4	24,665	49.4%	
										WAGES & BENEFITS											
704	16.1%	663	17.6%	(41)	1.5	(99)	0.0	605	16.1%	UCLA Store	6,707	17.2%	6,544	17.5%	(163)	0.3	(829)	0.6	5,878	17.8%	
889	48.4%	884	43.3%	(5)	(5.1)	(104)	(2.2)	785	46.2%	UCLA Restaurants	8,232	56.8%	8,752	47.9%	520	(8.9)	(1,209)	11.9	7,023	68.7%	
47	8.4%	72	10.7%	25	2.3	22	2.2	69	10.6%	Licensing & Services	555	10.1%	717	12.2%	162	2.1	97	2.1	652	12.2%	
76	52.4%	98	57.0%	22	4.6	(5)	(23.1)	71	29.3%	UCLA Student Union	761	72.0%	970	35.7%	209	(36.3)	(150)	(27.3)	611	44.7%	
1,716	24.8%	1,717	25.8%	1	1.0	(186)	(0.7)	1,530	24.1%	TOTAL	16,255	27.1%	16,983	26.4%	728	(0.7)	(2,091)	1.3	14,164	28.4%	
										OTHER CONTROLLABLES											
173	4.0%	133	3.5%	(40)	(0.5)	71	2.5	244		UCLA Store	1,924	4.9%	1,760	4.7%	(164)	(0.2)	(67)	0.7	1,857	5.6%	
153	8.3%	219	10.7%	66	2.4	11	1.4	164	9.7%	UCLA Restaurants	1,594	11.0%	2,013	11.0%	419	0.0	(249)	2.2	1,345	13.2%	
147	26.3%	197	29.2%	50	2.9	35	1.5	182	27.8%	Licensing & Services	1,747	31.7%	1,798	30.7%	51	(1.0)	(20)	0.7	1,727	32.4%	
86 <b>559</b>	59.3% <b>8.1%</b>	88 <b>637</b>	51.2% <b>9.6%</b>	2 <b>78</b>	(8.1) <b>1.5</b>	12 <b>129</b>	(18.8) <b>2.7</b>	98 <b>688</b>	40.5%	UCLA Student Union TOTAL	581	55.0%	607 <b>6,178</b>	22.3% 9.6%	26 <b>332</b>	(32.7)	(95)	(19.5)	486 <b>5,415</b>	35.5% <b>10.9%</b>	
559	8.1%	637	9.6%	/8	1.5	129	2.1	688	10.8%	TOTAL	5,846	9.8%	6,178	9.6%	332	(0.2)	(431)	1.1	5,415	10.9%	
										CONTRIBUTION											
649	14.9%	487	12.9%	162	2.0	266	4.7	383			4,600	11.8%	4,392	11.7%	208	0.1	1,349	1.9	3,251	9.9%	
279	15.2%	330	16.2%	(51)	(1.0)	21	0.0	258	15.2%	UCLA Restaurants	469	3.2%	2,105	11.5%	(1,636)	(8.3)	1,665	14.9	(1,196)	(11.7%)	
366 (36)	65.4% (24.8%)	406 (46)	60.1% (26.7%)	(40) 10	5.3 1.9	(36) (76)	3.9 (41.3)	402 40	61.5% 16.5%	Licensing & Services UCLA Student Union	3,202 (546)	58.2% (51.7%)	3,335 788	57.0% 29.0%	(133) (1,334)	1.2 (80.7)	247 (623)	2.8 (57.3)	2,955 77	55.4% 5.6%	
1.258	18.2%	1.177	17.7%	81	0.5	175	1.1	1.083		TOTAL	7.725	12.9%	10.620	16.5%	(2.895)	(3.6)	2.638	2.7	5.087	10.2%	
1,250	10.276	1,177	17.770	01	0.5	1/5	1.1	1,003	17.170	TOTAL	1,125	12.5%	10,620	10.5%	(2,095)	(3.6)	2,030	2.1	5,067	10.276	
										ALLOCATED EXPENSES											
846	12.2%	836	12.6%	(10)	0.4	(145)	(1.2)	701	11.0%	Admin&Support Services	7,964	13.3%	7,991	12.4%	27	(0.9)	(1,093)	0.5	6,871	13.8%	
238 47	3.4% 0.7%	249	3.7%	11	0.3	40	1.0	278	4.4% 0.9%	Facilities	2,787	4.6%	2,727	4.2%	(60)	(0.4)	9	1.0	2,796	5.6%	
170	2.5%	66 202	1.0% 3.0%	19 32	0.3 0.5	13	0.2 0.1	60 167	2.6%	Utilities Depreciation	574 1,702	1.0% 2.8%	647 2.022	1.0% 3.1%	73 320	0.0 0.3	(55) (26)	0.0 0.6	519 1,676	1.0% 3.4%	
1,301	18.8%	1,353	20.3%	52	1.5	(95)	0.1	1,206		TOTAL	13,027	21.7%	13,387	20.8%	360	(0.9)	(1,165)	2.1	11,862	23.8%	
1,301	10.0 /0	1,333	20.3/0	32	1.5	(33)	0.2	1,200	13.0 /0	1	13,021	41.1 /0	13,307	20.0 /0	300	(0.9)	(1,105)	2.1	11,002	23.0 /0	
(43)	(0.6%)	(176)	(2.6%)	133	2.0	80	1.3	(123)	(1.9%)	NET INCOME (LOSS) FROM OPERATIONS	(5,302)	(8.8%)	(2,767)	(4.3%)	(2,535)	(4.5)	1,473	4.8	(6,775)	(13.6%)	
(43)	(0.0%)	(1/6)	(∠.७%)	133	2.0	80	1.3	(1∠3)	(1.9%)	1	(5,302)	(0.8%)	(2,/0/)	(4.3%)	(∠,535)	(4.5)	1,4/3	4.6	(0,775)	(13.6%)	
	0.40/		0.00/				0.0	_ ا	0.401	OTHER INC/(EXP)	0.45	0.464		0.00/	00=		(7.4.1)	(4.5)	000	0.004	
8	0.1%	2	0.0%	6	0.1	0	0.0	8	0.1%	Non-Recurrent Inc/(Exp)	245	0.4%	20 179	0.0%	225	0.4	(744)	(1.6)	989	2.0%	
60 (14)	0.9% (0.2%)	18	0.3% (0.2%)	42 0	0.6 0.0	46 4	0.7 0.1	14 (18)	0.2% (0.3%)	Interest Income Interest (Expense)	457 (140)	0.8% (0.2%)	179 (140)	0.3% (0.2%)	278 0	0.5 0.0	379 40	0.6 0.2	78 (180)	0.2% (0.4%)	
(14)	0.2%)	(14) 0	0.0%	0	0.0	0	0.1	(18)	0.0%	Income Taxes	(140)	0.2%)	(140)	0.2%)	0	0.0	40	0.2	(180)	0.0%	
301	4.4%	266	4.0%	35	0.0	18	(0.1)	283	4.5%	Student Union Fee Income	2,693	4.5%	2,658	4.1%	35	0.0	67	(0.8)	2,626	5.3%	
355	5.1%	272	4.0%	83	1.0	68	0.6	287	4.5%	TOTAL	3,255	5.4%	2,717	4.1%	538	1.2	(258)	(1.6)	3,513	7.0%	
312			1.4%	216	3.1	148		164					,		(1.997)	(3.3)	, ,		,		
312	4.5%	96	1.4%	216	3.1	148	1.9	164	2.6%	NET INCOME (LOSS)	(2,047)	(3.4%)	(50)	(0.1%)	(1,997)	(3.3)	1,215	3.1	(3,262)	(6.5%)	

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

									1-22		FISCAL YEAR 2022-2023								FY 21-22		
			CURREN	T MONTH				**					YTD 10	MONTHS (0	07/31/22 - 0	5/27/23)			**		
ACTU	JAL	BUD	SET		VARIA			LAST YE	AR ACT		ACTI	UAL	BUD	GET			ANCE		LAST YE	AR ACT	
				ACT/		ACT/LY									ACT/		ACT/L				
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%	
										GROSS INCOME											
4,366		3,769		597	15.8%	615	16.4%	3,751		UCLA Store	38,903		37,432		1,471	3.9%	5,938	18.0%	32,965		
1,838		2,043		(205)	(10.0%)	139	8.2%	1,699		UCLA Restaurants	14,487		18,274		(3,787)	(20.7%)	4,267	41.8%	10,220		
560		675		(115)	(17.0%)	(94)	(14.4%)	654		Licensing & Services	5,504		5,855		(351)	(6.0%)	169	3.2%	5,335		
145 <b>6.909</b>		172 <b>6.659</b>		(27) <b>250</b>	(15.7%)	(97) <b>563</b>	(40.1%)	242 <b>6.346</b>		UCLA Student Union TOTAL	1,057 <b>59.951</b>		2,716 <b>64.277</b>		(1,659) (4.326)	(61.1%)	(311)	(22.7%)	1,368 <b>49.888</b>		
6,909		6,659		250	3.8%	563	8.9%	6,346		TOTAL	59,951		64,277		(4,326)	(6.7%)	10,063	20.2%	49,888		
4.505	0.4.00/	4.000	0.4.00/		Pts.		Pts.	4 000	00.00/	GROSS MARGIN	40.004	0.4.00/	40.00=	00.00/	=0.4	Pts.	0.040	Pts.	40.005	00.00/	
1,525	34.9%	1,283 1,433	34.0%	242	0.9	293	2.1	1,232 1,206	32.8% 71.0%	UCLA Store UCLA Restaurants	13,231 10,295	34.0% 71.1%	12,697 12,870	33.9% 70.4%	534 (2,575)	0.1	2,246 3,123	0.7	10,985	33.3% 70.2%	
1,322 560	71.9% 100.0%	674	70.1% 99.9%	(111) (114)	1.8 0.1	116 (94)	0.9 0.0	654		Licensing & Services	5,504	100.0%	5,849	70.4% 99.9%	(2,575)	0.7 0.1	3,123 170	0.9 0.0	7,172 5,334	100.0%	
125	86.2%	140	81.4%	(114)	4.8	(83)	0.0	208	86.0%	UCLA Student Union	796	75.3%	2,365	99.9% 87.1%	(1.569)	(11.8)	(378)	(10.5)	1,174	85.8%	
3,532	51.1%	3,530	53.0%	2	(1.9)	232	(0.9)	3,300		TOTAL	29,826	49.8%	33,781	52.6%	(3,955)	(2.8)	5,161	0.4	24,665	49.4%	
					( 1)		( )			TOTAL CONTROLLABLES	,		,		(2,222,	( - /,			,		
877	20.1%	796	21.1%	(81)	1.0	(28)	2.5	849	22.6%	UCLA Store	8,630	22.2%	8,305	22.2%	(325)	0.0	(896)	1.3	7,734	23.5%	
1,043	56.7%	1,103	54.0%	60	(2.7)	(94)	(0.8)	949		UCLA Restaurants	9,826	67.8%	10,765	58.9%	939	(8.9)	(1,458)	14.1	8,368	81.9%	
194	34.6%	268	39.7%	74	5.1	58	3.9	252	38.5%	Licensing & Services	2.302	41.8%	2.515	43.0%	213	1.2	77	2.8	2,379	44.6%	
162	111.7%	186	108.1%	24	(3.6)	7	(41.9)	169	69.8%	UCLA Student Union	1,342	127.0%	1,578	58.1%	236	(68.9)	(245)	(46.8)	1,097	80.2%	
2,276	32.9%	2,353	35.3%	77	2.4	(57)	2.1	2,219	35.0%	TOTAL	22,100	36.9%	23,163	36.0%	1,063	(0.9)	(2,522)	2.3	19,578	39.2%	
										CONTRIBUTION											
649	14.9%	487	12.9%	162	2.0	266	4.7	383	10.2%	UCLA Store	4,600	11.8%	4,392	11.7%	208	0.1	1,349	1.9	3,251	9.9%	
279	15.2%	330	16.2%	(51)	(1.0)	21	0.0	258	15.2%	UCLA Restaurants	469	3.2%	2,105	11.5%	(1,636)	(8.3)	1,665	14.9	(1,196)	(11.7%)	
366	65.4%	406	60.1%	(40)	5.3	(36)	3.9	402	61.5%	Licensing & Services	3,202	58.2%	3,335	57.0%	(133)	1.2	247	2.8	2,955	55.4%	
(36)	(24.8%)	(46)	(26.7%)	10	1.9	(76)	(41.3)	40	16.5%	UCLA Student Union	(546)	(51.7%)	788	29.0%	(1,334)	(80.7)	(623)	(57.3)	77	5.6%	
1,258	18.2%	1,177	17.7%	81	0.5	175	1.1	1,083	17.1%	TOTAL	7,725	12.9%	10,620	16.5%	(2,895)	(3.6)	2,638	2.7	5,087	10.2%	
										ALLOCATED EXPENSES											
687	15.7%	646	17.1%	(41)	1.4	(96)	0.1	591		UCLA Store	6,835	17.6%	6,434	17.2%	(401)	(0.4)	(580)	1.4	6,255	19.0%	
408	22.2%	461	22.6%	53	0.4	(29)	0.1	379	22.3%	UCLA Restaurants	3,900	26.9%	4,392	24.0%	492	(2.9)	(644)	5.0	3,256	31.9%	
110	19.6%	133	19.7%	23	0.1	13	(8.0)	123	18.8%	Licensing & Services	1,260	22.9%	1,279	21.8%	19	(1.1)	34	1.4	1,294	24.3%	
96	66.2%	113	65.7%	17	(0.5)	17	(19.5)	113	46.7%	UCLA Student Union	1,032	97.6%	1,282	47.2%	250	(50.4)	25	(20.3)	1,057	77.3%	
1,301	18.8%	1,353	20.3%	52	1.5	(95)	0.2	1,206	19.0%	TOTAL	13,027	21.7%	13,387	20.8%	360	(0.9)	(1,165)	2.1	11,862	23.8%	
										NET INCOME (LOSS)											
(0.0)	(0.00()	(400)	(0.40()	400		400		(007)	(0.00()	FROM OPERATIONS	(0.005)	(0.70()	(0.044)	(0.00()	(40.4)	(0.5)	700		(0.004)	(0.00()	
(38) (129)	(0.6%) (1.9%)	(160) (130)	(2.4%) (2.0%)	122 1	1.8 0.1	169	2.7 0.0	(207) (121)		UCLA Store UCLA Restaurants	(2,235) (3,430)	(3.7%) (5.7%)	(2,041) (2,286)	(3.2%)	(194) (1,144)	(0.5) (2.1)	769 1,022	2.3 3.2	(3,004) (4,452)	(6.0%) (8.9%)	
256	(1.9%)	273	(2.0%) 4.1%	(17)	(0.4)	(8) (23)	(0.7)	279	, ,	UCLA Restaurants Licensing & Services	1,941	(5.7%)	2,055	(3.6%)	(1,144)	(2.1)	1,022	(0.1)	(4,452) 1,661	(8.9%)	
(132)	(1.9%)	(159)	(2.4%)	27	0.4)	(58)	(0.7)	(74)		UCLA Student Union	(1,578)	(2.6%)	(495)	(0.8%)	(1,083)	(1.8)	(598)	(0.1)	(980)	(2.0%)	
(43)	(0.6%)	(176)	(2.4%)	133	2.0	80	1.3	(123)	, ,	TOTAL	(5,302)	(8.8%)	(2,767)	(4.3%)	(2.535)	(4.5)	1.473	4.8	(6,775)	(13.6%)	
()	(2.070)	()	(=:0,0)					,0)	, , 0)	OTHER INC/(EXP)	(=,==)	(3.073)	ζ=,. σ. )	( 73)	(=,555)	( 5)	.,		(-,)	(13.470)	
8	0.1%	2	0.0%	6	0.1	0	0.0	8	0.1%	Non-Recurrent Inc/(Exp)	245	0.4%	20	0.0%	225	0.4	(744)	(1.6)	989	2.0%	
60	0.9%	18	0.3%	42	0.6	46	0.7	14		Interest Income	457	0.8%	179	0.3%	278	0.5	379	0.6	78	0.2%	
(14)	(0.2%)	(14)	(0.2%)	0	0.0	4	0.1	(18)		Interest (Expense)	(140)	(0.2%)	(140)	(0.2%)	0	0.0	40	0.2	(180)	(0.4%)	
` o´	0.0%	` o´	0.0%	0	0.0	0	0.0	0	, ,	Income Taxes	O O	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	
301	4.4%	266	4.0%	35	0.4	18	(0.1)	283		Student Union Fee Income	2,693	4.5%	2,658	4.1%	35	0.4	67	(0.8)	2,626	5.3%	
355	5.1%	272	4.1%	83	1.0	68	0.6	287	4.5%	TOTAL	3,255	5.4%	2,717	4.2%	538	1.2	(258)	(1.6)	3,513	7.0%	
312	4.5%	96	1.4%	216	3.1	148	1.9	164	2.6%	NET INCOME (LOSS)	(2,047)	(3.4%)	(50)	(0.1%)	(1,997)	(3.3)	1,215	3.1	(3,262)	(6.5%)	

#### ASUCLA P/L Reconciliation May-23

May-23		
Financial Analysis	\$0	000's
	M	ay-23
Budgeted Net Income/(Loss)		9
UCLA Store		<u> </u>
Gross Margin:		L
Bearwear above plan due to strong sales from Bruin Transfer, one-day spirit sale and successful sports programs such as softball and baseball	125	
Fastrack below plan due to the reduction of products (will soon be replaced by gifts and items bearing the UCLA logo)	(17)	
Campus Portrait Studio below plan: less traffic based on yearbook department restrictions and reduced CPS Express expansion orders	(20)	
Market above plan due to increased foot traffic from new product assortment, accepting EBT and ResHall Meal vouchers and successful social media and branding campaigns	33	
E-Commerce below plan due to shift of business to in-person purchases	(41)	L
Course Reader Solutns above plan: spring department orders higher than expected due to increased outreach efforts	26	
Bookzone above plan due to the annual Grad School of Education order of math books (timing related as budget is in June)	42	<u> </u>
HSS Dental above plan mostly related to cost of sales data (in review by management)	38	<u> </u>
Hilltop above plan due to increased traffic from the resident hall food voucher program	63	
Total Wages above plan (mostly student)	(35)	
Other, negative controllables	(52)	
Total Contribution		16
UCLA Restaurants		
Gross Margin:		<u> </u>
Wetzel's above plan: mostly correction for past month sales	31	
Panda above plan due to popularity for this brand and increasing customer trends in Ackerman this month	12	
Northern Lights ahead of plan due to increasing customer trends for several areas across campus and new marketing campaigns	12	
Anderson Cafe ahead of plan due to increasing customer trends for several areas across campus and new marketing campaigns	48	
CSSC below plan due to the delay in opening the new menu concept	(12)	
ScrubJay Café below plan: initial sales expectations lower than projected (no history for first budget)	(31)	
South Café below plan: planned location will not go forward	(61)	
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	(17)	
Cafe 451 below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized	(17)	
Jimmy's below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized	(23)	
Catering below plan: assumption of growth this year has not yet fully materialized	(33)	
Concession above plan: one extra softball game and the USA Track & Filed Grand Prix was as not budgeted	16	
Total Wages below plan	9	
Other, positive controllables (\$52K) slightly offset by various gross margin variances	15	
Total Contribution		(5
Licensing & Services		
Gross Margin:		
Licensing Foreign below plan: lower overall sales	(65)	
Licensing Domestic above plan as Amazon and Fanatics is driving growth	28	
Licensing Campus Sourcing below plan: fewer event/date specific items being purchased by internal campus departments	(18)	
Leased Ops ahead of plan: higher utility charges and new CSSC Wescom ATM	13	
Marketing Ventures below plan: level of new business has not been achieved	(74)	
Total Wages below plan	18	
Other, positive controllables mostly Licensing	58	
Total Contribution	T	(4
UCLA Student Union		
Gross Margin:		
Event Services above plan due to increases in University events and student programming	37	
Student Union Ops. below plan mostly due to lower strategic funding opportunities	(52)	
Total Wages below plan	12	
Other, positive controllables	13	
Total Contribution	1	1
Allocated Expenses and Other	1	<del></del>
A&SS slightly above plan	(10)	ſ
Facilities below plan in various wage accounts and some unrealized cost sharing with UCLA	11	
Utilities below plan: decreased consumption and positive impact of retrofitting light fixtures to LED	19	
	32	<u> </u>
Depreciation below plan due to timing of capital expenditures  Non recurrent higher than plan	6	
Non-recurrent higher than plan		
Student Union Fees higher than plan	35	
Interest income higher than plan	42	<del>-</del>
Total  Actual Net Francisco (Tara)	+	13
Actual Net Income/(Loss)	1	31

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

Financial Analysis	\$0	000's
Budgeted Net Income/(Loss)	+	(50
magenta . ter meome (2000)	†	(0
UCLA Store		
Gross Margin:	↓	ļ
Bearwear above plan: strong sales for Spring Break, Score Big promotions, men's and women's basketball including March Madness tournament, gymnastics and the holidays	954	ļ
Graduation ETC. above plan due to an increase in retail purchases for undergraduate and graduate regalia	110	<u> </u>
Campus Portrait Studio below plan due to less traffic due to yearbook deadlines	(133)	
Market above plan: strong launching of CalFresh/EBT program, new food items and the redemption of marketing coupons for Joe N Go coffee	178	
Essentials below plan due to a change in the materials and supplies students use, and some impact from the UAW strike	(100)	
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	(298)	
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)	(177)	
Used Text below plan: impact of remote learning and strong transition to Inclusive Access titles reduced sales of traditional print textbooks	(153)	
Custom Shop below plan due to less bulk orders and marked out slow sellers  HSS Dental above plan	(126) 120	<del>                                     </del>
Hilltop above plan: more visitors and expanded product selection	207	<u> </u>
Total Wages above plan	(202)	
Other, negative controllables (\$124K) and various negative gross margin variances	(172)	
Total Contribution	(1/2)	20
UCLA Restaurants	1	
Gross Margin:	1	
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	(96)	
Northern Lights below plan: location did not reopen until last week of September once Fall classes began	(39)	
Anderson Café above plan due to increasing customer trends for several areas across campus and new marketing campaigns	167	
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	(122)	
Café Synapse below plan: expectation for rebound of customers around this area has not been realized	(142)	
ScrubJay Café below plan: new operation opened January 25, 2023	(503)	
South Café below plan: location will not go forward as planned	(579)	
LuValle Food Servery below plan; the rebound to 2019 traffic and sales levels have not materialized and the negative impact of the UAW strike	(251)	
Cafe 451 below plan as the assumption of rebound to 2019 traffic and sales levels have not materialized	(116)	
Jimmy's below plan as the assumption of rebound to 2019 traffic and sales has not occurred	(172)	<del></del>
Cooperage below plan: summer traffic less than previous years, some summer classes virtual rather than in person, and closed buildings due to hot weather	(29)	-
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  Catering below plan: assumption of growth this year has not yet fully materialized, and Basic Needs Committee cancelled/postponed meals for food insecurity	(603)	
Concessions above plan: higher attendance related to MBB, Softball and Gymnastics	175	
Total Wages lower than plan (mostly student)	483	
Other, positive controllables (\$456K) slightly offset by various negative gross margin variances	329	
Total Contribution		(1,63
Licensing & Services		
Gross Margin:		
Licensing Domestic above plan: better than expected Nike income and fall shipments, and many retailers showing positive increases over prior year	829	
Licensing Foreign below plan: overall lower sales than expected and early receipts in prior months	(383)	
Licensing Campus Sourcing below plan due to less campus product requests	(109)	<u> </u>
Leased Ops above plan: mostly higher utilities	66	-
Marketing Ventures below plan due to the delay in LED project and anticipated new business not yet achieved	(747)	<u> </u>
Total Wages below plan	114	<u> </u>
Other, positive controllables	97	<u> </u>
Total Contribution	+	(13
UCLA Student Union	+-	-
Gross Margin:	74	<del>                                     </del>
Event Services above plan due to an increase in student programming	74 #####	_
Student Union Ops. below plan mostly due to lower strategic funding opportunities  Tatal Wassa below plan  Total Wassa below plan	125	<del>                                     </del>
Total Wages below plan  Other, positive controllables	111	<u> </u>
Total Contribution	111	(1,3
Allocated Expenses and Other	†	(1,3.
A&SS below plan in various accounts	27	
Facilities above plan: higher wages, benefits and various other controllables including some unrealized budgeted cost sharing with UCLA	(60)	
Utilities below plan: UCLA rebate for prior chiller water costs and lower consumption, slightly offset by some unrealized cost sharing with UCLA	73	<u> </u>
Depreciation lower than plan due to timing of capitals	320	
Non-recurrent higher than plan	225	
Interest Income higher than plan	278	
Student Union Fees higher than plan	35	
Total	I	8
Actual Net Income/(Loss)		(2,0

#### ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES BALANCE SHEETS

(\$000)

	Current Month	Prior Month	Prior Year
400570	May 2023	April 2023	July 2022
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	18,974	16,166	22,810
Accounts receivable	9,141	8,103	6,727
Less: Allowance for doubtful accounts	(465)	(461)	(425)
Accounts receivable, net	8,677	7,642	6,302
Student fees receivable	0	361	258
Inventories	7,802	8,356	7,220
Prepaid expenses and other current assets	1,058	964	872
Total current assets	36,510	33,489	37,462
LONG TERM ASSETS			
Property, equipment and improvements	76,415	76,111	75,569
Less: Accumulated depreciation	(59,286)	(59,116)	(57,740)
Total long term assets	17,129	16,995	17,828
TOTAL ASSETS	53,639	50,484	\$55,290
LIABILITIES AND RETAINED EARNINGS  CURRENT LIABILITIES:			
Accounts payable	9,168	8,699	\$9,394
Wages and payroll taxes payable	37,656	34,751	36,776
Sales tax payable & other liabilities	1,190	1,356	1,191
Interest payable	(1)	74	37
Deferred income	2,756	2,012	2,105
Funds held for others	440	434	268
Current portion of long term debt	1,087	1,040	1,040
Total current liabilities	52,296	48,367	50,811
LONG TERM DEBT:			
AU expansion loan	2,119	3,206	3,206
Total long term debt	2,119	3,206	3,206
TOTAL LIABILITIES	54,414	51,573	54,017
RETAINED EARNINGS:			
Beginning Balance	1,272	1,272	4,337
Year-to-date net income/(loss)	(2,047)	(2,361)	(3,064)
Ending Balance	(775)	(1,089)	1,273
TOTAL LIABILITIES AND RETAINED EARNINGS	53,639	50,484	55,290

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

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	312	(2,047)	(3,262)
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:			
Depreciation	170	1,702	1,676
(Increase)/decrease in current assets:			
Accounts receivable	(1,035)	(2,375)	(5,887)
Student fees receivable	361	258	0
Inventories	554	(582)	(1,127)
Prepaid expenses and other current assets	(94)	(186)	(342)
Increase/(decrease) in current liabilities:			
Accounts payable	848	289	966
Sales tax payable & other liabilities	(167)	(1)	98
Wages and payroll taxes payable	2,908	878	3,741
Interest payable	(75)	(38)	(46)
Deferred Income	743	651	1,135
Funds held for others	6	172	94
Net Cash provided/(used) by operating activities	4,531	(1,279)	(2,954)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(683)	(1,517)	(929)
Net Cash provided/(used) by investing activities	(683)	(1,517)	(929)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	(1,040)	(1,040)	(992)
	(4.0.40)	(4.040)	(000)
Net cash provided/(used) by financing activities	(1,040)	(1,040)	(992)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	2,808	(3,836)	(4,876)
CASH AND CASH EQUIVALENTS, Beginning	16,166	22,810	28,519
CASH AND CASH EQUIVALENTS, Ending	18,974	18,974	23,644

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

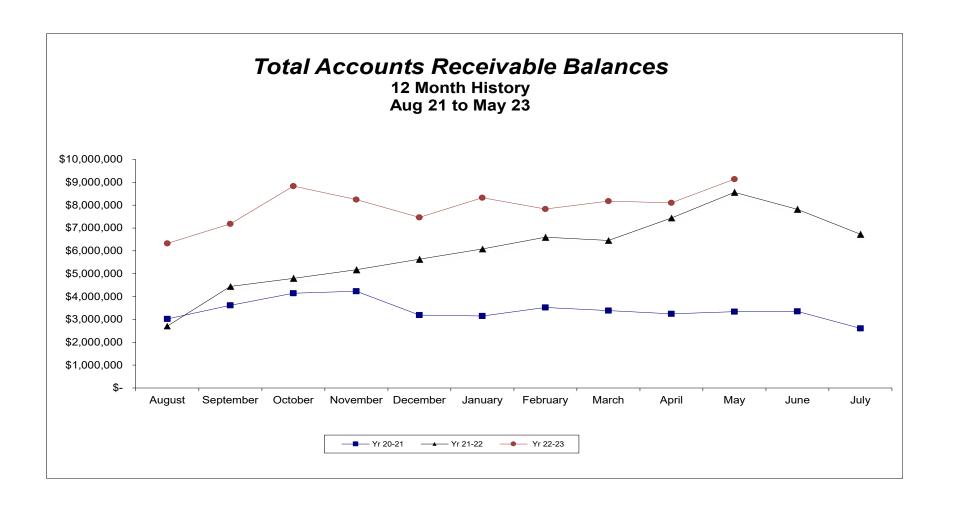
	Current Month May 2023	Prior Month April 2023
CASH AND CASH EQUIVALENTS	18,974	16,166
BOARD REQUIRED CASH RESERVE	6,973	7,757
RESERVE SURPLUS (DEFICIT)	12,001	8,409

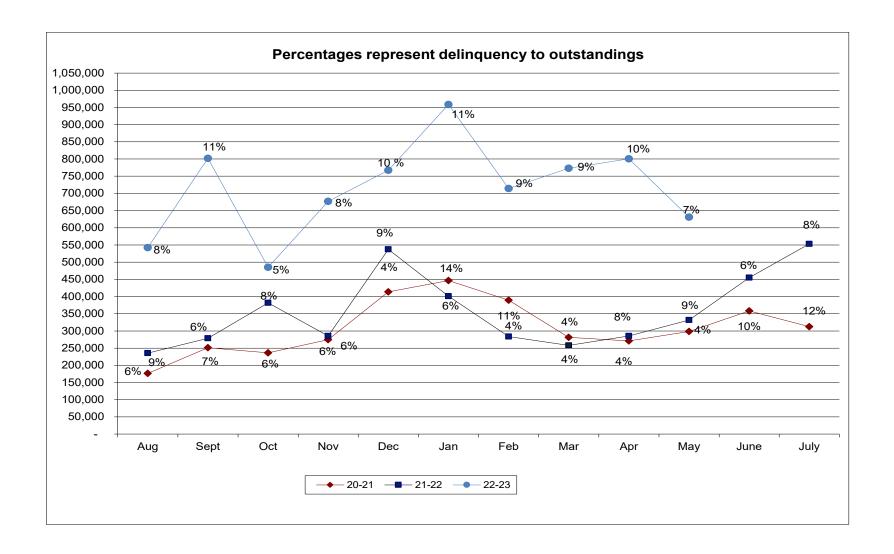
### ASUCLA SERVICES AND ENTERPRISES Capital Expenditures - Current Year Projects (\$000's)

FY 2022-2023 May 2023 PROJECTED											
PROJEC1	ΓNAME	BUDGET									
		DOD GE 1	Pavments	PO's	Total	Balance	Pendina	Over (Under)		Status	
Store/Serv 2022-001	Store General Replacement	100.0	84.9	1.7	86.5	13.5		(13.5)	In Progress		
2022-001	MKT Refrigerators/Freezers	20.0	32.9	0.0	32.9	(12.9)		12.9	Completed		
2022-003	Copier/Printers	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending		
Total Store		135.0	117.7	1.7	119.4	15.6	15.0	(0.6)			
Food Servi		E0.0	22.0	17.0	40.9	9.1		(0.4)	In Dragraga		
2022-004 2022-005	FS Miscellaneous and Unanticipated Patio Furniture Upgrade	50.0 20.0	23.9 0.0	0.0	0.0	20.0	20.0	(9.1) 0.0	In Progress Pending		
2022-006	Event Services Equipment	20.0	0.0	18.9	18.9	1.1	20.0	(1.1)	In Progress		
2022-007	Dining Room Upgrades	100.0	0.0	0.0	0.0	100.0		(100.0)	Canceled		
2022-008	Replacement Kitchen Cooking Equipment	30.0	0.0	29.3	29.3	0.7		(0.7)	In Progress		
2022-009	Division-wide Loyalty Program	145.0	0.0	0.0	0.0	145.0	145.0	0.0	Pending		
2022-010 2022-055	Smoothie Robot Equipment Double Tank Deep Fryer	140.0 0.0	0.0 0.0	0.0 24.7	0.0 24.7	140.0 2.3	140.0	0.0 24.7	Pending In Progress		
2022-057	Luvalle Pizza Ovens	0.0	43.8	2.9	46.7	13.3		46.7	In Progress		
2022-058	Luvalle Water Station TGIF	0.0	0.0	2.2	2.2	1.3		2.2	In Progress		
Total Food		505.0	67.7	94.9	162.6	432.9	305.0	(37.4)			
Technolog		100.0	2.2			400.0		(400.0)			
2022-011 2022-012	Network Infrastructure Upgrade Printer Replacement	120.0 10.0	0.0 0.0	0.0 2.9	0.0 2.9	120.0 7.1		(120.0) (7.1)	Canceled In Progress		
2022-012	Misc hardware/Software (Marketing/Info Photo)	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending		
2022-013	PC Replacement (9 to 13 years old)	150.0	103.4	0.3	103.7	46.3	.0.0	(46.3)	In Progress		
2022-015	Internal and External router upgrade	50.0	0.0	0.0	0.0	50.0		(50.0)	Canceled		
2022-016	Informal Photography - Camera, lens, light	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending		
2022-017	Canon Copier Replacement	12.0	0.0	0.0	0.0	12.0	12.0	0.0	Pending		
2022-018 2022-038	Video Equipment	6.0 0.0	0.0 9.0	0.0 0.5	0.0 9.5	6.0 2.5	6.0	0.0 9.5	Pending Completed -	Awaiting Invoice	
2022-038	Lightbox/Viewpoint Lounge Network Audit and Overhaul Phase I / II	0.0	42.0	104.7	146.8	153.2		146.8	In Progress	Awaiting invoice	
2022-059	ASUCLA App	0.0	0.0	0.0	0.0	15.0		0.0	In Progress		
2022-060	Bruin Voice	0.0	0.0	0.0	0.0	50.0		0.0	In Progress		
Total Tech		368.0	154.4	108.4	262.8	482.2	38.0	0.0			
	Missellaneous and Unanticipated	50.0	0.0	0.0	0.0	50.0		(50.0)	Canceled		
	Miscellaneous and Unanticipated lemarks & Licensing	50.0	0.0	0.0	0.0	50.0	0.0	(50.0)	Canceled		
Others											
2022-020	Fac Misc and Remodels	75.0	10.4	37.3	47.7	27.3		(27.3)	In Progress		
2022-021	Replace HVAC Motors	40.0	0.0	0.0	0.0	40.0	40.0	0.0	Pending		
2022-022	Custodial Replacements	15.0	2.1	12.3	14.4	0.6	005.0	(0.6)	In Progress		
2022-023 2022-024	AU Freight Elevator Doors (A-Level and 3rd Floo Office Space Remodeling - Phase II	225.0 250.0	0.0 0.0	0.0 39.1	0.0 39.1	225.0 210.9	225.0	0.0 (210.9)	Pending In Progress		
2022-025	CSSC Roof Waterproofing	30.0	0.0	0.0	0.0	30.0		(30.0)	Canceled		
2022-026	AU Retrofit Lighting and Occupancy Sensors	50.0	0.0	0.0	0.0	50.0		(50.0)	Canceled		
2022-027	EDO Suite and Staircase Flooring	40.0	0.0	0.0	0.0	40.0		(40.0)	Canceled		
2022-028	SUO General Replacement	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending		
2022-029 2022-030	Meeting Room /Venue Upgrades SUO General AV Upgrades	75.0 40.0	0.0 0.0	0.0 0.0	0.0 0.0	75.0 40.0	75.0 40.0	0.0 0.0	Pending Pending		
2022-030	SU Occupancy Counter System	30.0	0.0	0.0	0.0	30.0	40.0	(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	45.0	(40.0)	Canceled		
2022-035 2022-036	Finance Misc. Replacements Replace Cameras	15.0 40.0	0.0 31.9	0.0 6.1	0.0 38.0	15.0 2.0	15.0	0.0	Pending In Progress		
2022-036	HR Furniture Replacement	40.0 15.0	2.6	6.1 0.0	2.6	2.0 12.4		(2.0) (12.4)	In Progress In Progress		
2022-037	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	40.2	40.2	(2.2)		40.2	In Progress		
2022-041	Ackerman Union Passenger Elevators*	0.0	0.0	0.0	0.0	660.0		0.0	Pending		
2022-042	Kerckhoff Hall Passenger Elevators*	0.0	0.0	0.0	0.0	200.0		0.0	Pending		
2022-043 2022-044	Ackerman Union Chilled Water Coil Replacemer Kerckhoff Hall Patio Waterproofing*	0.0 0.0	0.0 0.0	1.4 0.0	1.4 0.0	298.6 700.0		1.4 0.0	In Progress Pending		
2022-044	Ackerman Union A-level M&W*	0.0	0.0	2.5	2.5	147.5		2.5	In Progress		
2022-045	Ackerman Union 3rd Floor M&W*	0.0	0.0	2.5	2.5	797.5		2.5	In Progress		
2022-047	Kerckhoff Hall 1st Floor M&W*	0.0	0.0	2.5	2.5	247.5		2.5	In Progress		
2022-048	Kerckhoff Hall 2nd Floor M*	0.0	0.0	1.3	1.3	148.7		1.3	In Progress		
2022-049	Kerckhoff Hall 2rd Floor W*	0.0	0.0	1.3	1.3	98.7 107.5		1.3	In Progress In Progress		
2022-050 2022-051	Kerckhoff Hall 3rd Floor M&W* Kerckhoff Hall 4th Floor All-Gender*	0.0 0.0	0.0 0.0	2.5 2.5	2.5 2.5	197.5 297.5		2.5 2.5	In Progress In Progress		
2022-051	Lu Valle Commons M&W*	0.0	0.0	2.5	2.5	297.5		2.5	In Progress		
2022-053	KH Staircase Runner	0.0	6.3	0.0	6.3	0.0		6.3	Completed		
2022-056	Mural Lighting	0.0	0.0	0.0	0.0	16.5		0.0	Pending		
	RISE Center Flooring	0.0	57.9	0.0	57.9	42.1		57.9	In Progress		
2022-061		4 225 0	494 0	1 4550	7774	E 220 7	APE D				
2022-061 Total Other Total Year	rs	1,225.0 2.283.0	121.9 461.7	155.2 360.2	277.1 821.9	5,230.7 6,211.4	465.0 823.0	(482.9)			

### ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

05/27/23	May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$2,073,880	29%	\$988,141	76%	\$103,674	88%	\$80,023	89%	\$31,908	16%	\$120,418	53%	\$3,398,044	37%
ASUCLA PUBLICATIONS		\$129,857	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$129,857	1%
ASUCLA USA/GSA		\$208,644	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$208,644	2%
DUE FROM VENDORS		\$109,884	2%	\$290,420	23%	(\$3,343)	-4%	\$9,048	10%	\$157,674	81%	\$105,116	46%	\$668,799	7%
DENTAL KITS		\$429,627	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$429,627	5%
OTHER		4,270,186	59%	\$9,705	1%	\$18,550	16%	\$569	1%	\$6,134	3%	\$1,385	1%	\$4,306,529	47%
TOTAL CURRENT MO	ONTH	\$7,222,077	100%	\$1,288,266	100%	\$118,881	100%	\$89,640	100%	\$195,716	100%	\$226,919	100%	\$9,141,499	100%
		79%		14%		1%		1%		2%		3%		100%	
04/29/23	Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$889,175	16%	\$1,199,757	91%	\$177,729	92%	\$107,503	63%	\$36,050	18%	\$112,182	50%	\$2,522,395	31%
ASUCLA PUBLICATIONS		\$80,382	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$80,382	1%
ASUCLA USA/GSA		\$184,289	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$184,289	2%
DUE FROM VENDORS		\$161,571	3%	\$106,668	8%	(\$4,031)	-3%	\$44,557	26%	\$168,139	81%	\$112,092	49%	\$588,997	7%
DENTAL KITS		\$115,394	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$115,394	1%
OTHER		\$4,545,413	75%	\$19,577	1%	\$22,402	11%	\$19,302	11%	\$1,254	1%	\$3,407	1%	\$4,611,355	57%
TOTAL CURRENT MO	ONTH	\$5,976,224	100%	\$1,326,002	100%	\$196,101	100%	\$171,362	100%	\$205,443	100%	\$227,681	100%	\$8,102,811	100%
		74%		16%		2%		2%		3%		3%		100%	
04/01/23	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$2,152,261	33%	\$619,890	79%	\$83,881	50%	\$81,628	83%	\$80,455	31%	\$117,992	49%	\$3,136,108	38%
ASUCLA PUBLICATIONS		\$198,243	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$198,243	2%
ASUCLA USA/GSA		\$283,787	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$283,787	3%
DUE FROM VENDORS		\$104,142	2%	\$118,075	15%	\$67,811	39%	\$16,278	16%	\$179,982	69%	\$119,988	49%	\$606,276	7%
DENTAL KITS		\$220,485	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$220,485	3%
OTHER		\$3,656,178	55%	\$48,188	6%	\$19,143	11%	\$965	1%	\$1,126	1%	\$3,739	2%	\$3,729,339	46%
TOTAL CURRENT MO	ONTH	\$6,615,096	100%	\$786,153	100%	\$170,836	100%	\$98,871	100%	\$261,563	100%	\$241,719	100%	\$8,174,239	100%
		81%		10%		2%		1%		3%		3%		100%	





MAV	10(04/30/23-05/	27/23)	1		ISCAL YEAR 22-2	3	FISCAL YE	EAD 21-22
	CURRENT MONTH	1			MO(07/31/22-05		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,386,846	1,191,524	195,322	ACADEMIC SUPPORT DIV	13,140,574	14,228,259	<1,087,685>	1,134,797	12,829,282
1,863,856	1,494,377	369,479	GENERAL MDSE DIVISION	15,382,400	13,234,265	2,148,135	1,560,150	12,225,996
247,268	99,387	147,881	HILLTOP SHOP	1,612,468	1,064,306	548,162	158,957	1,091,715
135,321 109,561	128,075 175,000	7,246 <65,430 \	LU VALLE COMMONS STORE E-COMMERCE DIVISION	1,417,058 1,218,791	1,583,794 1,640,000	<166,736> <421,209>	101,363 89,914	1,185,983 1,135,433
506,006	605,700	,	HEALTH SCIENCES STORE	4,728,012	4,239,430	488,582	617,537	3,315,555
<0>	0	<0>	OPERATIONS DIVISION	1	0	1	1,364	1,996
4,248,858	3,694,063	554,795	TOTAL SALES	37,499,304	35,990,054	1,509,250	3,664,082	31,785,961
2,822,143	2,472,696	<349 447>	Less: Cost of Sales	25,510,094	24,599,468	<910,626>	2,503,640	21,851,791
2,022,113	2,172,030	3 13,117	Less. cost or sales	23,310,031	21,333,100	1310,020	2,505,010	21,031,731
			Less: Shrinkage					
2 106	2,080	-1 0265	ACADEMIC SUPPORT DIV	28,741	29,620	879	2 225	27,034
3,106 10,478	2,080 7,280		GENERAL MDSE DIVISION	93,582	74,740	<18,842>	2,235 8,493	67,889
2,898	580		HILLTOP SHOP	19,119	6,120	<12,999>	1,890	10,725
1,255	650		LU VALLE COMMONS STORE	9,757	8,360	<1,397>	938	7,146
1,327 19,063	2,280 12,870	953 <6,193>	HEALTH SCIENCES STORE SHRINKAGE	11,318 162,517	16,700 135,540	5,382 <26,977>	1,362 14,918	15,859 128,652
2,841,205	2,485,566	<355,639>	TOTAL COST OF SALES	25,672,612	24,735,008	<937,604>	2,518,558	21,980,443
66.4	66.9	0.5 199.156	COST OF SALES % GROSS MARGIN	68.0	68.4 11,255,046	0.3	68.3	68.8
1,407,653 33.6	1,208,497 33.1	199,156	GROSS MARGIN %	11,826,692 32.0	31.7	571,646 0.3	1,145,524 31.7	9,805,517 31.3
0.5	0.4	<0.1>	SHRINKAGE %	0.4	0.4	<0.1>	0.4	0.4
33.1	32.7	0.4	NET GROSS MARGIN %	31.5	31.3	0.3	31.3	30.9
13.4	12.9	0.5	ACADEMIC SUPPORT DIV	12.0	13.7	<1.7>	15.9	13.5
46.1	50.0	<3.9>	GENERAL MDSE DIVISION	48.7	49.7	<1.1>	48.3	49.8
40.3	40.9		HILLTOP SHOP	40.0	41.3	<1.3>	38.9	38.9
43.2 48.2	43.2 51.7		LU VALLE COMMONS STORE E-COMMERCE DIVISION	35.9 47.2	35.3 50.4	0.5 <3.2>	38.9 49.6	31.5 49.9
29.9	19.9	10.0	HEALTH SCIENCES STORE	22.0	21.4	0.5	10.3	18.5
<29,050.0>	0.0	<29,050.0>	OPERATIONS DIVISION	3,495.0	0.0	3,495.0	100.1	100.4
117 507	74.640	42.020	OTHER INCOME	1 402 055	1 441 556	-27 701	06 777	1 170 205
117,587 1,525,240	74,649 1,283,146	42,938 242,094	OTHER INCOME GROSS MARGIN/OTHER	1,403,855 13,230,547	1,441,556 12,696,602	<37,701> 533,945	86,777 1,232,301	1,179,295 10,984,813
2,020,210	2,200,200			20,200,0		222,5 10	2,222,222	21,000,000
			Less: Controllable Exp					
290,847	284,607	∠6 240 <b>&gt;</b>	Career Wages	2,813,781	2,848,377	34,596	261,114	2,673,428
6,481	0		Limited Appointment	88,601	0	<88,601>	3,399	5,000
261,529	239,515	<22,014>	Student Wages	2,459,273	2,311,190	<148,083>	222,385	1,907,361
558,857	524,122		TOTAL WAGES	5,361,655	5,159,567	<202,088>	486,898	4,585,789
13.2	14.2	1.0	WAGE % TO SALES	14.3	14.3	0.0	13.3	14.4
145,178	138,510	<6,668>	Employee Benefits	1,345,298	1,384,730	39,432	117,964	1,291,855
11,813	6,308		Office Supplies	124,170	68,953	<55,217>	8,122	99,571
7,712 16	8,163 13	451 <3>	Telephone Postage	77,796 157	81,396 230	3,600 73	8,205 52	80,370 214
<935>	1,700	2,635	Trav/Trips/Conference	24,406	29,950	5,544	0	8,099
299								
3,696	600	301	Membership Fees	3,990	8,750	4,760	299	4,248
	3,750	301 54	Operating Supplies	39,616	42,400	4,760 2,784	299 3,999	4,248 40,020
24,184	3,750 7,859	301 54 <16,325>	Operating Supplies Freight Out	39,616 233,552	42,400 230,270	4,760 2,784 <3,282>	299 3,999 22,340	4,248 40,020 222,280
24,184 3,000 0	3,750 7,859 3,000 0	301 54 <16,325> 0 0	Operating Supplies Freight Out Transportation Postage Stamp O/S	39,616 233,552 13,362 <21>	42,400 230,270 9,300 0	4,760 2,784 <3,282> <4,062> 21	299 3,999 22,340 1,070 0	4,248 40,020 222,280 8,102 29
24,184 3,000 0 18,002	3,750 7,859 3,000 0 10,920	301 54 <16,325> 0 0 <7,082>	Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising	39,616 233,552 13,362 <21> 176,614	42,400 230,270 9,300 0 189,616	4,760 2,784 <3,282> <4,062> 21 13,002	299 3,999 22,340 1,070 0 12,122	4,248 40,020 222,280 8,102 29 172,547
24,184 3,000 0 18,002 <755>	3,750 7,859 3,000 0 10,920 <1,000>	301 54 <16,325> 0 0 <7,082> <245>	Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance	39,616 233,552 13,362 <21> 176,614 <67,278>	42,400 230,270 9,300 0 189,616 <66,700>	4,760 2,784 <3,282> <4,062> 21 13,002 578	299 3,999 22,340 1,070 0 12,122 <984>	4,248 40,020 222,280 8,102 29 172,547 <43,462>
24,184 3,000 0 18,002	3,750 7,859 3,000 0 10,920	301 54 <16,325> 0 0 <7,082> <245> <2>	Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising	39,616 233,552 13,362 <21> 176,614	42,400 230,270 9,300 0 189,616	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681	299 3,999 22,340 1,070 0 12,122	4,248 40,020 222,280 8,102 29 172,547
24,184 3,000 0 18,002 <755> 2 1,576 78,022	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478	301 54 <16,325> 0 0 <7,082> <245> <25> <273> 1,456	Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense	39,616 233,552 13,362 <21> 176,614 <67,278> 200,319 25,818 688,708	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393	4,248 40,020 222,280 8,102 2 29 172,547 <43,462> 203,652 23,943 596,498
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478	301 54 <16,325> 0 0 <7,082> <245> <2> <273> 1,456 <4,283>	Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts	39,616 233,552 13,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0	301 54 <16,325> 0 0 <7,082> <245> <273> 1,456 <4,283> <811>	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	39,616 233,552 13,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0	4,760 2,784 <3,282> <4,062> 21 13,002 5,681 <3,109> <81,835> <7,749> <20,146>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478	301 54 <16,325> 0 0 <7,082> <245> <273> 1,456 <4,283> <811> <9,955>	Operating Supplies Freight Out Transportation Postage Stamp O/S Advertising Vendor Adv. Allowance Direct Mail Adv. Repairs & Maintenance Bank Card Expense Overs/Shorts	39,616 233,552 13,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 20 1,500	301 54 <16,325> 0 0 <7,082> <245> <273> 1,456 <4,283> <811> <9,955> 1,500 0	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	39,616 233,552 213,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 200 3,000	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <21,523> 1,178 <463>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0	4,248 40,020 222,280 8,102 29 172,547 <43,4622 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 0 4,283	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 20 1,500 0 9,450	301 54 <16,325> 0 0, <7,082> <245> <22> <273> 1,456 <4,283> <811> <9,955> 1,500 0 5,167	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	39,616 233,552 213,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 73,355	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 200 3,000 300 91,000	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <21,523> 1,178 <463> 17,645	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 0 4,283 2,063	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 20 1,500 0 9,450 0 0 9,450	301 54 <16,325> 0 0 <7,082> <245> <273> <1,456 <4,283> <811> <9,955 1,500 0 5,167 <2,063>	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	39,616 233,552 13,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 73,355 43,769	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 200 3,000 3,000 91,000	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <11,523> 1,178 <463> 17,645 <43,769>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 0 3,191 1,295	4,248 40,020 22,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 0 4,283	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 20 1,500 0 9,450	301 54 <16,325> 0 0 <7,082> <245> <273> 1,456 <4,283> <811> <9,955> 1,500 0 5,167 <2,063> <1,858>	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	39,616 233,552 213,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 73,355	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 200 3,000 300 91,000	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <21,523> 1,178 <463> 17,645	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 0 4,283 2,063 1,858 100	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 20 1,500 0 9,450 0 0 100	301 54 <16,325> 0 0 <7,082> <245> <225> <273> 1,456 <4,283> <811> <9,955> 1,500 0 5,167 <2,063> <1,858> <00> <108>	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 COVID-19	39,616 233,552 213,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 1,822 763 73,355 43,769 7,609 105,109 3,653	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 200 3,000 300 91,000 0 6,500 103,800 0	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <11,523> 1,178 <463> <43,769> <1,109> <1,309> <3,653>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 0 0,3191 1,295 1,375 88 99	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 556,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 60,297 14,342
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 0 4,283 2,063 1,858 100 108	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 0 1,500 0 9,450 0 0 100 0 2 0 1,000	301 54 <16,325> 0 0 <7,082> <245> <273> 1,456 <4,283> <811> <9,955> 1,500 0 5,167 <2,063> <1,858> <0> <108> <208 108	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 COVID-19 Alloc of Distr Cntr	39,616 233,552 233,552 <21>376,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 763 73,355 43,769 7,609 105,109 3,653	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 200 3,000 3,000 3,000 103,800 0 6,500 103,800 0 8	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <1,7645 <17,645 <43,769> <1,109> <1,309> <3,653> 8	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191 1,295 1,375 88 94	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,3113 20,095 10,592 60,297 14,342 <33
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 0 4,283 2,063 1,858 100	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 20 1,500 0 9,450 0 0 100	301 54 <16,325> 0 0 7,082> <245> <273 1,456 <4,283> <811> <9,955> 1,500 5,167 <2,063> <1,858> <0) <108> <108> <22,402>	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 COVID-19	39,616 233,552 213,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 1,822 763 73,355 43,769 7,609 105,109 3,653	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 200 3,000 300 91,000 0 6,500 103,800 0	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <11,523> 1,178 <463> <43,769> <1,109> <1,309> <3,653>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 0 0,3191 1,295 1,375 88 99	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 60,297 14,342
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 0 4,283 2,063 1,858 100 108 0 2,402	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 20 1,500 0 9,450 0 100 0 2 0	301 54 <16,325> 0 0 <7,082> <245> <225> <273>  1,456 <4,283> <811> <9,955> 1,500 0 5,167 <2,063> <1,858> <0> <108> 2 <2,402> <46,018>	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 Control J Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL.	39,616 233,552 233,552 (21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 73,355 43,769 7,609 105,109 3,653 0 96,616	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 200 3,000 3,000 91,000 0 6,500 103,800 0 8 8 125,675	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <21,523> 1,178 <463> 17,645 <43,769> <1,309> <3,653  8 8 29,059	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191 1,295 1,375 88 94 0 91,532	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 60,297 14,342 <4342 <458
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 0 4,283 2,063 1,858 100 108 0 2,402 317,694 876,551	3,750 7,859 3,000 0 10,920 <1,000> 1,303 79,478 0 0 0 1,500 0 9,450 0 100 0 2 1,000 795,798	301 54 <16,325> 0 0 <7,082> <245> <273> 1,456 <4,283> <811> <9,955> 1,500 0 5,167 <2,063> <1,858> <0> <108> <2,402> <46,018> <80,753>	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 CovID-19 Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	39,616 233,552 233,552 213,362 221> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 73,355 43,769 7,609 105,109 3,653 3 0 96,616 3,268,822 8,630,477	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 3,000 3,000 91,000 0 6,500 103,800 0 8 125,675 3,144,960 8,304,527	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,145> <20,145> <21,523> 1,178 <463> 17,645 <43,769> <1,309> <3,653> 829,059 <123,862> <325,950>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191 1,295 1,375 88 94 0 91,532 362,068 848,966	4,248 40,020 22,280 8,102 29 172,547 <43,462× 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 60,297 14,342 <33 168,845 3,148,518 7,734,307
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 4,283 2,063 1,858 100 108 0 0,2,402	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 20 1,500 0 9,450 0 0 100 0 2 271,676	301 54 <16,325> 0 0 <7,082> <245> <225> <273>  1,456 <4,283> <811> <9,955> 1,500 0 5,167 <2,063> <1,858> <0> <108> 2 <2,402> <46,018>	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 Control J Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL.	39,616 233,552 23,552 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 73,355 43,769 7,609 105,109 3,653 0 96,616 3,268,822	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 200 3,000 300 91,000 0 6,500 103,800 0 8 125,675 3,144,960	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <11,523> 1,178 <463> <43,769> <1,109> <1,309> <3,653> 8 29,059 <123,862>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 0 3,191 1,295 1,375 88 94 0 91,532	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 556,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 10,592 11,342 <33,148,518
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 0 4,283 2,063 1,858 100 108 0 2,402 317,694 876,551	3,750 7,859 3,000 0 10,920 <1,000> 1,303 79,478 0 0 0 1,500 0 9,450 0 100 0 2 1,000 795,798	301 54 <16,325> 0 0 <7,082> <245> <273> 1,456 <4,283> <811> <9,955> 1,500 0 5,167 <2,063> <1,858> <0> <108> <2,402> <46,018> <80,753>	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 CovID-19 Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	39,616 233,552 233,552 213,362 221> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 73,355 43,769 7,609 105,109 3,653 3 0 96,616 3,268,822 8,630,477	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 3,000 3,000 91,000 0 6,500 103,800 0 8 125,675 3,144,960 8,304,527	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,145> <20,145> <21,523> 1,178 <463> 17,645 <43,769> <1,309> <3,653> 829,059 <123,862> <325,950>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191 1,295 1,375 88 94 0 91,532 362,068 848,966	4,248 40,020 22,280 8,102 29 172,547 <43,462× 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 60,297 14,342 <33 168,845 3,148,518 7,734,307
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 4,283 2,063 1,858 100 108 0 2,402 317,694 876,551	3,750 7,859 3,000 0 10,920 <1,000> 1,303 79,478 0 0 0 1,500 0 9,450 0 100 0 271,676 795,798	301 54 <16,325> 0 0 <7,082> <245> <22> <273- 1,456 <4,283> <8111> <9,955> 1,500 0 5,167 <2,063> <1,858> <00> <108> 2 2,402> <24,018> <46,018> <46,018>	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 COVID-19 Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp	39,616 233,552 233,552 213,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 73,355 43,769 7,609 105,109 3,653 0 96,616 3,268,822 8,630,477 4,600,070	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 3,000 3,000 3,000 0 6,500 103,800 0 8 125,675 3,144,960 8,304,527 4,392,075	4,760 2,784 <3,282> <4,062> 21 13,002 5,681 <3,109> <81,835> <7,749> <20,146> <21,523> 1,178 <463> <43,769> <1,109> <3,653> 8 29,059 <123,862> <325,950>  207,995	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191 1,295 1,375 1,375 362,068 848,966 383,334	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 556,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 60,297 14,342 <33,148,518 7,734,307 3,250,506
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 0 4,283 2,063 1,858 100 108 0 2,402 317,694 876,551 648,689	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 0 1,500 0 9,450 0 0 20 271,676 795,798 487,348	301 54 <16,325> 0 0 <7,082> <245> <245> <273-> <1,456 <4,283> <811> <9,955- 1,500 0 5,167 5,167 5,167 5,167 5,168 <2,063> <1,858> <0> <108> 2 <2,402> <46,018> <80,753>  161,341  <7,317>	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 Control Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR	39,616 233,552 13,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 73,355 43,769 7,609 105,109 3,653 0 96,616 3,266,822 8,630,477 4,600,070	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 0 3,000 3,000 91,000 0 6,500 103,800 0 8 8 125,675 3,144,960 8,304,527	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <1,1523> 1,178 <463,769> <1,109> <1,109> <3,653> 8 29,059 <123,862> <325,950>  207,995	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191 1,295 1,375 88 94 0 91,532 362,068 848,966 383,334	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 60,297 14,342 <33 168,845 3,148,518 7,734,307 3,250,506
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 0 4,283 2,063 1,858 100 108 0 2,402 317,694 876,551 648,689	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 20 1,500 0 9,450 0 100 0 2 0 271,676 795,798 487,348	301 54 <16,325> 0 0 <7,082> <245> <273> 1,456 <4,283> <811> <9,955> 1,500 0 5,167 <2,063> <1,858> <0> <2,402> <46,018> <108> <80,753>  161,341  <7,317> <18,803>	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 Contession Expense Contraction Total Control Total Control Total Control Total Control Total Control Total Control SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpHR	39,616 233,552 233,552 213,362 <21>176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 73,355 43,769 7,609 105,109 3,653 0 96,616 3,268,822 8,630,477 4,600,070	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 300 91,000 6,500 103,800 0 8,205 3,144,960 8,304,527 4,392,075	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <11,523> 17,645 <17,645 <43,769> <1,109> <1,309> <3,653> 8 29,059 <123,862> <325,950>  207,995	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191 1,295 1,375 88 94 0 91,532 362,068 848,966 383,334	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 60,297 14,342 <33 168,845 3,148,518 7,734,307 3,250,506
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 0 4,283 2,063 1,858 100 108 0 2,402 317,694 876,551 648,689	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 0 1,500 0 9,450 0 0 20 271,676 795,798 487,348	301 54 <16,325> 0 0 <7,082> <245> <225> <273-> <1,456 <4,283> <8111-> <9,955> 1,500 0 5,167 <2,063> <1,858> <0> <108> 2 <2,402> <46,018> <80,753>  161,341  <7,317> <18,803> 110 <1,882>	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 Controlly 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 ExpHR Allocated ExpIS Allocated ExpMktg	39,616 233,552 13,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 73,355 43,769 7,609 105,109 3,653 0 96,616 3,266,822 8,630,477 4,600,070	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 0 3,000 3,000 91,000 0 6,500 103,800 0 8 8 125,675 3,144,960 8,304,527	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <1,1523> 1,178 <463,769> <1,109> <1,109> <3,653> 8 29,059 <123,862> <325,950>  207,995	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191 1,295 1,375 88 94 0 91,532 362,068 848,966 383,334	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 60,297 14,342 <33 168,845 3,148,518 7,734,307 3,250,506
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 0 4,283 2,063 1,858 100 108 0 2,402 317,694 876,551 648,689	3,750 7,859 3,000 0 10,920 0 1,303 79,478 0 0 0 1,500 0 9,450 0 0 100 0 271,676 795,798 487,348	301 54 <16,325> 0 0 <7,082> <245> <245> <273- <1,456 <4,283> <811> <9,955- 1,500 0 5,167 <2,063> <1,858> <0> <2,402> <46,018> <80,753>  161,341  <7,317> <18,803> 110 <1,882> <2,88,671>	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 Control 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 ExpHR Allocated ExpIS Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Othr SA	39,616 233,552 213,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 763 73,355 43,769 7,609 105,109 3,653 0 96,616 3,268,822 8,630,477 4,600,070	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 0 3,000 3,000 103,800 0 6,500 103,800 8,304,527 4,392,075	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <1,178 <463> 17,645 <43,769> <1,109> <1,109> <1,309> <13,553> <82325,950> <225,356> <203,574> <163,392> <52,356> <20,176,957>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191 1,295 1,375 88 94 0 91,532 362,068 848,966 383,334	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 60,297 14,342 <3> 3,148,518 7,734,307 3,250,506  442,625 1,604,499 1,003,469 507,613 1,035,759
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 4,283 2,063 1,858 100 108 0 2,402 317,694 876,551 648,689	3,750 7,859 3,000 0 10,920 <1,000> 1,303 79,478 0 0 20 1,500 0 9,450 0 100 0 271,676 795,798 487,348	301 54 <16,325> 0 0 <7,082> <245> <22> <273- 1,456 <4,283> <811> <9,955> 1,500 0 5,167 <2,063> <1,858> <0> <2402> <46,018> <80,753>  161,341  <7,317> <18,803> <10,882> <28,671> <1,882> <28,671> <1,882> <28,671> <47,778	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 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 Exp. Fin Allocated Exp. Fin Allocated Exp. IS Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Othr SA Maintenance	39,616 233,552 233,552 213,362 221> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 73,355 43,769 7,609 105,109 3,653 0 96,616 3,268,822 8,630,477 4,600,070	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 200 3,000 91,000 6,500 103,800 0 8 125,675 3,144,960 8,304,527 4,392,075	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <21,523> 1,178 <463> <1,109> <1,309> <3,653> 8 8 9,059 <123,862> <325,950>  207,995  <63,574> <163,392> <52,356> 2,017 <196,957> <9,864>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191 1,295 1,375 88 94 0 91,532 362,068 848,966 383,334	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 (3)3 168,845 3,148,518 7,734,307 3,250,506
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 4,283 2,063 1,858 100 108 0 2,402 317,694 876,551 648,689	3,750 7,859 3,000 0 10,920 0 1,303 79,478 0 0 0 1,500 0 9,450 0 0 100 0 271,676 795,798 487,348	301 54 <16,325> 0 0 <7,082> <245> <225> <273-> <1,456 <4,283> <811-> <1,500 0 5,167 <2,063> <1,858- <20> <46,018> <20> <46,018- <46,018- <48,803- <16,188- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <46,018- <	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 Control 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 ExpHR Allocated ExpIS Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Othr SA	39,616 233,552 213,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 763 73,355 43,769 7,609 105,109 3,653 0 96,616 3,268,822 8,630,477 4,600,070	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 0 3,000 3,000 103,800 0 6,500 103,800 8,304,527 4,392,075	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <1,123> 1,178 <463> <43,769> <1,109> <1,309> <3,653> 8 29,059 <123,862> <325,950>  207,995  <63,574> <163,392> <52,356> 2,017 <196,957> <9,864> 23,472	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191 1,295 1,375 88 94 0 91,532 362,068 848,966 383,334	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 60,297 14,342 <3> 3,148,518 7,734,307 3,250,506  442,625 1,604,499 1,003,469 1,003,469 1,003,469 507,613 1,035,759
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 4,283 2,063 1,858 100 108 0 2,402 317,694 876,551 648,689	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 20 1,500 0 9,450 0 271,676 795,798 487,348  50,980 160,360 107,455 57,481 103,178 9,717 21,168	301 54 <16,325> 0 0 <7,082> <245> <245> <273- <273- <1,500 0 5,167 <2,063> <1,858> <0> <46,018> <80,753>  161,341	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 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 ExpIR Allocated ExpIS Allocated ExpIS Allocated ExpIS Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Whtg Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Othr SA Maintenance Utilities	39,616 233,552 13,362 <21>376,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 3,73,355 43,769 7,609 105,109 3,653 0,616 3,268,822 8,630,477  4,600,070	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 0 3,000 3,000 91,000 6,500 103,800 0 8 \$125,675 3,144,960 8,304,527 4,392,075	4,760 2,784 <3,282> <4,062> 21 13,002 578 5,681 <3,109> <81,835> <7,749> <20,146> <21,523> 1,178 <463> <1,109> <1,309> <3,653> 8 8 9,059 <123,862> <325,950>  207,995  <63,574> <163,392> <52,356> 2,017 <196,957> <9,864>	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191 1,295 1,375 88 94 0 0 15,532 362,068 848,966 383,334	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 556,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 41,342 <33 168,845 3,148,518 7,734,307 3,250,506
24,184 3,000 0 18,002 <755> 2 1,576 78,022 4,283 811 9,975 0 4,283 2,063 1,858 100 108 0 2,402 317,694 876,551 648,689	3,750 7,859 3,000 0 10,920 <1,000> 0 1,303 79,478 0 0 0 1,500 0 9,450 0 0 20 271,676 795,798 487,348  50,980 160,360 107,455 57,481 103,178 90,717 21,168 54,877	301 54 <16,325> 0 0 <7,082> <245> <225> <273-> <1,456 <4,283> <811-> <9,955> 1,500 0 5,167 <2,063> <1,858-> <20> <46,018> <80,753>  161,341  <7,317> <18,803-> <1,882-> <28,671-> 4,778 6,050 5,548 <40,187->	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 Control Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpHR Allocated Exp. Fin Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Othr SA Maintenance Utilities Depreciation	39,616 233,552 13,362 <21> 176,614 <67,278> 200,319 25,818 688,708 7,749 20,146 21,723 1,822 763 73,355 43,769 7,609 105,109 96,616 3,268,822 8,630,477 4,600,070  506,100 1,773,994 1,055,682 570,361 1,250,162 933,109 185,234 491,242	42,400 230,270 9,300 0 189,616 <66,700> 206,000 22,709 606,873 0 0 0 300 91,000 6,500 103,800 0 8 125,675 3,144,960 8,304,527 4,392,075	4,760 2,784 <3,282> 211 13,002 578 5,681 <3,109> 81,835> <7,749> <20,146> 21,523> 1,178 <463,769> <1,109> <1,109> <1,309> <20,7,995  207,995  <63,574> <163,392> <52,356> 201,957> <9,864> 20,176< 21,523> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109> <10,109	299 3,999 22,340 1,070 0 12,122 <984> 8,999 1,641 73,393 2,912 1,864 2,497 0 0 3,191 1,295 1,375 88 94 0 91,532 362,068 848,966 383,334  46,499 150,086 85,607 37,504 104,640 98,019 19,289 48,754	4,248 40,020 222,280 8,102 29 172,547 <43,462> 203,652 23,943 596,498 23,029 18,386 25,538 1,417 1,700 96,313 20,095 10,592 60,297 14,342 <33 168,845 7,734,307 3,250,506  442,625 1,604,499 1,003,469 507,613 1,035,759 982,449 507,613 1,035,759 982,449 1567,382 511,087

MAY :	10(04/30/23-05/2	77/231	1	E	ISCAL YEAR 22-2	3	FISCAL YE	ΔR 21-22
C	CURRENT MONTH			YTD 10	MO(07/31/22-05	/27/23)	LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
363,611	344,483	19,128	CENTRAL DIVISION	2,723,364	2,840,308	<116,944>	322,019	1,755,950
291,786	224,089	67,697	NORTH CAMPUS DIVISION	1,827,871	1,764,978	62,893	137,574	1,077,040
257,566	449,481	<191,915>	SOUTH DIVISION	1,909,451	4,073,407	<2,163,956>	226,151	1,520,261
283,930	373,834		LU VALLE DIVISION	2,227,765	3,005,474	<777,709>	257,655	1,434,784
127,906	136,576		COOPERAGE DIVISION	1,013,559	1,236,272	<222,713>	118,267	754,047
218,112	245,850	<27,738>	SPECIAL EVENTS DIVISION	2,321,626	2,833,895	<512,269>	317,656	1,694,600
1,542,910	1,774,313	<231,403>	TOTAL SALES	12,023,635	15,754,334	<3,730,699>	1,379,322	8,236,682
516,669	609,583	92,914	Less: Cost of Sales	4,191,529	5,404,086	1,212,557	492,691	3,047,841
33.5	34.4	0.9	COST OF SALES %	34.9	34.3	<0.6>	35.7	37.0
1,026,242	1,164,730	<138,488>	GROSS MARGIN	7,832,106	10,350,248	<2,518,142>	886,631	5,188,840
66.5	65.6	0.9	GROSS MARGIN %	65.1	65.7	<0.6>	64.3	63.0
69.0	67.2	1.8	CENTRAL DIVISION	64.9	67.0	<2.1>	66.1	63.8
66.0	64.1	1.9	NORTH CAMPUS DIVISION	65.8	64.1	1.7	55.3	57.5
69.4	66.4	3.0	SOUTH DIVISION	69.3	66.2	3.1	69.3	70.5
64.3	65.8	<1.4>	LU VALLE DIVISION	62.6	65.7	<3.1>	61.5	59.1
60.6	68.7	<8.0>	COOPERAGE DIVISION	64.2	68.9	<4.7>	64.9	64.3
65.8	61.9	3.9	SPECIAL EVENTS DIVISION	65.4	63.3	2.0	67.2	63.9
295,260	268,291	26,969	OTHER INCOME	2,463,165	2,519,987	<56,822>	319,630	1,983,013
1,321,502	1,433,021	<111,519>	GROSS MARGIN/OTHER	10,295,272	12,870,235	<2,574,963>	1,206,261	7,171,853
			Less: Controllable Exp					
250 222	250.077	754	C	2 576 622	2 (50 202	02.750	242.400	2 200 040
358,223	358,977 0	754 0	Career Wages Limited Appointment	3,576,633 0	3,659,383 0	82,750 0	342,199 0	3,368,848
394,436	403,510	9,074	Student Wages	3,346,097	3,783,359	437,262	313,091	2,254,986
<54,902>	<56,005>	<1,103>	Labor Recharge	<483,821>	<520,769>	<36,948>	<50,992>	<359,518
697,757	706,482	8,725	TOTAL WAGES	6,438,909	6,921,973	483,064	604,299	5,264,317
45.2	39.8	<5.4>	WAGE % TO SALES	53.6	43.9	<9.6>	43.8	63.9
191,485 1,485	177,473 1,230	<14,012> <255>	Employee Benefits Office Supplies	1,793,280	1,829,694 17,465	36,414 <3,712>	180,245 3,447	1,758,357
2,525	2,940	<255> 415	Telephone	21,177 27,334	29,710	<3,712> 2,376	2,559	18,919 27,800
2,323	2,540	0	Postage	27,334	23,710	2,570	2,559	27,000
0	0	0	Trav/Trips/Conference	0	300	300	0	315
0	1,000	1,000	Training Programs	12,582	13,000	418	0	6,886
0	0	0	Operating Supplies	139	0	<139>	0	0
61,439	92,569	31,130	Paper	543,957	805,824	261,867	66,649	457,908
4.0 4,346	5.2	1.2 3,275	Paper % To Sales	4.5 59,538	5.1	0.6	4.8 6,777	5.6 51,683
4,346	7,621 0	3,2/3	Cleaning Supplies Freight Out	39,336	75,907 0	16,369 0	0,///	01,003
<10,000>	<9,500>	500	Purchasing Rebates	<90,161>	<95,000>	<4,839>	<7,831>	<79,484>
4,999	3,775	<1,224>	Replacements	53,148	36,880	<16,268>	12,235	64,881
5,223	5,455	232	Laundry	53,634	51,288	<2,346>	7,730	40,074
2,640	1,115	<1,525>	Uniforms	24,220	24,240	20	1,128	34,325
5,022	2,455	<2,567>	Advertising	35,122	35,465	343	383	26,023
0	0	0	Vendor Adv. Allowance	0	0	0	0	0
0 8,364	0 4,475	0 <3,889>	Dorm Coupons Expense Repairs & Maintenance	0 103,082	0 50,055	0 <53,027>	0 7,047	0 102,007
0,304	0	<3,009>	Repairs & Mtce-Equip	103,082	30,033	<33,027> 0	7,047	102,007
ő	0	0	Air Conditioning-Maint	0	0	0	0	0
0	0	0	Rub Remvl/Hauling	0	0	0	0	0
40,069	61,688	21,619	Bank Card Expense	331,086	555,539	224,453	34,099	239,957
0	0	0	Bruin One Card Exp	0	0	0	0	0
2,753	2,659	<94>	Sales Tax Expense	20,561	22,477	1,916	2,286	14,130
<1,793> 238	939 0	2,732 <238>	Overs/Shorts Credit Card Adjustments	14,177 410	8,237 0	<5,940> <410>	<56>	8,067 26
0	0	0	Insurance Expense	0	0	0	0	0
0	0	0	Rentals	2,368	0	<2,368>	1,205	36,790
0	325	325	Rentals-Truck	9,002	3,130	<5,872>	0	3,888
0	0	0	Outside Press	23,412	0	<23,412>	0	0
238	932	694	Taxes & Licenses	4,772	9,520	4,748	238	3,429
1.000	0	0	Professional Services	660	1,200	540	0	955
1,966 23,808	2,000 37,249	34 13,441	Temp Agency Service Commission Expense	49,416 294,173	20,000 348,111	<29,416> 53,938	7,675 18,515	133,739 137,705
23,606	37,249	13,441	Prior Period Adj	294,173	0	0	16,515	137,703
0	0	0	Gain/Loss on Disp F/A	0	0	0	0	0
0	0	0	COVID-19	0	0	0	0	15,403
0	0	0	UCLA Recharge Expense	0	0	0	0	0
344,809	396,400	51,591	TOTAL CONTROLLABLE FYR	3,387,089	3,843,042	455,953	344,331	3,103,782
1,042,566	1,102,882	60,316	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	9,825,998	10,765,015	939,017	948,630	8,368,099
278,936	330,139	<51,204>	SVCS AND ENTERPRISES	469,273	2,105,220	<1,635,947>	257,631	<1,196,246
2,0,00	550,155	\J1/2UT/	LITTLIN NUCLO	103,273	2,103,220	- 1,000,071/	237,031	-1,170,270,
			Less: Allocated Exp					
			·					
72,786	68,718	<4,068>	'	610,480	598,893	<11,587>	57,711	502,264
75,423	86,912	11,489	Allocated Exp. Fin	679,612	808,119	128,507	67,981	491,939
45,190	58,239	13,049	Allocated ExpIS	409,499	509,140	99,641	38,776	304,710
24,990	31,154 55,922	6,164 417	Allocated Exp. Mktg Allocated Exp Othr SA	222,387 479,011	285,884 530,437	63,497 51,426	16,988 47,397	151,843 316,495
55 506		4,153	Maintenance	862,730	854,174	<8,556>	85,151	853,469
55,506 74,656	78,809	.,255	Utilities	160,916	181,301	20,385	16,756	145,408
55,506 74,656 13,133	78,809 18,389	5,256		474,938	623,756	148,818	48,104	489,595
74,656		5,256 15,733	Depreciation					0.055.704
74,656 13,133 46,643 408,327	18,389 62,376 460,519	15,733 52,192	TOTAL ALLOCATED EXP	3,899,572	4,391,704	492,132	378,863	3,255,724
74,656 13,133 46,643	18,389 62,376	15,733			4,391,704 <2,286,484>	492,132 <1,143,814>	378,863 <121,232>	
74,656 13,133 46,643 408,327 <129,392>	18,389 62,376 460,519 <130,380>	15,733 52,192 988	TOTAL ALLOCATED EXP NET INCOME (LOSS)	3,899,572 <3,430,298>	<2,286,484>	<1,143,814>	<121,232>	<4,451,970
74,656 13,133 46,643 408,327 <129,392> 264,990	18,389 62,376 460,519 <130,380>	15,733 52,192 988 <48,866>	TOTAL ALLOCATED EXP NET INCOME (LOSS) TOTAL CUSTOMER COUNT	3,899,572 <3,430,298> 2,126,492	<2,286,484> 2,803,324	<1,143,814> <676,832>	<121,232> 242,656	<4,451,970 1,556,199
74,656 13,133 46,643 408,327 <129,392> 264,990 90,674	18,389 62,376 460,519 <130,380> 313,856 100,702	15,733 52,192 988 <48,866> <10,028>	TOTAL ALLOCATED EXP NET INCOME (LOSS) TOTAL CUSTOMER COUNT 3RD PARTY CUST COUNT	3,899,572 <3,430,298> 2,126,492 768,752	<2,286,484> 2,803,324 927,345	<1,143,814> <676,832> <158,593>	<121,232> 242,656 86,340	<4,451,970 1,556,199 547,606
74,656 13,133 46,643 408,327 <129,392> 264,990	18,389 62,376 460,519 <130,380>	15,733 52,192 988 <48,866>	TOTAL ALLOCATED EXP NET INCOME (LOSS) TOTAL CUSTOMER COUNT 3RD PARTY CUST COUNT	3,899,572 <3,430,298> 2,126,492	<2,286,484> 2,803,324	<1,143,814> <676,832>	<121,232> 242,656	<4,451,970: 1,556,199
74,656 13,133 46,643 408,327 <129,392> 264,990 90,674	18,389 62,376 460,519 <130,380> 313,856 100,702	15,733 52,192 988 <48,866> <10,028>	TOTAL ALLOCATED EXP NET INCOME (LOSS) TOTAL CUSTOMER COUNT 3RD PARTY CUST COUNT	3,899,572 <3,430,298> 2,126,492 768,752	<2,286,484> 2,803,324 927,345	<1,143,814> <676,832> <158,593>	<121,232> 242,656 86,340	<4,451,970: 1,556,199 547,606
74,656 13,133 46,643 408,327 <129,392> 264,990 90,674 174,316 8.94 11.04	18,389 62,376 460,519 <130,380> 313,856 100,702 213,154 8.40 10.77	15,733 52,192 988 <48,866> <10,028> <38,838> 0.55 0.27	TOTAL ALLOCATED EXP NET INCOME (LOSS)  TOTAL CUSTOMER COUNT 3RD PARTY CUST COUNT ASUCLA CUSTOMER COUNT TOTAL AVERAGE CHECK 3RD PARTY AVG CHECK	3,899,572 <3,430,298> 2,126,492 768,752 1,357,740 9.06 11.10	<2,286,484>  2,803,324 927,345 1,875,979  8.42 10.67	<1,143,814> <676,832> <158,593> <518,239> 0.64 0.43	<121,232> 242,656 86,340 156,316  8.56 10.56	4,451,970: 1,556,199 547,606 1,008,593 8.36 10.58
74,656 13,133 46,643 408,327 <129,392> 264,990 90,674 174,316 8.94	18,389 62,376 460,519 <130,380> 313,856 100,702 213,154 8.40	15,733 52,192 988 <48,866> <10,028> <38,838> 0.55	TOTAL ALLOCATED EXP NET INCOME (LOSS)  TOTAL CUSTOMER COUNT 3RD PARTY CUST COUNT ASUCLA CUSTOMER COUNT TOTAL AVERAGE CHECK	3,899,572 <3,430,298> 2,126,492 768,752 1,357,740 9.06	<2,286,484> 2,803,324 927,345 1,875,979 8.42	<1,143,814> <676,832> <158,593> <518,239> 0.64	<121,232> 242,656 86,340 156,316 8.56	4,451,970: 1,556,199 547,606 1,008,593 8.36
74,656 13,133 46,643 408,327 <129,392> 264,990 90,674 174,316 8.94 11.04	18,389 62,376 460,519 <130,380> 313,856 100,702 213,154 8.40 10.77	15,733 52,192 988 <48,866> <10,028> <38,838> 0.55 0.27	TOTAL ALLOCATED EXP NET INCOME (LOSS)  TOTAL CUSTOMER COUNT 3RD PARTY CUST COUNT ASUCLA CUSTOMER COUNT TOTAL AVERAGE CHECK 3RD PARTY AVG CHECK	3,899,572 <3,430,298> 2,126,492 768,752 1,357,740 9.06 11.10	<2,286,484>  2,803,324 927,345 1,875,979  8.42 10.67	<1,143,814> <676,832> <158,593> <518,239> 0.64 0.43	<121,232> 242,656 86,340 156,316  8.56 10.56	4,451,970: 1,556,199 547,606 1,008,593 8.36 10.58

## LICENSING & SERVICES INCOME STATEMENT

MAY. 1	10(04/30/23-05/2	77/23)	1	F	ISCAL YEAR 22-2	3	FISCAL YE	AR 21-22
	CURRENT MONTH				MO(07/31/22-05		LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
		-					_	
9,725	7,800	1,925	PHOTOGRAPHY	78,280	82,000	<3,720>	19,715	83,156
0	5,000	•	MARKETING VENTURES	0	50,000	<50,000>	0	9,225
9,725	12,800		TOTAL SALES	78,280	132,000	<53,720>	19,715	92,381
7, 2	,	,		,		.55/1.25	-27: -2	,
0	770	770	Less: Cost of Sales	666	5,593	4,927	0	80
9,725	12,030		GROSS MARGIN	77,614	126,407	<48,793>	19,715	92,301
100.0	94.0	6.0	GROSS MARGIN %	99.2	95.8	3.4	100.0	99.9
	-					-		
100.0	93.3	6.7	PHOTOGRAPHY	99.3	96.2	3.1	100.0	99.9
0.0	95.0	<95.0>	MARKETING VENTURES	0.0	95.0	<95.0>	0.0	100.0
372,802	428,230	<55,428>	TRADEMARKS AND LICENSING	3,765,937	3,428,838	337,099	482,027	3,812,479
143,955	131,012	•	LEASED OPS	1,331,192	1,265,641	65,551	123,940	1,181,935
18,819	18,819	, <0>	SPONSORSHIPS	188,189	188,190	<1>	18,409	184,091
14,786	84,000	<69,214>	MARKETING VENTURES	140,794	840,000	<699,206>	10,000	63,640
550,362	662,061	<111,699>	OTHER INCOME	5,426,111	5,722,669	<296,558>	634,377	5,242,145
560,088	674,091		GROSS MARGIN/OTHER	5,503,725	5,849,076	<345,351>	654,092	5,334,446
,	,	,	,	, ,	, ,	,	,	
			Less: Controllable Exp					
			, , , , , , , , , , , , , , , , , , ,					
31,706	47,492	15,786	Career Wages	379,043	474,909	95,866	45,665	440,314
0	1,834	•	Student Wages	0	18,332	18,332	0	<0>
31,706	49,326	17,620	TOTAL WAGES	379,043	493,241	114,198	45,665	440,314
326.0	385.4	•	WAGE % TO SALES	484.2	373.7	<110.5>	231.6	476.6
15,719	22,364	6,645	Employee Benefits	175,546	223,561	48,015	23,729	211,931
53	375		Office Supplies	1,114	3,750	2,636	1,061	1,940
388	470	82	Telephone	4,203	4,875	672	460	4,635
0	85	85	Postage	398	945	547	0	28
2,514	8,334		Trav/Trips/Conference	9,852	83,332	73,480	0	10,711
495	, 0	•	Membership Fees	495	3,500	3,005	0	2,400
0	750		Operating Supplies	1,300	7,500	6,200	0	, 765
2,444	4,267	1,823	Enforcement	18,285	42,666	24,381	1,333	23,799
. 0	7,526	7,526	Advertising	3,025	135,260	132,235	, 0	87,880
3,211	6,459		Business Promotion	20,663	69,082	48,419	4,500	26,982
0	0	0	Repairs & Maintenance	0	1,000	1,000	0	0
305	0		Printing	4,239	20,000	15,761	0	22,590
2,917	5,575	2,658	Professional Services	44,949	55,750	10,801	3,200	46,153
0	1,750	1,750	Legal	185	17,500	17,315	0	5,250
0	5,134	•	Trademark	18,793	51,332	32,539	0	57,770
69,095	107,423		Intern'l Agnt Fee/Tax	333,557	520,013	186,456	90,740	527,311
15,629	14,690		Domestic Agency Fee	273,164	197,251	<75,913>	18,045	199,981
49,821	33,889		Payment to UCLA	1,013,268	584,004	<429,264>	62,999	708,912
162,591	219,091	56,500	TOTAL OTHER CONTROL.	1,923,033	2,021,321	98,288	206,066	1,939,038
194,297	268,417	74,120	TOTAL CONTROLLABLE EXP	2,302,076	2,514,562	212,486	251,731	2,379,352
	·		GROSS CONTRIBUTION TO				·	
365,791	405,674	<39,883>	SVCS AND ENTERPRISES	3,201,650	3,334,514	<132,864>	402,361	2,955,094
		•			,		·	
			Less: Allocated Exp					
			·					
3,307	4,798	1,491	Allocated ExpHR	36,006	42,929	6,923	4,361	42,568
21,617	27,100	,	Allocated Exp. Fin	250,029	248,185	<1,844>	24,912	270,614
13,769	19,242	•	Allocated ExpIS	160,521	163,902	3,381	14,929	175,113
7,615	10,293		Allocated Exp. Mktg	86,253	93,421	7,168	6,540	93,410
16,912	18,476		Allocated Exp Othr SA	185,872	172,108	<13,764>	18,248	177,304
38,415	40,566		Maintenance	443,926	439,678	<4,248>	43,815	439,161
6,758	9,464	, -	Utilities	82,801	93,313	10,512	8,622	74,821
1,491	2,575	•	Depreciation	14,877	25,754	10,877	1,447	20,742
109,885	132,514	22,629	TOTAL ALLOCATED EXP	1,260,285	1,279,290	19,005	122,874	1,293,732
	- /	,		,,	, -,	-,	,	,,
255,906	273,160	<17,254>	NET INCOME (LOSS)	1,941,365	2,055,224	<113,859>	279,487	1,661,362
<del></del>	· ·							

## UCLA STUDENT UNION INCOME STATEMENT

MAY. 10(04/30/23-05/27/23)		1	F	ISCAL YEAR 22-2	3	FISCAL YE	AR 21-22	
	CURRENT MONTH	. ,	1	YTD 10 MO(07/31/22-05/27/23)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	1	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
			1					
58,055	49,046	9,009	EVENT SERVICES OFFICE	475,963	521,826	<45,863>	57,232	367,070
12,532	20,956	•	AU POST OFFICE	139,526	221,908	<82,382>	14,310	101,447
70,586	70,002	584	TOTAL SALES	615,489	743,734	<128,245>	71,541	468,517
12,362	20,495	8,133	AU Post Office Cost	135,698	217,025	81,327	13,745	97,529
7,610	11,937	4,327	Facilities Costs	126,170	134,107	7,937	19,732	96,704
19,972	32,432	12,460	Less: Cost of Sales	261,868	351,132	89,264	33,477	194,233
28.3	46.3	18.0	COST OF SALES %	42.6	47.2	4.7	46.8	41.5
50,614	37,570	13,044	GROSS MARGIN	353,622	392,602	<38,980>	38,064	274,285
71.7	53.7	18.0	GROSS MARGIN %	57.5	52.8	4.7	53.2	58.5
86.9	75.7	11.2	EVENT SERVICES OFFICE	73.5	74.3	<0.8>	65.5	73.7
1.4	2.2	<0.9>	AU POST OFFICE	2.7	2.2	0.5	4.0	3.9
0	50,000	<e0.000></e0.000>	STRATEGIC FUNDING	43,558	1,690,000	<1,646,442>	69,298	602,630
0	30,000	<50,000 <i>&gt;</i>	STUDENT UNION OPS	35,000	17,000	18,000	17,500	61,250
4,052	1,450	-	EVENT SERVICES OFFICE	14,691	8,200	6,491	1,310	8,865
68,226	46,684		STUDENT PROGRAMMING	322,413	217,074	105,339	79,266	206,153
2,441	3,827	, -	AU POST OFFICE	26,239	40,439	<14,200>	2,746	21,011
74,719	101,961	<27,242>	OTHER INCOME	441,901	1,972,713	<1,530,812>	170,120	899,909
125,333	139,531	<14,198>	GROSS MARGIN/OTHER	795,522	2,365,315	<1,569,793>	208,184	1,174,194
			Less: Controllable Exp					
22 244	49,615	26,371	Caracr Magas	200 521	406 150	107.630	22 224	276 750
23,244 8,925	49,615	•	Career Wages Limited Appointment	308,521 60,375	496,150 0	187,629 <60,375>	32,324 0	276,758 0
29,863	24,523	•	Student Wages	237,695	235,569	<2,126>	20,922	196,052
62,032	74,138	12,106	TOTAL WAGES	606,591	731,719	125,128	53,246	472,810
87.9	105.9	18.0	WAGE % TO SALES	98.6	98.4	<0.2>	74.4	100.9
			1					
32.0	33.6	1.6	EVENT SERVICES OFFICE	35.2	30.4	<4.8>	29.8	34.1
12.611	22.022	10 221	For the confidence of the	454.240	220 540	04.400	17.424	120 205
13,611	23,832 675	10,221 152	Employee Benefits	154,349	238,548	84,199	17,434 757	138,395
523 2,072	3,154		Office Supplies Telephone	12,577 23,291	9,726 31,687	<2,851> 8,396	2,475	7,014 21,630
2,072	0	0	Trav/Trips/Conference	2,374	7,775	5,401	<2,322>	2,924
2,654	0	-	24 Hour Study Lounge	2,654	7,972	5,318	552	552
<1,725>	0		Student Comm Art	3,632	6,556	2,924	2,302	2,399
256	750	494	Training Programs	10,866	7,300	<3,566>	265	4,342
6,273	4,519	<1,754>	Annual ASUCLA Events	63,201	65,307	2,106	5,002	76,232
36,567	40,787	4,220	Student Event Exp	198,086	174,791	<23,295>	66,638	151,567
0	0	0	Operating Supplies	1,455	300	<1,155>	0	300
5,228	0		Uniforms	6,428	2,568	<3,860>	0	1,637
344	478		Advertising	1,992	6,714	4,722	36	3,845
181 2,259	180 3,640		Business Promotion Repairs & Maintenance	1,788 25,989	1,800 43,333	12 17,344	185 2,247	1,694 26,664
2,239 527	5,640 591	1,361	Bank Card Expense	25,969 5,177	43,333 6,194	1,017	2,247 516	3,953
<148>	50		Overs/Shorts	<254>	500	754	0	<279>
0	0	0	Student Support Svcs	3,213	3,060	<153>	0	3,060
0	250	250	COVID-19	0	1,250	1,250	0	34,055
11,563	11,563	0	Interaction Fund	115,628	115,630	3	7,709	77,090
19,424	21,065	1,641	STUDENT UNION EVENT F	102,670	114,917	12,247	11,515	66,867
99,609	111,534	11,925	TOTAL OTHER CONTROL.	735,115	845,928	110,813	115,313	623,944
161,641	185,672	24,031	TOTAL CONTROLLABLE EXP	1,341,706	1,577,647	235,941	168,559	1,096,754
<36,308>	<46,141>	9,833	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	<546,184>	787,668	<1,333,852>	39,625	77,440
<50,500>	\¬0,1 <b>¬</b> 1>	ددی	OT SO AND LIVILIA MOLO	\J\0,10 <b>\</b>	707,000	\1,JJJ,UJZ/	39,023	77,770
			Less: Allocated Exp					
			·					
6,471	7,211		Allocated ExpHR	57,810	63,585	5,775	5,085	45,189
5,608	6,905	•	Allocated Exp. Fin	46,919	113,368	66,449	9,204	63,339
3,572	4,903	-	Allocated ExpIS	29,917	75,543	45,626	5,515	41,000
1,975	2,623	648	Allocated Exp. Mktg	16,100	42,352	26,252	2,416	21,264
4,388 46,918	4,708 49,526	320 2,608	Allocated Exp Othr SA Maintenance	35,029 542,187	79,031 536,794	44,002 <5,393>	6,742 53 513	45,135 536,367
46,918 8,254	49,526 11,556	2,608 3,302	Utilities	542,187 101,128	113,935	<5,393> 12,807	53,513 10,531	91,382
18,749	25,760	7,011	Depreciation	203,103	257,602	54,499	20,358	213,597
95,936	113,192	17,256	TOTAL ALLOCATED EXP	1,032,194	1,282,210	250,016	113,365	1,057,273
			1					
<132,243>	<159,333>	27,090	NET INCOME (LOSS)	<1,578,378>	<494,542>	<1,083,836>	<73,740>	<979,834>

## ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

MAY. 10(04/30/23-05/27/23)			FISCAL YEAR 22-23			FISCAL YEAR 21-22		
C	CURRENT MONTH			YTD 10	YTD 10 MO(07/31/22-05/27/23)		LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
426,521	411,107		Career Wages	4,043,382	4,085,334	41,952	346,730	3,607,583
7,086	831		Limited Appointment	107,008	12,720	<94,288>	9,097	43,655
38,978	40,800		Student Wages	354,276	403,143	48,867	33,726	243,400
472,585 6.8	452,738 6.8	<19,847> <0.0>	TOTAL WAGES WAGE % TO TOTAL SALES	4,504,666 7.5	4,501,197 7.0	<3,469> <0.5>	389,554 6.1	3,894,638 7.8
0.0	0.6	<0.02	WAGE % TO TOTAL SALES	7.5	7.0	<0.52	0.1	7.0
226	10,000	9,774	Emp Awards, Profess.	25,139	25,000	<139>	350	25,723
10,562	7,118		Emp Awards, Students	19,924	10,412	<9,512>	7,881	11,986
211,010	197,520		Employee Benefits	1,914,723	1,981,324	66,601	171,787	1,733,983
6,819	7,506	687	Office Supplies	68,470	77,340	8,870	6,320	53,743
5,579	6,302	723	Telephone	58,989	62,698	3,709	5,340	56,769
439	706	267	Postage	4,419	5,924	1,505	465	4,265
0	4,841	4,841	Trav/Trips/Conference	18,489	41,469	22,980	27	2,166
101	206	105	Expense Allowance	2,606	1,547	<1,059>	263	690
12,292	5,500		Employee Relations	58,405	37,000	<21,405>	9,780	49,246
204 1,125	5,150	4,946	Training Programs Fingerprinting	45,936	51,500 7,724	5,564	5,208 666	20,650 3,774
1,125 9,278	773 330		Recruitment	11,381 32,926	7,724 6,571	<3,657> <26,355>	45	3,77 <del>4</del> 7,879
9,278	500	500	Membership Fees	1,997	750	<1,247>	0	0
0	21	21	Periodical Subscription	2,919	5,201	2,282	0	2,324
218	500	282	Operating Supplies	5,356	5,000	<356>	498	9,970
0	700	700	Training Courses	197	2,800	2,603	0	82
0	0	0	Freight Out	0	. 4	4	0	4
433	309	<124>	Uniforms	3,626	3,045	<581>	0	2,927
<7>	<103>	<96>	Security Expense	1,753	<1,012>	<2,765>	<400>	1,900
439	200	<239>	Security Equipment	3,353	2,000	<1,353>	1,243	2,716
3,350	2,369		Alarm Monitoring	27,883	23,595	<4,288>	2,087	23,474
1,411	2,982	1,571	Advertising	30,134	62,967	32,833	0	30,274
0	1,000		Benefits U Adv	0	20,000	20,000	0	7,846
4,807	9,986	5,179	Repairs & Maintenance	64,819	95,607	30,788	5,274	73,654
2,282 12,176	999	<1,283> 4,960	Repair-Mtce Computer	14,960	9,538	<5,422>	957	8,826 116,422
12,176	17,136 191		Repairs & Mtce-Equip Printing	120,041 0	165,436 1,714	45,395 1,714	4,959 0	116,422
3,047	3,047	0	Bruin One Card Exp	33,402	33,402	0	2,500	25,453
<1>	42	43	Overs/Shorts	15	426	411	<30>	35
41,693	36,071	<5,622>	Insurance Expense	417,482	360,706	<56,776>	29,189	335,120
18,011	24,235	6,224	Professional Services	207,503	186,739	<20,764>	12,933	142,776
1,264	1,264	0	Legal	12,638	12,638	<0>	1,227	12,267
8,288	8,879	591	External Audit	112,676	115,828	3,152	9,700	123,245
5,446	3,300	<2,146>	Temp Agency Service	50,670	28,300	<22,370>	3,496	14,543
6,366	8,729	2,363	Internal Audit	77,968	87,290	9,322	8,630	86,303
7,581	7,581	0	Tax Consulting	15,961	15,961	0	7,360	15,496
0	12,360	12,360	PROFESSIONAL FEES PCI	7,429	25,822	18,393	0	10,071
44,157	36,604	<7,553>		395,142	341,092	<54,050>	35,838	337,297
14,355	15,000		Board of Directors	145,655	139,000	<6,655>	25,269	122,438
7,231	515		Special Projects Misc. Bank Charges	19,192	13,406	<5,786>	0	2,676
3,269 <2,296>	3,580 5,200		Armored Carrier Expense	32,494 43,062	38,033 54,700	5,539 11,638	3,667 4,576	31,278 32,681
17,750	17,750		UC PATH CHARGES	176,416	177,500	1,084	16,666	166,660
0	103		COVID-19	0	3,228	3,228	0	2,839
4,854	4,854		Student Med Supp Fund	48,322	48,320	<2>	4,712	45,915
8,402	8,403	1	UCLA Recharge Expense	84,020	84,027	7	8,158	81,580
300	1,545	1,245	Special Events	13,968	12,590	<1,378>	126	7,634
472,458	481,804	9,346	TOTAL OTHER CONTROL.	4,432,462	4,484,162	51,700	396,767	3,847,597
945,043	934,542	<10,501>	TOTAL CONTROLLABLE EXP	8,937,128	8,985,359	48,231	786,321	7,742,235
			Less: Allocated Exp					
20,501	21,564	1 062	·	236,909	233,788	~2 121s	23,383	234,366
20,501 3,606	21,564 5,049	1,063 1,443	Maintenance Utilities	236,909 44,188	233,788 49,780	<3,121> 5,592	23,383 4,601	39,929
25,090	24,463		Depreciation	226,811	244,632	5,592 17,821	22,465	39,929 191,128
49,198	51,076	1,878	TOTAL ALLOCATED EXP	507,908	528,200	20,292	50,449	465,423
994,240	985,618		NET EXPENSE	9,445,036	9,513,559	68,523	836,770	8,207,658
	202		All 1 10 15 1	0	0.510.555			7.004 :=:
<895,146>	<886,658>		Allocated-Svs and Ent	<8,471,743>	<8,518,932>	<47,189>	<751,141>	<7,336,154>
<50,965>	<50,965>	0	Allocated-USAC	<497,783>	<497,783>	0	<42,240>	<439,653>
<4,372>	<4,372>	0 134	Allocated-GSA Allocated-Comm Board	<50,155>	<50,155> <446,689>	0	<3,721> <39,668>	<43,850> <388,002>
<43,757> <994,240>	<43,623> <985,618>	8,622	TOTAL OTHER	<425,355> <9,445,036>	<9,513,559>	<21,334> <68,523>	<39,668> <836,770>	<388,002> <8,207,658>
\997,2 <del>1</del> 02		0,022	TOTAL OTTLEN		~2/213/333 <i>&gt;</i>	\UU,JZJ <i>&gt;</i>		~U,ZU1,UJU>
0	0	<0>	TOTAL EXPENSE	0	0	<0>	0	0

## FACILITIES EXPENSE STATEMENT

MAY	10(04/30/23-05/2	77/23\	İ
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
ACTOAL	DODGET	VARIANCE	
158,835	148,875	<0.060×	Career Wages
0	15,117	15,117	Limited Appointment
1,879	1,332		Student Wages
1,879	1,332 <760>		Labor Recharge
<18,424>	<12,427>	5,997	Billed Labor Costs
,	,	•	
<19,037>	<4,000>	15,037	Capitalized Wages
123,255	148,137	24,882	TOTAL WAGES
01 744	00.056	41 7005	Franksias Danafita
91,744	89,956		Employee Benefits
305	80		Office Supplies
810	1,035	225	Telephone
0	0	0	Trav/Trips/Conference
0	250	250	Training Programs
11,017	5,200	<5,817>	
15.6	7.4		Paper % To Sales
11,359	3,420		Cleaning Supplies
3,050	1,790		Replacements
425	365	<60>	Laundry
29,061	27,550	<1,511>	Repairs & Maintenance
6,512	4,650	<1,862>	Repairs & Mtce-Elevator
281	0	<281>	Repairs & Mtce-Equip
<667>	600	1,267	Painting Program
<695>	500	1,195	Incidental Proj Exp
8,618	2,600	<6,018>	Air Conditioning-Maint
14,631	10,075	<4,556>	Rub Remvl/Hauling
3,213	3,909	696	Rodent & Pest Control
1,020	775	<245>	Rentals-Truck
0	0	0	COVID-19
<45,475>	<31,593>	13,882	UCLA Cost Sharing
135,208	121,162	<14,046>	TOTAL OTHER CONTROL.
258,462	269,299	10,837	TOTAL CONTROLLABLE EXP
,	·		
			Less: Allocated Exp
28,625	32,112	3,487	Depreciation
28,625	32,112	3,487	TOTAL ALLOCATED EXP
287,087	301,411	14,324	NET EXPENSE
		-	
<245,929>	<259,618>	•	Allocated-Svs and Ent
<8,585>	<8,585>	0	Allocated-USAC
<3,322>	<3,322>	0	Allocated-GSA
<8,751>	<8,322>	429	Allocated-Comm Board
<20,501>	<21,564>	•	Allocated-A & SS
<287,087>	<301,411>	<14,324>	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

F.	ISCAL YEAR 22-2	FISCAL YEAR 21-22		
YTD 10	MO(07/31/22-05	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,719,520	1,611,120	<108,400>	143,848	1,528,947
6,146	157,848	151,702	3,870	30,128
7,168	14,652	7,484	415	6,321
<13,156>	<7,840>	5,316	<569>	<13,969>
<98,178>	<124,270>	<26,092>	<9,781>	<93,293>
<21,939>	<40,000>	<18,061>	<1,240>	<26,443>
1,599,562	1,611,510	11,948	136,542	1,431,690
992,175	975,662	<16,513>	81,370	874,059
3,867	2,510	<1,357>	163	2,057
3,607 8,498	10,350	1,852	828	9,550
		•		
4,216 0	4,500	284	0 0	12,000
-	1,000	1,000	7,985	12,000 50,176
79,178 12.9	52,000 7.0	<27,178> <5.9>	11.2	10.7
39,414	34,200	<5,214>	5,337	33,146
		<5,214> 843	*	
16,682 6,218	17,525		1,853 346	20,103 4,802
	10,145	3,927		
252,777	288,600	35,823	33,174	349,239
47,431	49,500	2,069 <987>	3,390	56,521
2,187	1,200		0	1,445
4,831	12,000	7,169	57	1,723
123	5,000	4,877	9,473	1,496
46,127	46,925	798 588	4,537	34,091
104,262	104,850		10,499	85,004
27,483	39,090	11,607	3,538	31,982
16,070 0	7,750	<8,320>	1,359	16,472
<243,529>	6,800 <344,516>	6,800 <100,987>	0	2,114 0
1,408,010	1,325,091	<82,919>	163,910	1,585,982
3,007,571	2,936,601	<70,970>	300,452	3,017,672
3,007,371	2,930,001	<70,370>	300,432	3,017,072
291,482	321,118	29,636	25,580	249,921
291,482	321,118	29,636	25,580	249,921
3,299,054	3,257,719	<41,335>	326,032	3,267,593
<2,841,951>	<2,813,891>	28,060	<280,498>	<2,811,446>
<85,850>	<85,850>	0	<8,761>	<87,634>
<33,220>	<33,220>	0	<3,410>	<34,109>
<101,123>	<90,970>	10,153	<9,981>	<100,038>
<236,909>	<233,788>	3,121	<23,383>	<234,366>
<3,299,054>	<3,257,719>	41,335	<326,032>	<3,267,593>
<0>	0	0	0	0

## UTILITIES EXPENSE STATEMENT

MAY.	10(04/30/23-05/2	27/23)	
(	CURRENT MONTH		
ACTUAL	ACTUAL BUDGET		
14,321	7,591	<6,730>	Chiller Water
32,009	47,103	15,094	Elec-Non Air Cond.
5,264	9,845	4,581	Water-Non Air Cond.
4,933	9,494	4,561	Steam-Non Air Cond.
2,271	4,884	2,613	Gas
0	0	0	Energy Management
<7,540>	<8,286>	<746>	UCLA Cost Sharing
51,258	70,631	19,373	TOTAL OTHER CONTROL.
51,258	70,631	19,373	TOTAL CONTROLLABLE EXP
<43,263>	<60,577>	<17,314>	Allocated-Svs and Ent
<2,054>	<2,054>	0	Allocated-USAC
<795>	<795>	0	Allocated-GSA
<1,539>	<2,156>	<617>	Allocated-Comm Board
<3,606>	<5,049>	<1,443>	Allocated-A & SS
<51,258>	<70,631>	<19,373>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F.	ISCAL YEAR 22-2	FISCAL YEAR 21-22			
YTD 10	MO(07/31/22-05	LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
131,123	122,023	<9,100>	9,858	80,319	
388,197	473,033	84,836	40,211	371,242	
70,047	92,772	22,725	5,197	55,405	
37,354	60,048	22,694	7,857	39,875	
46,336	43,160	<3,176>	1,540	18,133	
<1,804>	<12,500>	<10,696>	0	0	
<49,627>	<81,747>	<32,120>	0	0	
621,626	696,789	75,163	64,663	564,974	
621,626	696,789	75,163	64,663	564,974	
<530,078>	<597,255>	<67,177>	<55,198>	<478,993>	
<20,548>	<20,548>	0	<2,088>	<20,880>	
<7,950>	<7,950>	0	<812>	<8,128>	
<18,861>	<21,256>	<2,395>	<1,964>	<17,044>	
<44,188>	<49,780>	<5,592>	<4,601>	<39,929>	
<621,626>	<696,789>	<75,163>	<64,663>	<564,974>	
0	0	<0>	0	<0>	