ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

September (08/28/22 - 10/01/22)

Prepared

October 21, 2022

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - SEPTEMBER 2022 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		SEPT	EMBER (08	/28/22 - 10/0	1/22)			FY 2	1-22]	FISCAL YEAR 2022-2023					FY 2	1-22			
			CURREN	T MONTH				*1	*				YTD 2	MONTHS (0	7/31/22 - 10	/01/22)			**	*
ACTU	JAL	BUD	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT
				ACT/I		ACT/LY	-								ACT/			Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%	-	\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
7,185		7,225		(40)	(0.6%)	549	8.3%	6,636		UCLA Store	10,953		10,483		470	4.5%	1,823	20.0%	9,130	
1,100		1,764		(664)	(37.6%)	342	45.1%	758		UCLA Restaurants	1,676		3,004		(1,328)	(44.2%)	713	74.0%	963	
435		492		(57)	(11.6%)	120	38.1%	315		Licensing & Services	959		937		22	2.3%	365	61.4%	594	
106		153		(47)	(30.7%)	(4)	(3.6%)	110		UCLA Student Union	241		269		(28)	(10.4%)	96	66.2%	145	
8,826		9,634		(808)	(8.4%)	1,007	12.9%	7,819		TOTAL	13,829		14,693		(864)	(5.9%)	2,997	27.7%	10,832	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
2,043	28.4%	2,195	30.4%	(152)	(2.0)	(82)	(3.6)	2,125		UCLA Store	3,057	27.9%	3,209	30.6%	(152)	(2.7)	161	(3.8)	2,896	31.7%
781	71.0%	1,238	70.2%	(457)	8.0	249	8.0	532		UCLA Restaurants	1,191	71.1%	2,108	70.2%	(917)	0.9	521	1.5	670	69.6%
435 81	100.0% 76.4%	492 114	100.0% 74.5%	(57) (33)	0.0 1.9	120 (15)	0.0 (10.9)	315 96	100.0% 87.3%	Licensing & Services UCLA Student Union	959 184	100.0% 76.3%	936 205	99.9% 76.2%	23 (21)	0.1 0.1	365 53	0.0 (14.0)	594 131	100.0% 90.3%
3.340	37.8%	4.039	41.9%	(699)	(4.1)	272	(10.9) (1.4)	3,068		TOTAL	5,391	39.0%	6,458	44.0%	(1,067)	(5.0)	1,100	(14.0) (0.6)	4,291	39.6%
3,340	37.076	4,039	41.370	(099)	(4.1)	212	(1.4)	3,000	33.2 /0		3,391	39.0 /6	0,436	44.0 /0	(1,007)	(3.0)	1,100	(0.0)	4,231	39.0 /6
										WAGES & BENEFITS										
569	7.9%	701	9.7%	132	1.8	(17)	0.4	552		UCLA Store	1,132	10.3%	1,301	12.4%	169	2.1	(77)	1.3	1,055	11.6%
703 65	63.9%	928 72	52.6%	225 7	(11.3)	(33)	24.5	670 69	88.4%	UCLA Restaurants	1,305 131	77.9%	1,670 143	55.6%	365 12	(22.3) 1.6	(116)	45.6 7.7	1,189 127	123.5%
62	14.9% 58.5%	101	14.6% 66.0%	39	(0.3) 7.5	4 (9)	7.0 (10.3)	53	21.9% 48.2%	Licensing & Services UCLA Student Union	131	13.7% 51.9%	143	15.3% 73.2%	72	21.3	(4) (27)	7.7 15.7	98	21.4% 67.6%
1,399	15.9%	1,802	18.7%	403	2.8	(55)	1.3	1,344		TOTAL	2,693	19.5%	3,311	22.5%	618	3.0	(224)	3.3	2,469	22.8%
1,000	10.070	1,002	10.770	700	2.0	(00)	1.0	1,044	17.270	1	2,000	10.070	0,011	22.070	010	0.0	(==+)	0.0	2,400	22.070
										OTHER CONTROLLABLES		= 407		=					===	. =
294 143	4.1% 13.0%	335 193	4.6% 10.9%	41 50	0.5	25 4	0.7 6.4	319 147	4.8% 19.4%	UCLA Store UCLA Restaurants	557	5.1% 12.3%	610 335	5.8% 11.2%	53 129	0.7	36 1	1.4 9.2	593 207	6.5% 21.5%
129	29.7%	155	31.5%	26	(2.1) 1.8	(15)	6.4	114	36.2%	Licensing & Services	206 303	31.6%	287	30.6%	(16)	(1.1) (1.0)	(86)	9.2 4.9	217	21.5% 36.5%
66	62.3%	62	40.5%	(4)	(21.8)	(36)	(35.0)	30	27.3%	UCLA Student Union	113	46.9%	108	40.1%	(5)	(6.8)	(58)	(9.0)	55	37.9%
632	7.2%	745	7.7%	113	0.5	(22)	0.6	610		TOTAL	1,179	8.5%	1,340	9.1%	161	0.6	(107)	1.4	1,072	9.9%
										1			,				(-)		,-	
1,181	16.4%	1,159	16.0%	22	0.4	(73)	(0.5)	1,254	40.00/	CONTRIBUTION UCLA Store	1,368	12.5%	1,298	12.4%	70	0.1	400	(4.0)	1,248	13.7%
(65)	(5.9%)	1,139	6.6%	(182)	(12.5)	220	(2.5) 31.7	(285)		UCLA Store UCLA Restaurants	(320)	(19.1%)	1,296	3.4%	(423)	(22.5)	120 406	(1.2) 56.3	(726)	(75.4%)
241	55.4%	265	53.9%	(24)	1.5	109	13.5	132	41.9%	Licensing & Services	525	54.7%	505	53.9%	20	0.8	275	12.6	250	42.1%
(47)	(44.3%)	(50)	(32.7%)	3	(11.6)	(60)	(56.1)	13			(54)	(22.4%)	(100)	(37.2%)	46	14.8	(32)	(7.2)	(22)	(15.2%)
1,310	14.8%	1,491	15.5%	(181)	(0.7)	196	0.6	1,114	14.2%	TOTAL	1,519	11.0%	1,806	12.3%	(287)	(1.3)	769	4.1	750	6.9%
										ALLOCATED EXPENSES										
787	8.9%	814	8.4%	27	(0.5)	(81)	0.1	706	9.0%	Admin&Support Services	1,494	10.8%	1,576	10.7%	82	(0.1)	(119)	1.9	1,375	12.7%
315	3.6%	253	2.6%	(62)	(1.0)	(81)	(0.6)	234	3.0%	Facilities	583	4.2%	510	3.5%	(73)	(0.7)	(114)	0.1	469	4.3%
62	0.7%	64	0.7%	2	0.0	(31)	(0.3)	31	0.4%	Utilities	130	0.9%	146	1.0%	16	0.1	(49)	(0.2)	81	0.7%
171	1.9%	202	2.1%	31	0.2	2	0.3	173	2.2%	Depreciation	342	2.5%	404	2.7%	62	0.2	3	0.7	345	3.2%
1,335	15.1%	1,333	13.8%	(2)	(1.3)	(191)	(0.5)	1,144	14.6%	TOTAL	2,549	18.4%	2,636	17.9%	87	(0.5)	(279)	2.6	2,270	21.0%
										NET INCOME (LOSS)									-	-
(25)	(0.3%)	158	1.6%	(183)	(1.9)	5	0.1	(30)	(0.4%)	` ,	(1,030)	(7.4%)	(830)	(5.6%)	(200)	(1.8)	490	6.6	(1,520)	(14.0%)
										OTHER INC/(EXP)										
4	0.0%	2	0.0%	2	0.0	(15)	(0.2)	19	0.2%	Non-Recurrent Inc/(Exp)	6	0.0%	4	0.0%	2	0.0	(13)	(0.2)	19	0.2%
42	0.5%	15	0.2%	27	0.3	25	0.3	17	0.2%	Interest Income	75	0.5%	29	0.2%	46	0.3	55	0.3	20	0.2%
(14)	(0.2%)	(14)	(0.1%)	0	(0.1)	4	0.0	(18)	(0.2%)	Interest (Expense)	(28)	(0.2%)	(28)	(0.2%)	0	0.0	8	0.1	(36)	(0.3%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
266	3.0%	266	2.8%	0	0.2	8	(0.3)	258	3.3%	Student Union Fee Income	532	3.8%	532	3.6%	0	0.2	17	(1.0)	515	4.8%
298	3.4%	269	2.8%	29	0.6	22	(0.1)	276	3.5%	TOTAL	585	4.2%	537	3.7%	48	0.5	67	(0.6)	518	4.8%
273	3.1%	427	4.4%	(154)	(1.3)	27	0.0	246	3.1%	NET INCOME (LOSS)	(445)	(3.2%)	(293)	(2.0%)	(152)	(1.2)	557	6.1	(1,002)	(9.3%)

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - SEPTEMBER 2022 (\$000's) DIVISIONS FULLY ALLOCATED

		SEPT	EMBER (08	3/28/22 - 10/0	01/22)			FY 2	1-22]	FISCAL YEAR 2022-2023					FY 2	1-22			
			CURREN	T MONTH				*	*	1			YTD 2	MONTHS (0	7/31/22 - 10	/01/22)			**	•
ACT	UAL	BUD	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET		VARI			LAST YE	AR ACT
				ACT/		ACT/LY			.,			•	_		ACT/		ACT/L			
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
7,185		7,225		(40)	(0.6%)	549	8.3%	6,636		UCLA Store	10,953		10,483		470	4.5%	1,823	20.0%	9,130	
1,100		1,764 492		(664)	(37.6%)	342 120	45.1% 38.1%	758		UCLA Restaurants	1,676 959		3,004 937		(1,328) 22	(44.2%) 2.3%	713	74.0%	963	
435 106		153		(57) (47)	(11.6%) (30.7%)	(4)	(3.6%)	315 110		Licensing & Services UCLA Student Union	241		269		(28)	(10.4%)	365 96	61.4% 66.2%	594 145	
8.826		9.634		(808)	(8.4%)	1.007	12.9%	7.819		TOTAL	13.829		14.693		(864)	(5.9%)	2.997	27.7%	10.832	
0,020		3,004		(000)	, ,	1,007		7,010			10,020		14,000		(004)	(,	2,001		10,002	
2.043	28.4%	2,195	30.4%	(152)	Pts. (2.0)	(82)	Pts. (3.6)	2,125	32.0%	GROSS MARGIN UCLA Store	3,057	27.9%	3,209	30.6%	(152)	Pts. (2.7)	161	Pts. (3.8)	2,896	31.7%
781	71.0%	1,238	70.2%	(457)	0.8	249	0.8	532	70.2%	UCLA Store UCLA Restaurants	1,191	71.1%	2,108	70.2%	(917)	0.9	521	1.5	670	69.6%
435	100.0%	492	100.0%	(57)	0.0	120	0.0	315	100.0%	Licensing & Services	959	100.0%	936	99.9%	23	0.3	365	0.0	594	100.0%
81	76.4%	114	74.5%	(33)	1.9	(15)	(10.9)	96	87.3%	UCLA Student Union	184	76.3%	205	76.2%	(21)	0.1	53	(14.0)	131	90.3%
3,340	37.8%	4,039	41.9%	(699)	(4.1)	272	(1.4)	3,068	39.2%	TOTAL	5,391	39.0%	6,458	44.0%	(1,067)	(5.0)	1,100	(0.6)	4,291	39.6%
										TOTAL CONTROLLABLES										
862	12.0%	1,036	14.3%	174	2.3	9	1.1	871	13.1%	UCLA Store	1,690	15.4%	1,911	18.2%	221	2.8	(42)	2.7	1,648	18.1%
846	76.9%	1,121	63.5%	275	(13.4)	(29)	30.9	817	107.8%	UCLA Restaurants	1,511	90.2%	2,005	66.7%	494	(23.5)	(115)	54.8	1,396	145.0%
194	44.6%	226	45.9%	32	1.3	(10)	13.8	184	58.4%	Licensing & Services	434	45.3%	430	45.9%	(4)	0.6	(89)	12.8	345	58.1%
128	120.8%	164	107.2%	36	(13.6)	(45)	(45.3)	83	75.5%	UCLA Student Union	238	98.8%	305	113.4%	67	14.6	(85)	6.7	153	105.5%
2,030	23.0%	2,547	26.4%	517	3.4	(75)	2.0	1,955	25.0%	TOTAL	3,873	28.0%	4,651	31.7%	778	3.7	(331)	4.7	3,542	32.7%
										CONTRIBUTION										
1,181	16.4%	1,159	16.0%	22	0.4	(73)	(2.5)	1,254		UCLA Store	1,368	12.5%	1,298	12.4%	70	0.1	120	(1.2)	1,248	13.7%
(65)	(5.9%)	117	6.6%	(182)	(12.5)	220	31.7	(285)		UCLA Restaurants	(320)	(19.1%)	103	3.4%	(423)	(22.5)	406	56.3	(726)	(75.4%)
241	55.4%	265	53.9%	(24)	1.5	109	13.5	132	41.9%	Licensing & Services	525	54.7%	505 (100)	53.9%	20	0.8	275	12.6	250	42.1%
(47) 1.310	(44.3%) 14.8%	(50) 1.491	(32.7%) 15.5%	(181)	(11.6) (0.7)	(60) 196	(56.1) 0.6	13 1,114	11.8%	UCLA Student Union TOTAL	(54) 1,519	(22.4%) 11.0%	(100) 1.806	(37.2%) 12.3%	46 (287)	14.8 (1.3)	(32) 769	(7.2) 4.1	(22) 750	(15.2%) 6.9%
1,510	14.076	1,431	13.376	(101)	(0.7)	130	0.0	1,114	14.270		1,515	11.070	1,000	12.3 /6	(201)	(1.5)	703	7.1	730	0.376
819	11.4%	777	40.00/	(40)	(0.0)	(00)	(0.0)	737	44.40/	ALLOCATED EXPENSES UCLA Store	4.504	14.0%	1.449	13.8%	(00)	(0.0)	(04)	4.0	1,440	15.8%
310	28.2%	356	10.8% 20.2%	(42) 46	(0.6) (8.0)	(82) (64)	(0.3) 4.3	246	32.5%	UCLA Store UCLA Restaurants	1,531 579	34.5%	753	25.1%	(82) 174	(0.2) (9.4)	(91) (107)	1.8 14.5	472	49.0%
100	23.0%	95	19.3%	(5)	(3.7)	(25)	0.8	75	23.8%	Licensing & Services	226	23.6%	217	23.1%	(9)	(0.4)	(43)	7.2	183	30.8%
106	100.0%	105	68.6%	(1)	(31.4)	(20)	(21.8)	86	78.2%	UCLA Student Union	213	88.4%	217	80.7%	4	(7.7)	(38)	32.3	175	120.7%
1,335	15.1%	1,333	13.8%	(2)	(1.3)	(191)	(0.5)	1,144	14.6%	TOTAL	2,549	18.4%	2,636	17.9%	87	(0.5)	(279)	2.6	2,270	21.0%
										NET INCOME (LOSS)										
										FROM OPERATIONS										
362	4.1%	382	4.0%	(20)	0.1	(155)	(2.5)	517		UCLA Store	(162)	(1.2%)	(152)	(1.0%)	(10)	(0.2)	30	0.6	(192)	(1.8%)
(375)	(4.2%)	(239)	(2.5%)	(136)	(1.7)	156	2.6	(531)	(6.8%)	UCLA Restaurants	(899)	(6.5%)	(650)	(4.4%)	(249)	(2.1)	299	4.6	(1,198)	(11.1%)
141	1.6%	170	1.8%	(29)	(0.2)	84	0.9	57	0.7%	Licensing & Services	298	2.2%	289	2.0%	9	0.2	231	1.6	67	0.6%
(153) (25)	(1.7%) (0.3%)	(155) 158	(1.6%) 1.6%	(183)	(0.1) (1.9)	(80) 5	(0.8) 0.1	(73) (30)	_ , _ ,	UCLA Student Union TOTAL	(267) (1,030)	(1.9%) (7.4%)	(317) (830)	(2.2%) (5.6%)	50 (200)	0.3 (1.8)	(70) 490	(0.1) 6.6	(197) (1,520)	(1.8%) (14.0%)
(23)	(0.3%)	150	1.0%	(103)	(1.9)	5	U. I	(30)	(0.4%)	1	(1,030)	(7.470)	(030)	(3.0%)	(200)	(1.6)	490	0.0	(1,520)	(14.0%)
4	0.0%	2	0.0%	2	0.0	(15)	(0.2)	19	0.2%	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	6	0.0%	4	0.0%	2	0.0	(13)	(0.2)	19	0.2%
42	0.5%	15	0.2%	27	0.3	25	0.3	17	0.2%	Interest Income	75	0.5%	29	0.2%	46	0.3	55	0.3	20	0.2%
(14)	(0.2%)	(14)	(0.1%)	0	(0.1)	4	0.0	(18)	(0.2%)	Interest (Expense)	(28)	(0.2%)	(28)	(0.2%)	0	0.0	8	0.1	(36)	(0.3%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
266	3.0%	266	2.8%	0	0.2	8	(0.3)	258	3.3%	Student Union Fee Income	532	3.8%	532	3.6%	0	0.2	17	(1.0)	515	4.8%
298	3.4%	269	2.8%	29	0.6	22	(0.1)	276	3.5%	TOTAL	585	4.2%	537	3.7%	48	0.5	67	(0.6)	518	4.8%
273	3.1%	427	4.4%	(154)	(1.3)	27	0.0	246	3.1%	NET INCOME (LOSS)	(445)	(3.2%)	(293)	(2.0%)	(152)	(1.2)	557	6.1	(1,002)	(9.3%)

ASUCLA P/L Reconciliation Sep-22

Financial Analysis	\$6	000's
	Se	ep-22
Budgeted Net Income/(Loss)		42'
· ·		<u> </u>
UCLA Store		ļ
Gross Margin:		
Bearwear below plan due to lower Move-In Weekend sales	(125)	ļ
Market above plan due to launching CalFresh/EBT program and the redemption of marketing coupons for Joe N Go coffee	19	<u> </u>
E-Commerce below plan: football opponents not as strong as previous years and shift from students shopping remotely in 2021 to in-store Bearwear sales	(69)	<u> </u>
New Text below plan due to a decline in traditional print textbook sales (print sales have not rebounded to pre-pandemic levels) and lower pricing for Inclusive Access	(120)	ļ
Used Text below plan due to a decline in traditional print textbook sales and lower pricing for Inclusive Access	(27)	ļ
CRS below plan: fall requisitions are below plan due to the increased direct posting of documents on the Bruin Learn platform	(49)	
Custom Shop below plan due to timing (sales shift to October)	(13)	ļ
Computer Store above plan due to higher Apple Mac and iPads from the UCLA community and stronger institutional demand on Apple	64	
HSS Dental above plan due to stronger results as the UCLA campus resumed in-person learning	167	<u> </u>
Hilltop Shop above plan due to higher traffic on the Hill and an improved assortment of Bearwear merchandise	12	<u> </u>
Total Wages below plan	116	ļ
Other, positive controllables	47	<u> </u>
Total Contribution		22
UCLA Restaurants		
Gross Margin:		ļ
Kerckhoff Coffeehouse below plan: summer traffic less than previous years, many summer classes virtual rather than in person, and some campus buildings closed due to hot weather	(34)	
Northern Lights below plan: location did not reopen until last week of the month once Fall classes began	(31)	
Anderson Cafe below plan: summer traffic less than previous years, many summer classes virtual rather than in person, and some campus buildings closed due to hot weather	(38)	
CSSC below plan: summer traffic less than previous years, and many summer classes virtual rather than in person	(17)	
Café Synapse below plan: expectation for rebound of customers around this area has not been realized	(28)	
Scrub Jay Café below plan: location is not open yet	(74)	
South Café below plan: planned location will not go forward	(72)	
LuValle Food Servery below plan as the assumption of rebound to 2019 traffic and sales levels has not materialized	(32)	
Jimmy's below plan as the assumption of rebound to 2019 traffic and sales levels has not materialized	(16)	
Cooperage below plan: summer traffic less than previous years, many summer classes virtual rather than in person, and some campus buildings closed due to hot weather	(12)	
Taco Bell below plan: summer traffic less than previous years, many summer classes virtual rather than in person, and some campus buildings closed due to hot weather	(18)	
Catering below plan: assumption of growth this year has not yet fully materialized, and Basic Needs Committee cancelled/postponed meals for food insecurity	(60)	
Total Wages below plan (mostly student)	186	
Other, positive controllables (\$89K) slightly offset by various negative gross margin variances	64	
Total Contribution		(182
Licensing & Services		
Gross Margin:		
Licensing Foreign above plan: received unplanned minimum guarantee advances from two new licensees	12	
Licensing Campus Sourcing below plan due to less campus product requests	(13)	
Marketing Ventures below plan mostly due to delay in LED project related advertising income	(69)	
Photography above plan due to more live events as students are back on campus	6	
Total Wages below plan	5	
Other, positive controllables mostly Licensing	35	
Total Contribution		(2
UCLA Student Union		
Gross Margin:		
Event Services above plan due to an increase in Student Programming activities at the beginning of the school year with some offset from reduced campus events	14	
Student Union Ops. below plan due to lower strategic funding opportunities slightly offset by the eSports lounge lease not budgeted	(46)	
Total Wages below plan	27	
Other, positive controllables	8	
Total Contribution		
Allocated Expenses and Other		
A&SS below plan in various accounts	27	
Facilities above plan: mostly higher wages and benefits (impacted by the K4 agreement) and unrealized budgeted UCLA cost sharing	(62)	
Utilities slightly below plan	2	
Depreciation below plan due to timing of capital expenditures (lower purchases during the pandemic)	31	
Other: mostly interest income higher than plan	29	
Total	1	2
Actual Net Income/(Loss)	1	27

ASUCLA P/L Reconciliation Year-To-Date Through September, 2022

CLA Store Gross Margin: Bearwear below plan: lower Move-In Weekend sales slightly offset by increased tourist/visitor business and in person new Bruin and Parent Orientation sessions Market above plan: strong launching of CalFresh/EBT program and the redemption of marketing coupons for Joe N Go coffee E-Commerce below plan due to supply chain issues and timing for the fall catalog and shift from students shopping remotely in 2021 to in-store Bearwear sales 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) Used Text below plan: impact of remote learning and strong transition to Inclusive Access titles reduced sales of traditional print textbooks CRS below plan due to lower Fall requisitions and custom reader session requirements Computer Store above plan: strong demand from returning students coupled with department orders and 2 large institutional iPad purchases HSS Dental above plan due to stronger trend as the UCLA campus resumed in-person learning and timing for previous delayed orders Total Wages below plan Other, positive controllables (\$103K) slightly offset by various negative gross margin variances Total Contribution	\$0	000's
Budgeted Net Income/(Loss)		(29
JCLA Store		
Gross Margin:		
Bearwear below plan: lower Move-In Weekend sales slightly offset by increased tourist/visitor business and in person new Bruin and Parent Orientation sessions	(47)	
Market above plan: strong launching of CalFresh/EBT program and the redemption of marketing coupons for Joe N Go coffee	29	
E-Commerce below plan due to supply chain issues and timing for the fall catalog and shift from students shopping remotely in 2021 to in-store Bearwear sales	(141)	
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)	(137)	
Used Text below plan: impact of remote learning and strong transition to Inclusive Access titles reduced sales of traditional print textbooks	(34)	
CRS below plan due to lower Fall requisitions and custom reader session requirements	(62)	
Computer Store above plan: strong demand from returning students coupled with department orders and 2 large institutional iPad purchases	75	
HSS Dental above plan due to stronger trend as the UCLA campus resumed in-person learning and timing for previous delayed orders	211	
Total Wages below plan	118	
Other, positive controllables (\$103K) slightly offset by various negative gross margin variances	58	
Total Contribution		
UCLA Restaurants		
~		
·	(65)	
Northern Lights below plan: location did not reopen until last wee of September once Fall classes began	(56)	
	(53)	
	(55)	
	(52)	
	(135)	
	(131)	
• •	(67)	
·	(31)	
	(34)	
	(40)	
	(97)	
	304	
	89	- (4
		(4
-		
	155	
	155	
	(9)	
	(148)	
	(148)	
	(10)	
	(10)	
	26	
	(47)	
	53	
•	14	
•	- 00	
A&SS below plan in various accounts	82	
Facilities above plan: higher wages, benefits and various other controllables including unrealized budgeted cost sharing with UCLA	(73)	
Utilities below plan: savings due to lower consumption (closure of a few areas and reduced operating hours), slightly offset by budgeted cost sharing with UCLA	16	
Depreciation lower than plan due to timing of capitals (lower purchases during the pandemic)	62	
Other: mostly higher interest income	48	
Total		(4

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES BALANCE SHEETS

(\$000)

	Current Month September 2022	Prior Month August 2022	Prior Year July 2022
ASSETS	Gepteniber 2022	August 2022	July 2022
OUDDENIT ACCETO			
CURRENT ASSETS: Cash and cash equivalents	20,340	20,685	\$22,810
Accounts receivable	7,180	6,330	6,727
Less: Allowance for doubtful accounts	(450)	(446)	(425)
Accounts receivable, net	6,730	5,884	6,302
Student fees receivable	789	524	258
Inventories	6,341	7,950	7,220
Prepaid expenses and other current assets	964	1,000	872
Total current assets	35,164	36,043	37,462
LONG TERM ASSETS			
Property, equipment and improvements	75,802	75,652	75,569
Less: Accumulated depreciation	(58,043)	(57,909)	(57,740)
Total long term assets	17,759	17,743	17,828
•			
TOTAL ASSETS	52,924	53,786	\$55,290
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	7,906	9,112	\$9,394
Wages and payroll taxes payable	36,332	36,427	36,776
Sales tax payable & other liabilities	1,586	1,309	1,191
Interest payable	65	51	37
Deferred income	1,780	1,898	2,105
Funds held for others	181	192	268
Current portion of long term debt Total current liabilities	1,040 48,891	1,040 50,028	1,040 50,811
Total current habilities	40,001	30,020	00,011
LONG TERM DEBT:			
AU expansion loan	3,206	3,206	3,206
Total long term debt	3,206	3,206	3,206
TOTAL LIABILITIES	52,097	53,234	54,017
DETAINED EADMINGS.			
RETAINED EARNINGS: Beginning Balance	1,272	1,272	4,337
Year-to-date net income/(loss)	(445)	(720)	(3,064)
. 55. 15 54.6 (150 1150 (1500)	(110)	(120)	(0,004)
Ending Balance	827	552	1,273
TOTAL LIABILITIES AND RETAINED EARNINGS	52,924	53,786	55,290

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS September 2022 (\$000's)

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	273	(445)	(1,004)
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:		2.42	0.40
Depreciation	171	342	346
(Increase)/decrease in current assets:	(0.40)	(400)	(4.447)
Accounts receivable	(846)	(428)	(1,417)
Student fees receivable Inventories	(266)	(532) 879	(202) 2,488
	1,609 36		•
Prepaid expenses and other current assets Increase/(decrease) in current liabilities:	30	(92)	(363)
Accounts payable	(1,187)	(1,364)	4,292
Sales tax payable & other liabilities	(1,167)	(1,304)	1,047
Wages and payroll taxes payable	(94)	(446)	17,507
Interest payable	14	28	17,507
Deferred Income	(118)	(325)	2,163
Funds held for others	(110)	(87)	(212)
Turius field for others	(11)	(01)	(212)
Net cash provided/(used) by operating activities	(140)	(2,074)	24,650
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(205)	(396)	(134)
raionado di proporty, oquipmont and improvemente	(200)	(655)	(101)
Net cash used in investing activities	(205)	(396)	(134)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
			(0.40)
Principal payments on AU expansion loan	0	0	(948)
Net cash provided/(used) by financing activities	0	0	(5,633)
NET INODE ACE//DEODE ACE) IN CASH AND CASH ECHIVALENTS	(0.45)	(0.470)	40.000
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(345)	(2,470)	18,882
CASH AND CASH EQUIVALENTS, Beginning	20,685	22,810	18,920
CASH AND CASH EQUIVALENTS, Ending	20,340	20,340	37,803

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION September 2022 (\$000's)

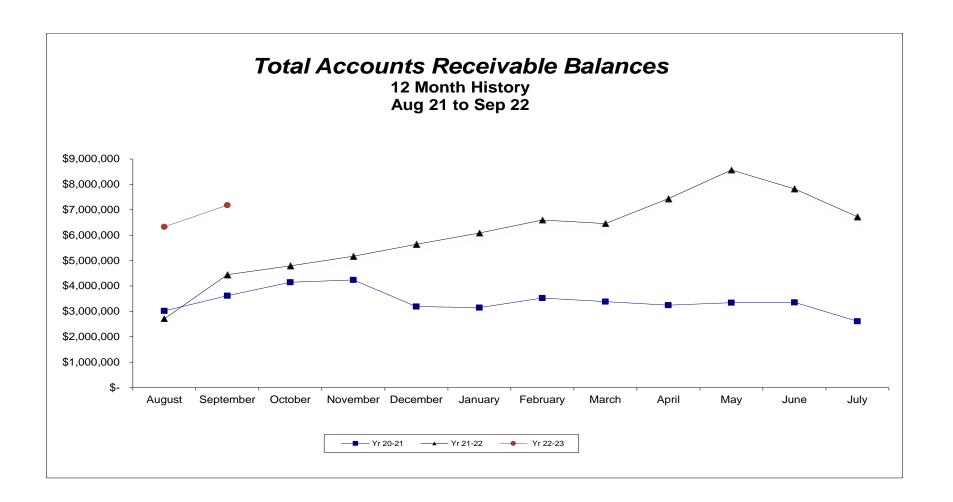
	Current Month September 2022	Prior Month August 2022
CASH AND CASH EQUIVALENTS	20,340	20,685
BOARD REQUIRED CASH RESERVE	8,761	8,969
RESERVE SURPLUS (DEFICIT)	11,579	11,716

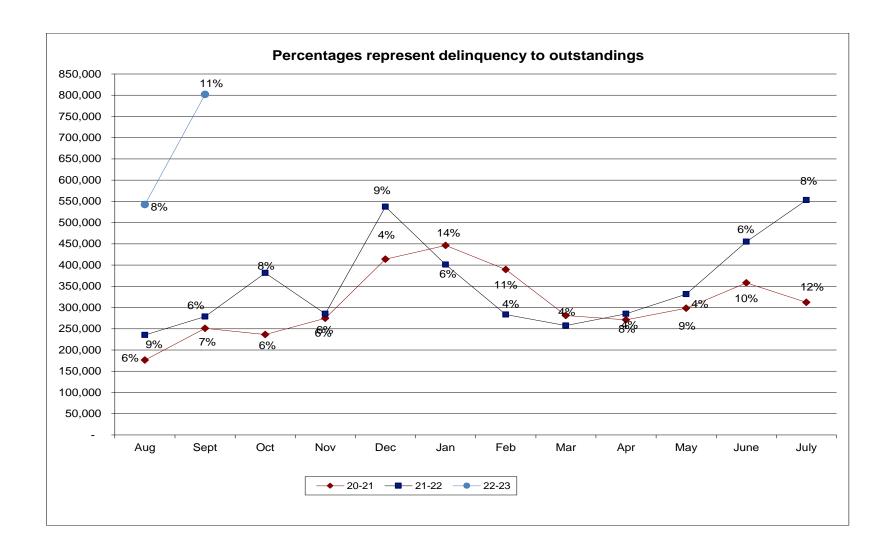
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures - FY2021-22 Projects (\$000's)

			FY 2022	2-2023 September	er 2022	PROJECTED			
PROJEC	TNAME	BUDGET				Remaining		Over	
0: (0			Pavments	PO's	Total	Balance	Pendina	(Under)	Status
Store/Serv 2022-001	Store General Replacement	100.0	17.0	16.9	33.9	66.1		(66.1)	In Progress
2022-001	MKT Refrigerators/Freezers	20.0	0.0	32.9	32.9	(12.9)		12.9	In Progress
2022-002	Copier/Printers	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pendina
Total Store		135.0	17.0	1 49.7	66.7	68.3	15.0	(53.3)	1 ending
Food Serv	rice								
2022-004	FS Miscellaneous and Unanticipated	50.0	16.8	9.5	26.3	23.7		(23.7)	In Progress
2022-005	Patio Furniture Upgrade	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2022-006	Event Services Equipment	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2022-007	Dining Room Upgrades	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Pending
2022-008	Replacement Kitchen Cooking Equipment	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
2022-009	Division-wide Loyalty Program	145.0	0.0	0.0	0.0	145.0	145.0	0.0	Pending
2022-010	Smoothie Robot Equipment	140.0	0.0	0.0	0.0	140.0	140.0	0.0	Pending
Total Food	d Services	505.0	16.8	9.5	26.3	478.7	455.0	(23.7)	
Technolog									
2022-011	Network Infrastructure Upgrade	120.0	0.0	0.0	0.0	120.0	120.0	0.0	Pending
2022-012	Printer Replacement	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2022-013	Misc hardware/Software (Marketing/Info Photo)	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2022-014	PC Replacement (9 to 13 years old)	150.0	0.0	82.2	82.2	67.8		(67.8)	In Progress
2022-015	Internal and External router upgrade	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
2022-016	Informal Photography - Camera, lens, light	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2022-017	Canon Copier Replacement	12.0	0.0	0.0	0.0	12.0	12.0	0.0	Pending
2022-018	Video Equipment	6.0	0.0	0.0	0.0	6.0	6.0	0.0	Pending
2022-038	Lightbox/Viewpoint Lounge	0.0 368.0	0.0	11.3	11.3 93.6	0.7		11.3 11.3	In Progress
Total Tech		308.0	0.0	93.6	93.6	286.4	218.0	11.3	
2022-019	ks & Licensing Miscellaneous and Unanticipated	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
	demarks & Licensing	50.0 50.0	0.0	0.0	0.0	50.0 50.0	50.0	0.0	Fending
Others			1			•		••••••	
2022-020	Fac Misc and Remodels	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2022-021	Replace HVAC Motors	40.0	0.0	0.0	0.0	40.0	40.0	0.0	Pending
2022-022	Custodial Replacements	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2022-023	AU Freight Elevator Doors (A-Level and 3rd Floo	225.0	0.0	0.0	0.0	225.0	225.0	0.0	Pending
2022-024	Office Space Remodeling - Phase II	250.0	0.0	0.0	0.0	250.0	250.0	0.0	Pending
2022-025	CSSC Roof Waterproofing	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
2022-026	AU Retrofit Lighting and Occupancy Sensors	50.0	0.0	0.0	0.0	50.0	50.0	0.0	Pending
2022-027	EDO Suite and Staircase Flooring	40.0	0.0	0.0	0.0	40.0	40.0	0.0	Pending
2022-028	SUO General Replacement	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending
2022-029	Meeting Room /Venue Upgrades	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2022-030	SUO General AV Upgrades	40.0	0.0	0.0	0.0	40.0	40.0	0.0	Pending
2022-031	SU Occupancy Counter System	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
2022-032	Viewpoint Conf Rm Overhaul	175.0	0.0	0.0	0.0	175.0	175.0	0.0	Pending
2022-033	EMS Capabilities Upgrade	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending
2022-034	Meeting Room Flooring	40.0	0.0	0.0	0.0	40.0	40.0	0.0	Pending
2022-035	Finance Misc. Replacements	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2022-036	Replace Cameras	40.0	0.0	17.4	17.4	22.6		(22.6)	In Progress
2022-037	HR Furniture Replacement	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
	Untitled Space Remodel	0.0	4.4	7.3	11.7	0.3		11.7	In Progress
2022-039									
2022-039 2022-040	CSSC Condensate Tank Replacement	0.0	0.0	0.0	0.0	38.0		0.0	In Progress
2022-039	CSSC Condensate Tank Replacement						1,185.0 1.923.0		

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

10/01/22	Sept	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$274,494	5%	\$451,517	90%	\$75,699	33%	\$55,216	30%	\$34,143	16%	\$47,569	29%	\$938,638	13%
ASUCLA PUBLICATIONS		\$131,914	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$131,914	2%
ASUCLA USA/GSA		\$75,797	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$75,797	1%
DUE FROM VENDORS		\$75,709	1%	(\$8,047)	-2%	\$78,907	33%	\$121,765	66%	\$169,946	78%	\$113,297	68%	\$551,577	8%
DENTAL KITS		\$1,051,119	18%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$1,051,119	15%
OTHER		4,266,611	73%	\$59,184	12%	\$80,271	34%	\$6,273	3%	\$13,061	6%	\$5,795	3%	\$4,431,194	62%
TOTAL CURRENT MON	TH	\$5,875,644	100%	\$502,654	100%	\$234,877	100%	\$183,254	100%	\$217,149	100%	\$166,662	100%	\$7,180,239	100%
		82%		7%		3%		3%		3%		2%		100%	
08/27/22	Aug	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,005,809	19%	\$203,242	33%	\$88,779	47%	\$63,346	71%	\$40,363	24%	\$14,747	16%	\$1,416,286	22%
ASUCLA PUBLICATIONS		\$78,955	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$78,955	1%
ASUCLA USA/GSA		\$74,368	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$74,368	1%
DUE FROM VENDORS		\$384,946	7%	(\$39,774)	-6%	\$88,290	44%	\$23,101	26%	\$116,782	70%	\$77,855	86%	\$651,200	10%
DENTAL KITS		\$81,138	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$81,138	1%
OTHER		\$3,549,477	69%	\$449,431	73%	\$17,586	9%	\$3,255	4%	\$10,107	6%	(\$1,902)	-2%	\$4,027,954	64%
TOTAL CURRENT MON	TH	\$5,174,693	100%	\$612,899	100%	\$194,655	100%	\$89,701	100%	\$167,252	100%	\$90,701	100%	\$6,329,902	100%
		82%		10%		3%		1%		3%		1%		100%	
07/30/22	Jul	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$672,978	14%	\$1,064,869	81%	\$64,880	71%	\$66,184	28%	\$50,157	37%	\$44,655	50%	\$1,963,722	29%
ASUCLA PUBLICATIONS		\$77,621	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$77,621	1%
ASUCLA USA/GSA		\$107,986	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$107,986	2%
DUE FROM VENDORS		\$375,389	8%	\$141,903	11%	\$23,148	24%	\$157,822	66%	\$76,268	57%	\$50,846	57%	\$825,375	12%
DENTAL KITS		\$100,946	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$100,946	2%
OTHER		\$3,521,993	73%	\$110,033	8%	\$4,621	5%	\$13,878	6%	\$7,966	6%	(\$7,052)	-8%	\$3,651,439	54%
TOTAL CURRENT MON	TH	\$4,856,913	100%	\$1,316,805	100%	\$92,649	100%	\$237,883	100%	\$134,391	100%	\$88,449	100%	\$6,727,089	100%
		72%		20%		1%		4%		2%		1%		100%	





SED (02(08/28/22-10/0	1/22\	1		ISCAL YEAR 22-2	12	EISCAL V	EAR 21-22
C	CURRENT MONTH			YTD 2	MO(07/31/22-10	/01/22)	LAST YEA	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2,045,266	2,633,560	<588.294>	ACADEMIC SUPPORT DIV	3,699,749	3,983,142	<283,393>	2,174,940	3,184,135
1,983,020	2,169,210		GENERAL MDSE DIVISION	3,140,789	3,178,182	<37,393>	2,125,994	2,823,206
121,418	86,328	35,090	HILLTOP SHOP	162,155	144,398	17,757	112,674	121,166
143,445 156,126	141,650 265,000	1,795 ~108.874~	LU VALLE COMMONS STORE E-COMMERCE DIVISION	378,728 240,907	443,044 445,000	<64,316> <204,093>	136,345 264,581	425,671 428,408
2,513,118	1,687,500	825,618	HEALTH SCIENCES STORE	3,056,917	1,953,700	1,103,217	1,644,822	1,887,230
<0>	0	<0>	OPERATIONS DIVISION	<1>	0	<1>	0	0
6,962,392	6,983,248	<20,856>	TOTAL SALES	10,679,244	10,147,466	531,778	6,459,356	8,869,815
5.121.158	5,006,249	<114 909>	Less: Cost of Sales	7.862.990	7,239,663	<623,327>	4.489.505	6.202.354
3,121,130	3,000,247	(114,7072	Ecss. cost or sales	7,002,770	7,237,003	(023,321)	4,407,505	0,202,334
			Less: Shrinkage					
4 202	F 200	007	ACADEMIC CURRORT DIV	0.240	7.240	000	F F00	7 100
4,383 12,500	5,280 11,850	897 <650>	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	8,349 18,853	7,360 17,540	<989> <1,313>	5,500 10,135	7,133 12,706
1,427	480		HILLTOP SHOP	1,859	810	<1,049>	505	551
890	800	<90>	LU VALLE COMMONS STORE	1,521	2,430	909	741	2,374
812 20,012	5,040 23,450	4,228 3,438	HEALTH SCIENCES STORE SHRINKAGE	1,794 32,375	6,010 34,150	4,216 1,775	4,613 21,494	8,563 31,328
5,141,171	5,029,699	<111,472>	TOTAL COST OF SALES	7,895,365	7,273,813	<621,552>	4,510,999	6,233,682
2,111,111	2/22//2//	,		1,010,000	1,212,212		1,010,111	2,200,002
73.6	71.7	<1.9>	COST OF SALES %	73.6	71.3	<2.3>	69.5	69.9
1,821,222	1,953,549	<132,327>	GROSS MARGIN GROSS MARGIN %	2,783,879	2,873,653	<89,774> <2.3>	1,948,357	2,636,133
26.5 0.3	28.3 0.3	<1.9>	SHRINKAGE %	26.4 0.3	28.7 0.3	<2.3> 0.0	30.5 0.3	30.1 0.4
26.2	28.0	<1.8>	NET GROSS MARGIN %	26.1	28.3	<2.3>	30.2	29.7
12.2	14.7	~2 F ~	ACADEMIC SUPPORT DIV	11.1	13.9	<2.8>	17.0	15.6
48.4	50.0		GENERAL MDSE DIVISION	49.1	50.2	<2.8> <1.2>	51.8	52.2
40.1	42.4	<2.4>	HILLTOP SHOP	40.5	41.9	<1.4>	42.7	42.8
35.5	34.7	0.7	LU VALLE COMMONS STORE	29.7	26.4	3.3	33.5	24.2
45.7 17.5	47.0 16.1	<1.3>	E-COMMERCE DIVISION HEALTH SCIENCES STORE	47.0 17.8	49.9 16.7	<2.9>	46.2 16.0	49.3 15.9
3.9	0.0	3.9	OPERATIONS DIVISION	<22.2>	0.0	<22.2>	0.0	0.0
222,120	241,715	<19,595>	OTHER INCOME	273,321	335,671	<62,350>	176,909	260,154
2,043,342	2,195,264	<151,922>	GROSS MARGIN/OTHER	3,057,199	3,209,324	<152,125>	2,125,267	2,896,287
			Less: Controllable Exp					
			,					
261,960	285,376	23,416	Career Wages	527,767	569,983	42,216	273,961	537,843
5,008 178,562	0 276,211	<5,008> 97,649	Limited Appointment Student Wages	11,220 366,840	0 453,828	<11,220> 86,988	0 140,768	0 265,415
445,531	561,587	116,056	TOTAL WAGES	905,827	1,023,811	117,984	414,729	803,258
6.4	8.0	1.6	WAGE % TO SALES	8.5	10.1	1.6	6.4	9.1
400.000	400.507	47.407	5 1 5 5	00/ /74	07/ 050	50.070	407.440	054.004
123,089 10,899	139,586 5,631	16,497 <5,268>	Employee Benefits Office Supplies	226,671 30,480	276,950 21,287	50,279 <9,193>	137,412 13,826	251,884 29,959
7,957	8,124	167	Telephone	15,527	16,248	721	7,854	16,230
15	13	<2>	Postage	30	46	16	12	30
1,299	0	<1,299>	Trav/Trips/Conference Membership Fees	1,318	1,200	<118>	163	163
299 12,007	600 8,650	301 <3.357>	Operating Supplies	598 13,280	1,550 10,700	952 <2,580>	299 12,078	598 14,110
30,441	47,044	16,603	Freight Out	48,996	77,438	28,442	40,464	68,777
700	700	0	Transportation	1,400	1,400	0	800	1,590
<9> 33,574	0 54,136	9 20,562	Postage Stamp O/S	<9> 54,126	0 82,840	9 28,714	<3> 54,625	8 81,872
<500>	<1,500>		Advertising Vendor Adv. Allowance	<1,353>	<2,250>	28,714 <897>	<1,500>	<2,366>
707	30,000	29,293	Direct Mail Adv.	111,686	140,000	28,315	6,905	126,906
3,803	3,662		Repairs & Maintenance	5,675	5,924	249	4,023	5,903
101,258	73,797 0	<27,461> 1,289	Bank Card Expense Overs/Shorts	157,187 <957>	137,429 0	<19,758> 957	91,397 600	139,528 2,648
<1,289> 1,139	0	1,289 <1,139>	Credit Card Adjustments	<957> 3,609	0	<3,609>	2,686	6,129
407	20	<387>	Textbook Rental Exp	681	40	<641>	0	68
1,007	1,500	493	Rentals-Truck	1,007	1,500	493	1,205	1,205
0 11 600	0 8.450	0 <3.150>	Taxes & Licenses Professional Services	561 17 602	0 16 900	<561>	0 11 969	0 25 704
11,600 13,507	8,450 0	<3,150> <13,507>	Professional Services Temp Agency Service	17,602 24,721	16,900 0	<702> <24,721>	11,969 3,085	25,704 4,100
1,186	0	<1,186>	Commission Expense	1,435	0	<1,435>	1,402	1,940
49,730	49,600	<130>	Concession Expense	54,285	53,600	<685>	24,600	24,705
229	0	<229>	COVID-19	1,451	0	<1,451>	4,636	5,115
0 13,579	0 44,250	0 30,671	Alloc of Distr Cntr Payment to UCLA	0 13,828	0 44,250	0 30,422	0 37,877	0 38,415
416,634	474,263	57,629	TOTAL OTHER CONTROL.	783,836	887,052	103,216	456,417	845,221
862,165	1,035,850	173,685	TOTAL CONTROLLABLE EXP	1,689,663	1,910,863	221,200	871,146	1,648,479
1 101 177	1 150 414	21 7/2	GROSS CONTRIBUTION TO	1 247 527	1 200 4/1	40.074	1 25/ 121	1 247 007
1,181,177	1,159,414	21,763	SVCS AND ENTERPRISES	1,367,537	1,298,461	69,076	1,254,121	1,247,807
			Less: Allocated Exp					
		_						
47,183	44,540		Allocated ExpHR Allocated Exp. Fin	89,607	84,936	<4,671>	43,454	93,427
221,678 136,541	211,182 132,762	<10,496> <3,779>		420,678 255,104	389,251 236,137	<31,427> <18,967>	203,690 136,242	395,517 253,909
62,947	87,906	24,959	Allocated Exp. Mktg	121,530	147,686	26,156	74,026	138,723
170,418	133,446	<36,972>	Allocated Exp Othr SA	296,686	249,332	<47,354>	132,091	260,586
111,078	92,098	<18,980>	Maintenance	206,881	185,133	<21,748>	83,625	167,557
20,058 49,264	20,715 54,878	657 5,614	Utilities Depreciation	41,883 98,527	47,090 109,756	5,207 11,229	9,923 52,739	26,144 105,477
819,167	777,527	<41,640>	TOTAL ALLOCATED EXP	1,530,897	1,449,321	<81,576>	735,789	1,441,339
362,010	381,887	<19,877>	NET INCOME (LOSS)	<163,360>	<150,860>	<12,500>	518,331	<193,532>

SED (02(08/28/22-10/0	11/22\	1		ISCAL YEAR 22-2	2	FISCAL YE	AD 21 22
(CURRENT MONTH	l		YTD 2	MO(07/31/22-10	/01/22)	LAST YEA	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
198,675	250,292	<51,617>	CENTRAL DIVISION	279,500	424,884	<145,384>	99,112	99,112
58,403	133,903	<75,500>	NORTH CAMPUS DIVISION	94,102	228,966	<134,864>	82,259	97,188
161,294	469,282	<307,988>		249,331	834,707	<585,376>	140,741	219,389
179,201	256,053	<76,852>	LU VALLE DIVISION COOPERAGE DIVISION	279,155	441,723	<162,568> <90,886>	127,225 81,152	157,789
86,109 190,620	124,042 269,885	<79,265>	SPECIAL EVENTS DIVISION	128,315 286,244	219,201 404,645	<118,401>	83,544	98,414 98,693
874,302	1,503,457	<629,155>	TOTAL SALES	1,316,648	2,554,126	<1,237,478>	614,034	770,584
240 204	507.040	207.000	0.1.601	101.071	005.054	440,400	225.254	202 422
319,084 36.5	526,312 35.0	207,228 <1.5>	Less: Cost of Sales COST OF SALES %	484,874 36.8	895,354 35.1	410,480 <1.8>	225,856 36.8	293,430 38.1
555,218	977,145	<421,927>	GROSS MARGIN	831,774	1.658.772	<826,998>	388,178	477,154
63.5	65.0	<1.5>	GROSS MARGIN %	63.2	64.9	<1.8>	63.2	61.9
68.4 24.0	66.7 63.9	1.6 <40.0>	CENTRAL DIVISION NORTH CAMPUS DIVISION	63.8 42.4	66.8 64.1	<3.0> <21.7>	66.4 67.4	65.0 65.9
73.0	66.0	7.0	SOUTH DIVISION	70.6	66.0	4.6	69.5	68.1
60.9	65.5	<4.6>	LU VALLE DIVISION	61.9	65.5	<3.6>	62.2	61.6
63.3	69.1	<5.7>	COOPERAGE DIVISION	60.2	68.9	<8.7>	66.8	62.5
64.9	59.9	4.9	SPECIAL EVENTS DIVISION	65.3	58.8	6.5	42.3	40.3
225,836	260,921	<35,085>	OTHER INCOME	359,019	449,413	<90,394>	144,230	192,510
781,054	1,238,066	<457,012>	GROSS MARGIN/OTHER	1,190,792	2,108,185	<917,393>	532,408	669,664
			Less: Controllable Exp					
357,383	385,863	28,480	Career Wages	675,559	725,106	49,547	341.922	634,324
0	0	20,400	Limited Appointment	0/3,337	723,100	0	0	034,324
228,357	395,681	167,324	Student Wages	395,424	670,883	275,459	182,300	257,982
<41,057>	<50,810>	<9,753>	Labor Recharge	<71,663>	<92,347>	<20,684>	<23,539>	<26,829>
544,682 62.3	730,734 48.6	186,052 <13.7>	TOTAL WAGES WAGE % TO SALES	999,320 75.9	1,303,642 51.0	304,322 <24.9>	500,683 81.5	865,477 112.3
02.3	40.0	×13.7>	MINGE 70 TO SMEES	70.7	J1.U	\Z4.7>	01.3	112.3
158,041	196,858	38,817	Employee Benefits	305,284	366,295	61,011	169,723	323,746
1,384	2,295	911	Office Supplies	4,071	4,560	489	2,108	3,224
2,586 0	3,055 0	469 0	Telephone Postage	4,949 0	5,985 0	1,036 0	2,604 0	5,831 0
0	0	0	Trav/Trips/Conference	0	0	0	0	0
2,532	2,000	<532>	Training Programs	3,532	3,000	<532>	1,568	2,568
46,789	80,406	33,617	Paper	64,019	137,597	73,578	42,626	56,840
5.4	5.4	0.0	Paper % To Sales	4.9	5.4	0.5	6.9	7.4
7,395 0	7,933 0	538 0	Cleaning Supplies Freight Out	12,517 0	14,838 0	2,321 0	4,882 0	8,452 0
<7,930>	<9,500>	<1,570>	Purchasing Rebates	<17,390>	<19,000>	<1,610>	<6,974>	<13,506>
5,863	4,295	<1,568>	Replacements	10,021	8,340	<1,681>	9,666	16,023
5,438	5,838	400	Laundry	7,758	9,988	2,231	3,284	4,788
4,233 5,828	4,355 5,955	122 127	Uniforms	6,154 7,864	10,610 9,025	4,456	6,260 4,927	14,060 9,900
0	5,455	0	Advertising Vendor Adv. Allowance	7,864	9,025	1,161 0	4,927	9,900
0	0	0	Dorm Coupons Expense	0	0	0	0	0
10,698	6,400	<4,298>	Repairs & Maintenance	15,717	11,250	<4,467>	15,585	18,760
0	0	0	Repairs & Mtce-Equip	0	0	0	0	0
0	0	0	Air Conditioning-Maint Rub Remvl/Hauling	0	0	0	0	0
23,373	51,151	27,778	Bank Card Expense	39,053	88,111	49,058	17,296	24,858
0	0	0	Bruin One Card Exp	0	0	0	0	0
1,456	2,153	697	Sales Tax Expense	2,127	3,753	1,626	1,144	1,443
3,422 3	798 0	<2,624> <3>	Overs/Shorts Credit Card Adjustments	3,617 3	1,443 0	<2,174> <3>	2,869 0	2,876 0
0	0	0	Insurance Expense	0	0	0	0	0
0	0	0	Rentals	0	0	0	0	989
0	305	305	Rentals-Truck	0	610	610	0	0
238	932	694	Taxes & Licenses	476	1,864	1,388	238	476
0 12,099	0 2,000	0 <10,099>	Professional Services Temp Agency Service	0 16,924	0 4,000	0 <12,924>	0 11,949	0 19,616
17,531	22,806	5,275	Commission Expense	24,729	39,411	14,682	11,081	14,302
0	0	0	Prior Period Adj	0	0	0	0	0
0	0	0	Gain/Loss on Disp F/A	0	0	0	15 403	15 403
0	0	0	COVID-19 UCLA Recharge Expense	0	0	0	15,403 0	15,403 0
300,979	390,035	89,056	TOTAL OTHER CONTROL.	511,424	701,680	190,256	316,238	530,649
845,661	1,120,769	275,108	TOTAL CONTROLLABLE EXP	1,510,745	2,005,322	494,577	816,921	1,396,126
			GROSS CONTRIBUTION TO					
<64,607>	117,297	<181,904>	SVCS AND ENTERPRISES	<319,952>	102,863	<422,815>	<284,513>	<726,462>
			Less: Allocated Exp]				
			,					
57,683	57,955	272	Allocated ExpHR	99,586	114,853	15,267	52,459	99,380
33,945	51,572	17,627	Allocated Exp. Fin	64,340	119,294	54,954	23,274	39,030
20,908 9,639	32,421 21,467	11,513 11,828	Allocated ExpIS Allocated Exp. Mktg	39,017 18,587	71,737 44,203	32,720 25,616	15,567 8,458	25,232 13,772
26,096	32,588	6,492	Allocated Exp Othr SA	45,382	76,662	31,280	15,093	25,647
96,495	80,008	<16,487>	Maintenance	179,721	160,831	<18,890>	72,647	145,559
17,425	17,994	569	Utilities	36,384	40,905	4,521	8,621	22,712
47,808 309,998	62,375 356,380	14,567 46,382	Depreciation TOTAL ALLOCATED EXP	95,616 578,632	124,750 753,235	29,134 174,603	50,155 246,274	100,201 471,534
507,775	550,500	40,302		370,032	, 55,255	.74,003	210,214	.71,554
<374,605>	<239,083>	<135,522>	NET INCOME (LOSS)	<898,584>	<650,372>	<248,212>	<530,787>	<1,197,996>
1/0.000	3/5 343	.07.007	TOTAL CUSTOMED COUNT	255 244	450.550	204.040	100 100	450.050
168,203 69,638	265,240 88,815	<97,037> <19,177>		255,241 108,321	459,559 154,236	<204,318> <45,915>	120,120 34,885	152,253 44,488
98,565	176,425	<19,177> <77,860>	ASUCLA CUSTOMER COUNT	146,920	305,323	<45,915> <158,403>	34,885 85,235	107,765
.,	.,	,		,.==	,	,	,	. ,
8.95	8.31	0.64	TOTAL AVERAGE CHECK	9.06	8.30	0.77	7.62	7.53
11.26	10.69	0.57	3RD PARTY AVG CHECK	11.44	10.64	0.81	10.39	10.13
7.32	7.11	0.21	ASUCLA AVERAGE CHECK	7.31	7.11	0.19	6.49	6.46
22,353	30,638	8,285	EMPLOYEE HOURS	37,281	52,673	15,392	19,668	30,475
39.11	49.07	<9.96>	SALES/LABOR HOUR	35.32	48.49	<13.17>	31.22	25.29

LICENSING & SERVICES INCOME STATEMENT

SEP. 0	2(08/28/22-10/0	1/22)	1 [F	ISCAL YEAR 22-2	3	FISCAL YEA	AR 21-22
	URRENT MONTH				MO(07/31/22-10/		LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
16,500	10,500	6,000	PHOTOGRAPHY	19,725	16,500	3,225	14,034	16,279
0	5,000	<5,000>	MARKETING VENTURES	19,725	10,000	<10,000>	505	505
16,500	15,500	1,000	TOTAL SALES	19,725	26,500	<6,775>	14,539	16.784
10,300	13,300	1,000	TOTAL SALES	17,725	20,300	<0,773>	14,557	10,704
0	679	679	Less: Cost of Sales	0	1,145	1,145	144	144
16,500	14,821	1,679	GROSS MARGIN	19,725	25,355	<5,630>	14,395	16,640
100.0	95.6	4.4	GROSS MARGIN %	100.0	95.7	4.3	99.0	99.1
100.0	95.9	4.1	PHOTOGRAPHY	100.0	96.1	3.9	100.0	100.0
0.0	95.0		MARKETING VENTURES	0.0	95.0	<95.0>	71.5	71.5
0.0	70.0	170.07		0.0	70.0	170.07	7.1.0	7.1.0
253,328	251,811	1,517	TRADEMARKS AND LICENSING	620,725	462,990	157,735	167,278	314,895
126,304	122,080	4,224	LEASED OPS	250,926	241,673	9,253	115,170	225,837
18,819	18,819	<0>	SPONSORSHIPS	37,638	37,638	<0>	18,409	36,818
20,000	84,000	<64,000>	MARKETING VENTURES	30,000	168,000	<138,000>	0	0
418,451	476,710	<58,259>	OTHER INCOME	939,289	910,301	28,988	300,856	577,551
434,951	491,531	<56,580>	GROSS MARGIN/OTHER	959,014	935,656	23,358	315,251	594,190
			Less: Controllable Exp					
43,924	47,490	3,566	Career Wages	87,848	94,980	7,132	45,275	86,421
43,924	1,833	1,833	Student Wages	07,848	3,666	3,666	45,275	00,421
43,924	49,323	5,399	TOTAL WAGES	87,848	98,646	10,798	45,275	86,421
266.2	318.2	52.0	WAGE % TO SALES	445.4	372.3	<73.1>	311.4	514.9
21,538	22,359	821	Employee Benefits	43,564	44,718	1,154	24,005	40,789
132	375	243	Office Supplies	489	750	261	41	228
468	495	27	Telephone	932	990	58	467	931
0	100	100	Postage	0	200	200	28	28
881	8,332	7,451	Trav/Trips/Conference	881	16,664	15,783	1,625	3,375
50	750	700	Operating Supplies	50	1,500	1,450	<50>	<50>
1,333	4,266	2,933	Enforcement	2,667	8,532	5,865	2,040	5,706
0	17,526	17,526	Advertising	1,188	35,052	33,865	30,000	59,987
4,115	6,457	2,342	Business Promotion	4,115	12,914	8,799	1,916	4,082
3,421	0		Printing	3,421	0	<3,421>	0	0
1,435	5,575	4,140	Professional Services	1,435	11,150	9,715	4,825	9,983
0	1,750	1,750	Legal	0	3,500	3,500	0	1,250
3,800	5,133	1,333	Trademark	3,800	10,266	6,466	10,999	15,165
4,051 23,334	0 24,347	<4,051> 1,013	Intern'l Agnt Fee/Tax Domestic Agency Fee	4,051 59,226	0 44,631	<4,051> <14,595>	4,374 13,991	4,263 27,936
23,334 85,894	79,600		Payment to UCLA	220,772	140,916	<14,595> <79,856>	44,032	27,936 84,500
150,452	177,065	26,613	TOTAL OTHER CONTROL.	346,591	331,783	<14,808>	138,293	258,173
194,376	226,388		TOTAL OTTIER CONTROL. TOTAL CONTROLLABLE EXP	434,439	430,429	<4,010>	183,568	344,594
.,,,,,,	220,000	02/012	GROSS CONTRIBUTION TO	101/107	100/12/	11/0107	.00,000	011,071
240,576	265,143	<24,567>	SVCS AND ENTERPRISES	524,575	505,227	19,348	131,683	249,597
			Less: Allocated Exp					
4,652	3,912	<740>	Allocated ExpHR	8,700	8,811	111	4,744	10,036
12,658	13,616	958	Allocated Exp. Fin	38,966	36,724	<2,242>	9,373	30,063
8,266	9,045	779	Allocated ExpIS	24,756	23,151	<1,605>	6,475	19,637
3,811	5,989	2,178	Allocated Exp. Mktg	11,959	14,146	2,187	3,518	10,755
10,317	9,091		Allocated Exp Othr SA	27,879	24,904	<2,975>	6,278	20,651
49,652	41,183		Maintenance	92,477	82,786	<9,691>	37,381	74,899
8,966	9,261	295	Utilities	18,722	21,053	2,331	4,436	11,686
1,431	2,576	1,145	Depreciation	2,831	5,152	2,321	2,539	5,079
99,753	94,673	<5,080>	TOTAL ALLOCATED EXP	226,289	216,727	<9,562>	74,744	182,805
140,822	170,470	<29,648>	NET INCOME (LOSS)	298,286	288,500	9,786	56,939	66,791

UCLA STUDENT UNION INCOME STATEMENT

SEP. 0)2(08/28/22-10/0	1/22)			ISCAL YEAR 22-2	FISCAL YEAR 21-22		
	CURRENT MONTH			YTD 2 MO(07/31/22-10/01/22)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
		40.000		440.000	100.077		0, 0,0	50.450
38,969	57,008		EVENT SERVICES OFFICE	140,323	139,077	1,246	36,219	53,152
14,536 53,506	19,840 76,848		AU POST OFFICE TOTAL SALES	23,213	33,544	<10,331> <9,085>	4,216 40,435	4,341
53,506	70,848	<23,342>	TOTAL SALES	163,536	172,621	<9,085>	40,435	57,493
14,773	19,404	4,631	AU Post Office Cost	23,095	32,807	9,712	3,605	3,730
10,016	19,699	9,683	Facilities Costs	33,598	31,477	<2,121>	9,815	10,510
24,788	39,103	14,315	Less: Cost of Sales	56,693	64,284	7,591	13,420	14,241
46.3	50.9	4.6	COST OF SALES %	34.7	37.2	2.6	33.2	24.8
28,717	37,745	<9,028>	GROSS MARGIN	106,843	108,337	<1,494>	27,015	43,253
53.7	49.1	4.6	GROSS MARGIN %	65.3	62.8	2.6	66.8	75.2
74.3	65.5	8.9	EVENT SERVICES OFFICE	76.1	77.4	<1.3>	72.9	80.2
<1.6>	2.2	<3.8>	AU POST OFFICE	0.5	2.2	<1.7>	14.5	14.1
					40.000	40.000	40.000	
0	60,000	•	STRATEGIC FUNDING	0	60,000	<60,000>	63,000	80,666
15,086	0	15,086	STUDENT UNION OPS	32,586	17,000	15,586	1.025	1 425
575 33,998	375 11,826	200 22,172	EVENT SERVICES OFFICE STUDENT PROGRAMMING	975 39,114	375 13,097	600 26,017	1,025	1,425 4,695
2,728	3,630	22,172 <902>		4,353	6,180	<1,827>	4,470 754	4,695 777
52,387	75,831		OTHER INCOME	77,028	96,652	<19,624>	69,249	87,563
81,105	113,576	<32,471>		183,871	204,989	<21,118>	96,265	130,815
01,100	110,070	(02,1717	CROSS IVII IRON IV O THER	100,071	201,707	(21,110)	70,200	100,010
			Less: Controllable Exp					
28,607	49,615	21,008	Career Wages	55,999	99,230	43,231	21,681	43,362
21,453	27,662	6,209	Student Wages	39,914	50,164	10,250	20,407	32,741
50,060	77,277	27,217	TOTAL WAGES	95,914	149,394	53,480	42,088	76,103
93.6	100.6	7.0	WAGE % TO SALES	58.7	86.5	27.9	104.1	132.4
36.1	28.3	<7.8>	EVENT SERVICES OFFICE	20.7	22.5	1.7	21.1	28.4
12,269	24,018	11,749	Employee Benefits	28,881	47,855	18,974	11,012	21,705
2,471	818		Office Supplies	3,529	1,517	<2,012>	378	426
2,875	3,154	279	Telephone	4,947	6,308	1,361	1,991	3,962
3,422	2,400	<1,022>	•	3,422	2,400	<1,022>	300	300
<38>	1,000	1,038	Training Programs	503	1,000	498	1,433	1,819
12,806	9,348		Annual ASUCLA Events	32,606	26,945	<5,661>	3,885	5,767
21,041	10,590		Student Event Exp	23,859	11,245	<12,614>	2,874	3,585
0	200	200	Operating Supplies	0	200	200	200	200
	750 642	750	Uniforms Advertising	0	750	750 500	0	0
384 176	180	258	Business Promotion	584 347	1,084 360	13	331	1,611 162
1,922	5,545	4 3,623	Repairs & Maintenance	34 <i>1</i> 9,648	360 15,698	6,050	162 2,135	10,786
1,922 471	5,545 559	3,623 88	Bank Card Expense	9,648 838	15,698	6,050	2,135	346
<28>	50	78	Overs/Shorts	<35>	100	135	206 15	15
0	250	250	COVID-19	0	250	250	44	44
11,563	11,563	0	Interaction Fund	23,126	23,126	1	7,709	15,418
8,518	15,255	6,737	STUDENT UNION EVENT F	9,621	16,160	6,539	8,128	10,636
77,850	86,322	8,472	TOTAL OTHER CONTROL.	141,876	155,879	14,003	40,804	76,782
127,910	163,599	35,689	TOTAL CONTROLLABLE EXP	237,790	305,273	67,483	82,891	152,885
			GROSS CONTRIBUTION TO					
<46,805>	<50,023>	3,218	SVCS AND ENTERPRISES	<53,919>	<100,284>	46,365	13,373	<22,070>
			l					
			Less: Allocated Exp					
E 201	/ 100	000	Allocated Eve. LID	0.500	12 201	27/2	4 440	0.705
5,301	6,129 4,224	828	Allocated ExpHR	9,528	13,291	3,763	4,410	8,785
3,082	4,224	1,142	Allocated Exp. Fin	9,842	9,211	<631>	3,260	5,883
2,012	2,806	794	Allocated ExpIS	6,250	5,850 2,610	<400>	2,252	3,921
928	1,858	930	Allocated Exp. Mktg	3,022	3,619	597	1,224	2,141
2,512 60,643	2,820 50,280	308	Allocated Exp Othr SA Maintenance	7,025 112,947	6,233 101,072	<792> <11,875>	2,183 45,655	4,006 91,478
10,951	50,280 11,308	<10,363> 357	Utilities	22,866	25,706	<11,875> 2,840	45,655 5,418	91,478 14,273
20,968	25,761	357 4,793	Depreciation	22,866 41,912	25,706 51,522	2,840 9,610	22,028	14,273 44,055
106,397	25,761 105,186	4,793 <1,211>	•	213,391	216,504	3,113	22,028 86,429	174,542
100,377	100,100	\1,Z11>	TO THE HELOOKIED EN	213,371	210,304	3,113	00,429	174,542
<153,202>	<155,209>	2,007	NET INCOME (LOSS)	<267,309>	<316,788>	49,479	<73,055>	<196,612>
/	,=	1	•	. ,	,		.,	.,

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

SEP. 02(08/28/22-10/01/22)			FISCAL YEAR 22-23			FISCAL YEAR 21-22		
	CURRENT MONTH			YTD 2 MO(07/31/22-10/01/22)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	-	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
401,919	406,414	4,495	Career Wages	781,248	808,411	27,163	373,814	745,870
17,173	830		Limited Appointment	28,098	6,077	<22,021>	5,862	7,289
28,479	42,840	14,361	Student Wages	53,471	81,367	27,896	16,407	32,519
447,571	450,084	2,513	TOTAL WAGES	862,818	895,855	33,037	396,083	785,679
5.1	4.7	<0.4>	WAGE % TO TOTAL SALES	6.2	6.1	<0.1>	5.1	7.3
0	0	0	Emp Awards, Profess.	500	0	<500>	0	0
644	366	<278>	Emp Awards, Students	1,356	732	<624>	0	0
179,753	199,667	19,914	Employee Benefits	348,555	395,444	46,889	188,480	369,256
16,887	10,369		Office Supplies	20,617	16,990	<3,627>	3,325	5,727
5,700	6,087	387	Telephone	11,760	12,191	431	5,411	10,837
420	510	90	Postage	833	1,067	234	330	829
79 720	4,176	4,097	Trav/Trips/Conference	574 950	8,231	7,657	98 84	98
739 752	87 1,500	<652> 748	Expense Allowance Employee Relations	4,120	137 3,500	<813> <620>	963	133 4,053
1,054	5,150	4,096	Training Programs	6,698	10,300	3,602	3,960	4,053 9,893
3,581	772	<2,809>	Fingerprinting	3,581	1,544	<2,037>	148	296
3,558	3,605	47	Recruitment	4,813	3,934	<879>	0	4,301
1,997	0		Membership Fees	1,997	250	<1,747>	0	0
29	0		Periodical Subscription	530	57	<473>	0	55
1,988	500	<1,488>	Operating Supplies	1,988	1,000	<988>	1,766	1,780
0	0	0	Training Courses	0	700	700	0	0
0	300	300	Uniforms	300	600	300	421	704
<162>	<100>	62	Security Expense	<362>	<200>	162	<15>	70
<1,774>	200	1,974	Security Equipment	1,212	400	<812>	157	157
3,423	2,350		Alarm Monitoring	5,957	4,700	<1,257>	2,965	5,281
390	10,231	9,841	Advertising	390	10,712	10,322	3,639	6,844
0	11,000	11,000	Benefits U Adv	0	12,000	12,000	0	0
6,577	7,567	990	Repairs & Maintenance	16,636	18,828	2,192	6,625	14,044
1,236	886		Repair-Mtce Computer	4,022	1,772	<2,250>	860	1,719
14,734	28,772	14,038	Repairs & Mtce-Equip	18,943	38,605	19,662	27,934	37,481
0	190 2,500	190 0	Printing	0 5,000	190 5,000	190 0	1 000	0
2,500 4	2,500 42	38	Bruin One Card Exp Overs/Shorts	5,000	5,000 84	78	1,890 0	2,405 0
42,245	36,070		Insurance Expense	83,938	72,140	<11,798>	37,835	75,670
11,427	22,734	11,307	Professional Services	27,854	43,968	16,115	13,810	23,261
1,264	1,263		Legal	2,528	2,526	<2>	1,227	2,453
8,879	8,879		External Audit	17,758	17,758	<0>	9,700	19,399
12,156	2,300	<9,856>	Temp Agency Service	16,925	2,800	<14,125>	1,269	1,269
8,751	8,729	<22>	Internal Audit	17,502	17,458	<44>	8,630	17,261
41,760	27,397	<14,363>	SAAS	79,104	54,486	<24,618>	26,599	52,898
12,547	13,000	453	Board of Directors	20,237	26,000	5,763	10,996	21,993
339	12		Special Projects	597	25	<572>	12	25
3,291	3,810		Misc. Bank Charges	6,646	7,350	704	3,049	5,950
5,090	5,200	110	Armored Carrier Expense	8,962	10,400	1,438	1,952	2,452
17,750	17,750	0	UC PATH CHARGES	34,416	35,500	1,084	16,666	33,332
4 792	909	909	COVID-19	0 405	2,114	2,114	883 4 5 7 5	2,054
4,783 8,402	4,783 8,402	0	Student Med Supp Fund UCLA Recharge Expense	9,495 16,804	9,495 16,804	0	4,575 8,158	8,150 16,316
8,402 3,204	8,402 500		Special Events	6,404	16,804	<5,404>	8,158 136	327
425,997	458,465	32,468	TOTAL OTHER CONTROL.	810,146	868,592	58,446	394,537	758,771
873,568	908,549	34,981	TOTAL CONTROLLABLE EXP	1,672,963	1,764,447	91,484	790,620	1,544,450
5.5,000	, 55,617	5.,701	I I I I I I I I I I I I I I I I	.,5,2,700	.,, .,, , , , ,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		.,,100
			Less: Allocated Exp					
26,498	21,894		Maintenance	49,352	44,011	<5,341>	19,949	39,971
4,785	4,941	156	Utilities	9,991	11,232	1,241	2,367	6,237
22,417	24,464	2,047	Depreciation	44,701	48,928	4,227	19,994	39,965
53,700	51,299		TOTAL ALLOCATED EXP	104,045	104,171	126	42,310	86,173
927,268	959,848	32,580	NET EXPENSE	1,777,008	1,868,618	91,610	832,930	1,630,623
2010 E77:	-04E 220:	204 7ED-	Allocated Suc and Ent	-1 500 440-	-1 600 021:	-01 E00-	~740 O4O÷	-1 161 101.
<840,577> <44,109>	<865,329> <44,109>	<24,752> 0	Allocated-Svs and Ent Allocated-USAC	<1,598,442> <88,574>	<1,680,031> <88,574>	<81,589> 0	<748,069> <41,174>	<1,461,101> <82,704>
<44,109> <3,998>	<44,109> <3,998>	0	Allocated-GSA	<88,574> <8,090>	<88,574> <8,090>	0	<41,174> <3,487>	<82,704> <7,066>
<38,584>	<46,412>	_	Allocated-Comm Board	<81,902>	<91,923>	<10,021>	<40,200>	<79,752>
<927,268>	<959,848>		TOTAL OTHER	<1,777,008>	<1,868,618>	<91,610>	<832,930>	<1,630,623>
,	,	,	1	, ,,,,,,,	,	,=	,	
0	0	<0>	TOTAL EXPENSE	0	0	0	0	0
	·			·	·			

FACILITIES EXPENSE STATEMENT

SEP. (02(08/28/22-10/0)1/22)	1
	CURRENT MONTH		1
ACTUAL	BUDGET	VARIANCE	1
710.10712	50502.	***************************************	i
181,555	146,615	<34.940>	Career Wages
730	14,677	13,947	Limited Appointment
924	1,332	408	Student Wages
0	<760>		Labor Recharge
<9,837>	<12,427>		Billed Labor Costs
<2,666>	<4,000>		Capitalized Wages
170,706	145,437	<25,269>	
170,700	145,457	\25,207>	TOTAL WAGES
101,200	88,448	<12 752>	Employee Benefits
61	80	19	Office Supplies
802	1,035	233	Telephone
0	3,000	3,000	Trav/Trips/Conference
0	3,000	0	Training Programs
9,166	5,200	<3,966>	0 0
17.1	6.8		Paper % To Sales
4,910	3,420		Cleaning Supplies
4,910 2,721	3,420 1,790		Replacements
	1,790 390		
882			Laundry
25,792	30,550	4,758	Repairs & Maintenance
3,164	5,150	1,986	Repairs & Mtce-Elevator
185	0		Repairs & Mtce-Equip
<113>	600		Painting Program
9	500	491	Incidental Proj Exp
10,540	4,900		Air Conditioning-Maint
4,650	9,650	5,000	Rub Remvl/Hauling
3,213	3,909	696	Rodent & Pest Control
407	775	368	Rentals-Truck
0	1,000	1,000	COVID-19
0	<32,112>		UCLA Cost Sharing
167,589	128,285	<39,304>	
338,295	273,722	<64,573>	TOTAL CONTROLLABLE EXF
			Less: Allocated Exp
20.200	22 111	2 022	Donrociation
29,288	32,111	2,823	Depreciation
29,288	32,111	2,823	TOTAL ALLOCATED EXP
367,583	305,833	<61,750>	NET EXPENSE
<317,868>	<263,569>	54,299	Allocated-Svs and Ent
<8,585>	<8,585>	0	Allocated-USAC
<3,322>	<3,322>	0	Allocated-GSA
<11,311>	<8,463>	2,848	Allocated-Comm Board
<26,498>	<21,894>	4,604	Allocated-A & SS
<367,583>	<305,833>	61,750	TOTAL OTHER
,	,		1
<0>	0	0	TOTAL EXPENSE

F	ISCAL YEAR 22-2	FISCAL YEAR 21-22		
	MO(07/31/22-10/	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
71010712	50502.	77.11.11.10.2		2
333,514	293,230	<40,284>	136,803	267,242
4,219	29,354	25,135	2,329	6,172
1,609	2,664	1,055	0	0
<1,240>	<1,520>	<280>	0	<5,610>
<19,863>	<24,854>	<4,991>	<7,989>	<17,328>
<2,666>	<8,000>	<5,334>	<9,056>	<19,256>
315,574	290,874	<24,700>	122,086	231,220
			,	,
187,038	176,896	<10,142>	80,543	152,955
<749>	610	1,359	278	404
1,861	2,070	209	<216>	810
0	4,500	4,500	0	0
0	250	250	0	8,000
14,822	10,400	<4,422>	4,370	5,738
9.1	6.0	<3.0>	10.8	10.0
8,527	6,840	<1,687>	2,595	4,573
5,095	3,505	<1,590>	2,899	2,542
1,225	755	<470>	388	610
49,876	62,200	12,324	26,474	83,041
8,933	10,300	1,367	2,352	6,020
185	0	<185>	287	287
748	4,200	3,452	312	155
<3,138>	1,000	4,138	<1,273>	<11,348>
14,314	7,500	<6,814>	3,871	7,687
15,347	21,055	5,708	5,378	8,815
7,630	7,818	188	3,161	6,321
561	1,550	989	686	1,131
0	2,700	2,700	554	1,506
0	<64,577>	<64,577>	0	0
312,275	259,572	<52,703>	132,656	279,246
627,848	550,446	<77,402>	254,742	510,466
58,410	64,222	5,812	25,205	50,409
58,410	64,222	5,812	25,205	50,409
686,259	614,668	<71,591>	279,947	560,875
F00 005		/2.225	000.000	470 100
<592,027>	<529,822>	62,205	<239,308>	<479,492>
<17,170>	<17,170>	0	<8,764>	<17,528>
<6,644>	<6,644>	0	<3,411>	<6,822>
<21,066>	<17,021>	4,045	<8,515>	<17,061>
<49,352>	<44,011>	5,341	<19,949>	<39,971>
<686,259>	<614,668>	71,591	<279,947>	<560,875>
<0>	0	0	0	0

UTILITIES EXPENSE STATEMENT

	SEP. (02(08/28/22-10/0)1/22)	
	(CURRENT MONTH		
	ACTUAL	BUDGET	VARIANCE	
	25,861	21,182	<4,679>	Chiller Water
	35,428	41,569	6,141	Elec-Non Air Cond.
	<397>	7,372	7,769	Water-Non Air Cond.
	742	3,744	3,002	Steam-Non Air Cond.
	5,442	3,428	<2,014>	Gas
	0	<8,116>	<8,116>	UCLA Cost Sharing
	67,076	69,179	2,103	TOTAL OTHER CONTROL.
	67,076	69,179	2,103	TOTAL CONTROLLABLE EXP
	<57,399>	<59,278>	<1,879>	Allocated-Svs and Ent
	<2,055>	<2,055>	0	Allocated-USAC
	< 795 >	< 795 >	0	Allocated-GSA
I	<2,042>	<2,110>	<68>	Allocated-Comm Board
	<4,785>	<4,941>	<156>	Allocated-A & SS
	<67,076>	<69,179>	<2,103>	TOTAL OTHER
	0	0	0	TOTAL EXPENSE

F	ISCAL YEAR 22-2	FISCAL YEAR 21-22		
YTD 2	MO(07/31/22-10/	LAST YEAR ACTUAL		
ACTUAL	ACTUAL BUDGET		MONTH	YTD
44,848	49,317	4,469	5,705	24,694
76,862	95,048	18,186	23,117	59,292
5,549	15,878	10,329	2,994	1,753
4,176	7,335	3,159	1,511	3,126
8,375	7,262	<1,113>	1,349	651
0	<18,358>	<18,358>	0	0
139,810	156,482	16,672	34,676	89,516
139,810	156,482	16,672	34,676	89,516
<119,854>	<134,754>	<14,900>	<28,397>	<74,815>
<4,110>	<4,110>	0	<2,088>	<4,176>
<1,590>	<1,590>	0	<813>	<1,626>
<4,265>	<4,796>	<531>	<1,010>	<2,662>
<9,991>	<11,232>	<1,241>	<2,367>	<6,237>
<139,810>	<156,482>	<16,672>	<34,676>	<89,516>
0	0	0	.0.	.0.
0	0	0	<0>	<0>