ASSOCIATED STUDENTS
UCLA

FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES
December (11/24/19 - 12/28/19)

Prepared
January 14, 2020
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### Associated Students UCLA - Services and Enterprises

#### Income and Loss Summary - December 2019 ($000's)

**Diversions at Contribution Level**

**December 11/24/19 - 12/28/19**

<table>
<thead>
<tr>
<th>Activity</th>
<th>FY 18-19</th>
<th>****</th>
<th>FY 18-19</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Actual</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Budget</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Variance</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Last Year Act</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>GROSS INCOME</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GROSS MARGIN</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UCLA Store</td>
<td>19,619</td>
<td>20,760</td>
<td>(1,141)</td>
</tr>
<tr>
<td>UCLA Restaurants</td>
<td>6,845</td>
<td>7,702</td>
<td>(857)</td>
</tr>
<tr>
<td>Licensing &amp; Services</td>
<td>2,136</td>
<td>2,313</td>
<td>(177)</td>
</tr>
<tr>
<td>UCLA Student Union</td>
<td>525</td>
<td>615</td>
<td>(86)</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>29,129</td>
<td>31,390</td>
<td>(2,261)</td>
</tr>
<tr>
<td><strong>WAGES &amp; BENEFITS</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UCLA Store</td>
<td>6,261</td>
<td>6,843</td>
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<tr>
<td>UCLA Restaurants</td>
<td>4,778</td>
<td>5,405</td>
<td>70.2%</td>
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<tr>
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<td>2,136</td>
<td>2,313</td>
<td>(177)</td>
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<td>319</td>
<td>372</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td>13,492</td>
<td>14,931</td>
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<td>UCLA Store</td>
<td>1,283</td>
<td>1,309</td>
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<td>UCLA Restaurants</td>
<td>768</td>
<td>810</td>
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<td>Licensing &amp; Services</td>
<td>681</td>
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<td>UCLA Student Union</td>
<td>381</td>
<td>376</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td>2,983</td>
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<tr>
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<td>1,856</td>
<td>2,333</td>
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<td>142</td>
<td>609</td>
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<tr>
<td>Licensing &amp; Services</td>
<td>1,089</td>
<td>1,722</td>
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<tr>
<td>UCLA Student Union</td>
<td>313</td>
<td>268</td>
<td>36.3%</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td>2,773</td>
<td>3,846</td>
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<tr>
<td><strong>ALLOCATED EXPENSES</strong></td>
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</tr>
<tr>
<td>AdminSupport Services</td>
<td>3,293</td>
<td>3,303</td>
<td>0.5%</td>
</tr>
<tr>
<td>Facilities</td>
<td>1,307</td>
<td>1,349</td>
<td>4.3%</td>
</tr>
<tr>
<td>Utilities</td>
<td>343</td>
<td>388</td>
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<tr>
<td>Depreciation</td>
<td>1,035</td>
<td>1,114</td>
<td>3.5%</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td>5,978</td>
<td>6,154</td>
<td>19.6%</td>
</tr>
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</table>

**Net Income (Loss)**

<table>
<thead>
<tr>
<th>Activity</th>
<th>FY 18-19</th>
<th>****</th>
<th>FY 18-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>FROM OPERATIONS</td>
<td>(3,205)</td>
<td>(3,208)</td>
<td>(2,308)</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>5,753</td>
<td>5,753</td>
<td>19.5%</td>
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**Other Inc(Ex)**

<table>
<thead>
<tr>
<th>Activity</th>
<th>FY 18-19</th>
<th>****</th>
<th>FY 18-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>129 2.6%</td>
<td>127 2.6%</td>
<td>45 1.0%</td>
<td>84 1.6%</td>
</tr>
<tr>
<td>0.0%</td>
<td>2 0.4%</td>
<td>0 0.0%</td>
<td>0 0.0%</td>
</tr>
<tr>
<td>20 0.4%</td>
<td>2 0.4%</td>
<td>0 0.0%</td>
<td>0 0.0%</td>
</tr>
<tr>
<td>20 0.4%</td>
<td>2 0.4%</td>
<td>0 0.0%</td>
<td>0 0.0%</td>
</tr>
<tr>
<td>0.0%</td>
<td>2 0.4%</td>
<td>0 0.0%</td>
<td>0 0.0%</td>
</tr>
<tr>
<td>0.0%</td>
<td>2 0.4%</td>
<td>0 0.0%</td>
<td>0 0.0%</td>
</tr>
<tr>
<td>284 4.0%</td>
<td>248 4.0%</td>
<td>45 1.0%</td>
<td>229 3.9%</td>
</tr>
<tr>
<td>371 7.4%</td>
<td>242 4.4%</td>
<td>40 1.2%</td>
<td>331 6.2%</td>
</tr>
<tr>
<td>(570) (11.4%) (527) (9.6%) (43) (1.8%) (191) (4.4%) (379) (7.0%)</td>
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<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>1,380</td>
<td>1,217</td>
<td>3.9%</td>
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</table>

**Net Income (Loss)**

<table>
<thead>
<tr>
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<th>****</th>
<th>FY 18-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>FROM OPERATIONS</td>
<td>(1,825)</td>
<td>(1,091)</td>
<td>(1,091)</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>(1,825)</td>
<td>(1,091)</td>
<td>(1,091)</td>
</tr>
</tbody>
</table>

**Net Income (Loss)**

<table>
<thead>
<tr>
<th>Activity</th>
<th>FY 18-19</th>
<th>****</th>
<th>FY 18-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>FROM OPERATIONS</td>
<td>(1,825)</td>
<td>(1,091)</td>
<td>(1,091)</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>(1,825)</td>
<td>(1,091)</td>
<td>(1,091)</td>
</tr>
</tbody>
</table>

**Notes:**

- The numbers in parentheses indicate year-over-year changes.
- The figures include both revenues and expenses from all operations.
- The percentages indicate the contribution to the total income or loss from each activity.

**Source:** ASUCLA Finance Division

Page 1
# ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES
## INCOME AND LOSS SUMMARY - DECEMBER 2019 ($000's)

### DECEMBER (11/24/19 - 12/28/19)

<table>
<thead>
<tr>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>VARIANCE</th>
<th>ACT/LY ACT</th>
<th>LAST YEAR ACT</th>
</tr>
</thead>
<tbody>
<tr>
<td>$</td>
<td>%</td>
<td>$</td>
<td>%</td>
<td>$</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>GROSS INCOME</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ACT/BUD</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>Variance</strong></td>
</tr>
<tr>
<td><strong>ACT/LY ACT</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>Last Year Act</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>UCLA Store</strong></td>
</tr>
<tr>
<td>20,760</td>
</tr>
<tr>
<td>(5.5%)</td>
</tr>
<tr>
<td>(374) (1.9%)</td>
</tr>
<tr>
<td>19,993</td>
</tr>
<tr>
<td><strong>UCLA Restaurants</strong></td>
</tr>
<tr>
<td>7,902</td>
</tr>
<tr>
<td>(11.1%)</td>
</tr>
<tr>
<td>(67) (0.9%)</td>
</tr>
<tr>
<td>7,833</td>
</tr>
<tr>
<td><strong>UCLA Licensing &amp; Services</strong></td>
</tr>
<tr>
<td>2,313</td>
</tr>
<tr>
<td>(7.7%)</td>
</tr>
<tr>
<td>(177) (24%)</td>
</tr>
<tr>
<td>2,160</td>
</tr>
<tr>
<td><strong>UCLA Student Union</strong></td>
</tr>
<tr>
<td>616</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
</tr>
<tr>
<td>31,390</td>
</tr>
<tr>
<td>(7.2%)</td>
</tr>
<tr>
<td>(423) (1.4%)</td>
</tr>
<tr>
<td>29,552</td>
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### FISCAL YEAR 2019-2020 (YTD 5 MONTHS (07/28/19 - 12/28/19))

<table>
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<tbody>
<tr>
<td><strong>ACTUAL</strong></td>
</tr>
<tr>
<td><strong>BUDGET</strong></td>
</tr>
<tr>
<td><strong>VARIANCE</strong></td>
</tr>
<tr>
<td><strong>ACT/LY ACT</strong></td>
</tr>
<tr>
<td><strong>LAST YEAR ACT</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>$</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>$</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>GROSS MARGIN</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ACT/BUD</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>Variance</strong></td>
</tr>
<tr>
<td><strong>ACT/LY ACT</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>Last Year Act</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>UCLA Store</strong></td>
</tr>
<tr>
<td>6,845</td>
</tr>
<tr>
<td>33.0%</td>
</tr>
<tr>
<td>(582) (1.1%)</td>
</tr>
<tr>
<td>(192) (0.4%)</td>
</tr>
<tr>
<td>6,453</td>
</tr>
<tr>
<td><strong>UCLA Restaurants</strong></td>
</tr>
<tr>
<td>7,576</td>
</tr>
<tr>
<td>70.8%</td>
</tr>
<tr>
<td>(627) (0.4%)</td>
</tr>
<tr>
<td>(44) (1.3%)</td>
</tr>
<tr>
<td>7,400</td>
</tr>
<tr>
<td><strong>UCLA Licensing &amp; Services</strong></td>
</tr>
<tr>
<td>2,313</td>
</tr>
<tr>
<td>(7.3%)</td>
</tr>
<tr>
<td>(177) (24%)</td>
</tr>
<tr>
<td>2,160</td>
</tr>
<tr>
<td><strong>UCLA Student Union</strong></td>
</tr>
<tr>
<td>616</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
</tr>
<tr>
<td>19,594</td>
</tr>
<tr>
<td>(7.2%)</td>
</tr>
<tr>
<td>(423) (1.4%)</td>
</tr>
<tr>
<td>19,171</td>
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### OTHER INC/(EXP)

<table>
<thead>
<tr>
<th><strong>FY 18-19</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ACTUAL</strong></td>
</tr>
<tr>
<td><strong>BUDGET</strong></td>
</tr>
<tr>
<td><strong>VARIANCE</strong></td>
</tr>
<tr>
<td><strong>ACT/LY ACT</strong></td>
</tr>
<tr>
<td><strong>LAST YEAR ACT</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>$</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>$</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
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<table>
<thead>
<tr>
<th><strong>TOTAL NET INCOME (LOSS)</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FROM OPERATIONS</strong></td>
</tr>
<tr>
<td><strong>ACTUAL</strong></td>
</tr>
<tr>
<td><strong>BUDGET</strong></td>
</tr>
<tr>
<td><strong>VARIANCE</strong></td>
</tr>
<tr>
<td><strong>ACT/LY ACT</strong></td>
</tr>
<tr>
<td><strong>LAST YEAR ACT</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>$</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>$</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>TOTAL</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>UCLA Store</strong></td>
</tr>
<tr>
<td>6,094</td>
</tr>
<tr>
<td>(7.3%)</td>
</tr>
<tr>
<td>(285) (1.3%)</td>
</tr>
<tr>
<td>5,809</td>
</tr>
<tr>
<td><strong>UCLA Restaurants</strong></td>
</tr>
<tr>
<td>6,339</td>
</tr>
<tr>
<td>52.5%</td>
</tr>
<tr>
<td>(373) (1.7%)</td>
</tr>
<tr>
<td>6,008</td>
</tr>
<tr>
<td><strong>UCLA Licensing &amp; Services</strong></td>
</tr>
<tr>
<td>1,099</td>
</tr>
<tr>
<td>(21.4%)</td>
</tr>
<tr>
<td>(137) (1.2%)</td>
</tr>
<tr>
<td>1,040</td>
</tr>
<tr>
<td><strong>UCLA Student Union</strong></td>
</tr>
<tr>
<td>467</td>
</tr>
<tr>
<td>(15.1%)</td>
</tr>
<tr>
<td>(37) (0.9%)</td>
</tr>
<tr>
<td>429</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
</tr>
<tr>
<td>13,901</td>
</tr>
<tr>
<td>(21.4%)</td>
</tr>
<tr>
<td>(683) (1.6%)</td>
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### ALLOCATED EXPENSES

<table>
<thead>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>ACTUAL</strong></td>
</tr>
<tr>
<td><strong>BUDGET</strong></td>
</tr>
<tr>
<td><strong>VARIANCE</strong></td>
</tr>
<tr>
<td><strong>ACT/LY ACT</strong></td>
</tr>
<tr>
<td><strong>LAST YEAR ACT</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>$</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>$</strong></td>
</tr>
<tr>
<td><strong>%</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>TOTAL</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>UCLA Store</strong></td>
</tr>
<tr>
<td>5,960</td>
</tr>
<tr>
<td>(15.0%)</td>
</tr>
<tr>
<td>(121) (0.5%)</td>
</tr>
<tr>
<td>5,839</td>
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<tr>
<td><strong>UCLA Restaurants</strong></td>
</tr>
<tr>
<td>5,222</td>
</tr>
<tr>
<td>50.0%</td>
</tr>
<tr>
<td>(346) (3.2%)</td>
</tr>
<tr>
<td>4,886</td>
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<tr>
<td><strong>UCLA Licensing &amp; Services</strong></td>
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<td>2,327</td>
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<tr>
<td>(21.5%)</td>
</tr>
<tr>
<td>(127) (0.9%)</td>
</tr>
<tr>
<td>2,208</td>
</tr>
<tr>
<td><strong>UCLA Student Union</strong></td>
</tr>
<tr>
<td>1,353</td>
</tr>
<tr>
<td>(16.7%)</td>
</tr>
<tr>
<td>(91) (0.7%)</td>
</tr>
<tr>
<td>1,264</td>
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<tr>
<td><strong>TOTAL</strong></td>
</tr>
<tr>
<td>12,538</td>
</tr>
<tr>
<td>(15.4%)</td>
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<tr>
<td>(1,034) (3.3%)</td>
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<tr>
<td>12,487</td>
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### OTHER INCOME (EXP)
## ASUCLA P/L Reconciliation
### Dec-19

### Financial Analysis

#### Budgeted Net Income/(Loss)

<table>
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<tr>
<th>Dec-19</th>
<th>$000's</th>
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</thead>
<tbody>
<tr>
<td><strong>ASUCLA Finance Division</strong></td>
<td><strong>(527)</strong></td>
</tr>
</tbody>
</table>

#### UCLA Store

**Gross Margin:**
- Bearwear below plan: while sales are positive the offset is in cost of sales (markdowns and discounts) due to additional promotional plans that were put in place to stimulate sales (10)
- Fast Track below plan due to a downturn in sales trend in popular product line and overall foot traffic, and lack of rain negatively impacted umbrella sales (6)
- Market below plan due to shorter selling holiday period (shift in Thanksgiving) and mild weather impacted sales (13)
- E-Commerce below plan due to impact of poor athletic results and a condensed shopping season due to shift in Thanksgiving holiday, (new promotional efforts were initiated) (29)
- New Text below plan: overall impact of the expense for Fall quarter rental results and negative impact from the prior year transition to a YTD gross margin calculation (40)
- Used Text below plan: overall impact of the expense for Fall quarter rental results and negative impact from the prior year transition to a YTD gross margin calculation (30)
- CRS above plan due to more department orders 7
- Bookzone below plan due to decline in library purchases, and big title releases relevant to the campus community did not occur (8)
- Custom Shop above plan due to higher department orders 10
- Computer Store below plan: weaker results from One Day Sale and change in Apple's retain channel distribution, which had extended promotional activity (12)
- LuValle Books below plan: overall impact of the expense for Fall quarter rental results and negative impact from the prior year transition to a YTD gross margin calculation (14)
- Total Wages below plan 14
- Other, negative controllables and various negative gross margin variances (33)
- Total Contribution (164)

#### UCLA Restaurants

**Gross Margin:**
- Wetzel's below plan: lower average check and customer count drops primarily in Lollicup (new strategies recently introduced such as new menu, Guest Loyalty Card) (5)
- Anderson Café below plan as the sales were lower than estimated (no historical data for first year of budget) (13)
- Northern Lights below plan: continuing general downward trend of customer traffic in northern areas (9)
- CSCS below plan: decline of customer count (plans in progress for menu enhancements in Fusion) (8)
- LuValle Food Service below plan: while customer counts have improved, average check is lower (5)
- Café 451 below plan due to decline in customer count (5)
- Jimmy's below plan: lower than plan average check, in part due to the Centennial $.19 cent coffee refill promotion, and prior month invoices impacted cost of sales (7)
- Kerckhoff below plan: lower than plan average check, in part due to the Centennial $.19 cent coffee refill promotion (strategies to improve focus on training for customer service) (11)
- Cooperage below plan due to lower than plan average check, and impacted by the Centennial $.19 cent coffee refill promotion (6)
- Taco Bell below plan due to lower than plan average check (5)
- Catering below plan: overall business lower than estimated from University clients (18)
- Concessions below plan due to low attendance during men's basketball games and timing for number of games (5 budgeted but only 3 scheduled) (50)
- Total Wages below plan 44
- Other, mostly positive controllables 48
- Total Contribution (50)

#### Licensing & Services

**Gross Margin:**
- Licensing International below plan due to late start in launching new program in Korea (9)
- Licensing Domestic below plan: sustain team performance challenges over multiple years is a factor, and key licensees are experiencing lower sales (44)
- Licensing Campus Sourcing below plan due to less campus orders (7)
- Leased Ops below plan due to delay in Wescom ATM and SOLE/FSR space (6)
- Total Wages below plan 3
- Other, positive controllables mostly Licensing 30
- Total Contribution (33)

#### UCLA Student Union

**Gross Margin:**
- Event Services below plan (2)
- AU Post Office below plan due to decline in clientele (2)
- Other, various positive controllables 16
- Total Contribution 12

#### Allocated Expenses and Other

- A&SS below plan in various controllables 11
- Utilities below plan mostly due to chiller water savings (drop in consumption compared to prior year and continued efforts for more efficient air controls) 13
- Maintenance below plan: lower repairs & maintenance due to less plumbing jobs issued to UCLA with new hired plumber, and less work during the campus closure 26
- Depreciation lower than plan due to timing of capitals 13
- Other, mostly positive non recurrent 129
- Total 192

#### Actual Net Income/(Loss)

<table>
<thead>
<tr>
<th>Dec-19</th>
<th>$000's</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Actual Net Income/(Loss)</strong></td>
<td><strong>(570)</strong></td>
</tr>
</tbody>
</table>
# Financial Analysis

## $000's

<table>
<thead>
<tr>
<th>Budgeted Net Income/(Loss)</th>
<th>(1,091)</th>
</tr>
</thead>
</table>

## UCLA Store

**Gross Margin:**

- Bearwear below plan: low sales of merchandise as it relates to fan enthusiasm on campus and at the Rose Bowl  
  - (154)
- Fast Track below plan: key volume items have slowed  
  - (22)
- Market below plan: impact of mild weather, shorter Thanksgiving holiday period and overall reduction in traffic  
  - (18)
- Essentials below plan due to lower department sales and sales in art and basic supplies  
  - (18)
- E-Commerce below plan as promotional efforts were negatively impacted by the athletic performance  
  - (109)
- New Text below plan: overall impact of expense for Fall quarter rentals and transition to YTD method of calculating gross margin continues to run negative  
  - (40)
- Used Text below plan due to lower enrollment and requisitions, and the negative impact of transition to YTD method of calculating gross margin  
  - (109)
- CRS below plan: decline in digital reader sales and timing for department orders  
  - (36)
- Computer Store below plan mostly due to overall decline in laptop sales  
  - (37)
- LuValle Books below plan due to lower Law School sales and poor sell-through to UCLA Extension  
  - (50)
- HSS Dental above plan  
  - 23
- Total Wages below plan  
  - 34
- Other, positive various controllables  
  - 59
- Total Contribution  
  - (477)

## UCLA Restaurants

**Gross Margin:**

- Wetzel's below plan: general traffic for restaurant location has been slowing  
  - (24)
- Anderson Café below plan: there was no historical data for the first year of the budget and sales were lower than estimated  
  - (96)
- Northern Lights below plan: general downward trend of customer traffic in northern areas  
  - (34)
- North Campus Student CTR below plan due to general downward trend of customer traffic  
  - (26)
- CSSC below plan: mostly decline in customer count  
  - (19)
- LuValle Food Service below plan: continuing general downward trend of customer traffic in northern areas  
  - (52)
- Café 451 below plan: lower than plan average check, in part due to the Centennial $.19 cent coffee refill promotion  
  - (21)
- Jimmy's below plan: continuing general downward trend of customer traffic in northern areas (continuing marketing approach)  
  - (44)
- Kerckhoff Coffeehouse below plan: lower average check partly due to the impact of the Centennial $.19 cent coffee refill promotion  
  - (68)
- Cooperage below plan: lower average check (impacted by the Centennial $.19 cent coffee refill promotion)  
  - (33)
- Stage Canteen below plan (business has ended)  
  - (18)
- Catering below plan due to overall less business (two major events did not occur)  
  - (61)
- Concessions below plan due to low attendance at games and timing of actual events (5 men's basketball games budgeted but only 8 scheduled)  
  - (47)
- Total Wages lower than plan  
  - 78
- Other, positive controllables ($82K) offset by various negative gross margin variances  
  - (2)
- Total Contribution  
  - (467)

## Licensing & Services

**Gross Margin:**

- Licensing Domestic below plan due to downward sales trend mainly Under Armour and Sweden (H&M)  
  - (147)
- Licensing International above plan: mostly advance from China  
  - 39
- Licensing Campus Sourcing below plan  
  - (28)
- Leased Ops below plan due to delay in Wescom branch, Wescom ATM and SOLE/FSR space leases  
  - (40)
- Total Wages below plan  
  - 10
- Other, positive controllables mostly Licensing  
  - 82
- Total Contribution  
  - (84)

## UCLA Student Union

**Gross Margin:**

- Event Services below plan: increased on-campus marketplace competition and less off-campus events  
  - (48)
- AU Post Office below plan due to decline in clientele  
  - (5)
- Total Wages above plan  
  - (11)
- Other, mostly positive controllables  
  - 19
- Total Contribution  
  - (45)

## Allocated Expenses and Other

- A&SS below plan  
  - 10
- Facilities lower than plan mostly wages and benefits and repairs and maintenance  
  - 42
- Utilities below plan: savings due to lower consumption and energy efficient processes  
  - 45
- Depreciation lower than plan due to timing of capitals  
  - 79
- Other: mostly various positive non-recurring  
  - 163
- Total  
  - 339

## Actual Net Income/(Loss)

- (1,825)
## ASSOCIATED STUDENTS UCLA

### SERVICES AND ENTERPRISES

### BALANCE SHEETS

($000)

<table>
<thead>
<tr>
<th>ASUCLA Finance Division Page 5</th>
</tr>
</thead>
</table>

### ASSETS

#### CURRENT ASSETS:
- Cash and cash equivalents: $12,809 (December 2019), $11,678 (November 2019), $12,951 (July 2019)
  - Less: Allowance for doubtful accounts: (397) (December 2019), (396) (November 2019), (378) (July 2019)
- Accounts receivable, net: 3,260 (December 2019), 4,243 (November 2019), 3,441 (July 2019)
- Student fees receivable: 0 (December 2019), 940 (November 2019), 104 (July 2019)
- Inventories: 7,656 (December 2019), 7,581 (November 2019), 5,680 (July 2019)
- Prepaid expenses and other current assets: 252 (December 2019), 264 (November 2019), 297 (July 2019)
- Total current assets: 23,977 (December 2019), 24,706 (November 2019), 22,473 (July 2019)

#### LONG TERM ASSETS:
- Property, equipment and improvements: 73,266 (December 2019), 73,105 (November 2019), 72,703 (July 2019)
- Total long term assets: 20,911 (December 2019), 20,960 (November 2019), 21,341 (July 2019)

### TOTAL ASSETS:

<table>
<thead>
<tr>
<th>Current Month</th>
<th>Prior Month</th>
<th>Prior Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>December 2019</td>
<td>November 2019</td>
<td>July 2019</td>
</tr>
<tr>
<td>$44,888</td>
<td>$45,666</td>
<td>$43,814</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITY AND RETAINED EARNINGS</th>
</tr>
</thead>
</table>

#### CURRENT LIABILITIES:
- Accounts payable: $5,993 (December 2019), $8,387 (November 2019), $6,986 (July 2019)
- Wages and payroll taxes payable: 6,858 (December 2019), 4,673 (November 2019), 3,932 (July 2019)
- Sales tax payable & other liabilities: 740 (December 2019), 1,042 (November 2019), 959 (July 2019)
- Interest payable: 36 (December 2019), 10 (November 2019), 66 (July 2019)
- Deferred income: 2,022 (December 2019), 1,742 (November 2019), 839 (July 2019)
- Funds held for others: 172 (December 2019), 176 (November 2019), 140 (July 2019)
- Current portion of long term debt: 908 (December 2019), 908 (November 2019), 908 (July 2019)
- Total current liabilities: 16,729 (December 2019), 16,938 (November 2019), 13,830 (July 2019)

#### LONG TERM DEBT:
- AU expansion loan: 6,186 (December 2019), 6,186 (November 2019), 6,186 (July 2019)
  - Total long term debt: 6,186 (December 2019), 6,186 (November 2019), 6,186 (July 2019)

### TOTAL LIABILITIES:

<table>
<thead>
<tr>
<th>Current Month</th>
<th>Prior Month</th>
<th>Prior Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>December 2019</td>
<td>November 2019</td>
<td>July 2019</td>
</tr>
<tr>
<td>22,915</td>
<td>23,124</td>
<td>20,016</td>
</tr>
</tbody>
</table>

### RETAINED EARNINGS:
- Year-to-date net income/(loss): (1,825) (December 2019), (1,256) (November 2019), (694) (July 2019)

### TOTAL LIABILITIES AND RETAINED EARNINGS:

<table>
<thead>
<tr>
<th>Current Month</th>
<th>Prior Month</th>
<th>Prior Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>December 2019</td>
<td>November 2019</td>
<td>July 2019</td>
</tr>
<tr>
<td>$44,888</td>
<td>$45,666</td>
<td>$43,814</td>
</tr>
</tbody>
</table>
## CASH FLOWS FROM OPERATING ACTIVITIES:

<table>
<thead>
<tr>
<th></th>
<th>Current Month</th>
<th>Year to Date</th>
<th>Prior Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income/(loss)</td>
<td>($570)</td>
<td>($1,825)</td>
<td>($933)</td>
</tr>
<tr>
<td>Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>210</td>
<td>1,035</td>
<td>1,040</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>983</td>
<td>181</td>
<td>3</td>
</tr>
<tr>
<td>Student fees receivable</td>
<td>940</td>
<td>104</td>
<td>118</td>
</tr>
<tr>
<td>Short term note receivable</td>
<td>0</td>
<td>0</td>
<td>200</td>
</tr>
<tr>
<td>Inventories</td>
<td>(75)</td>
<td>(1,975)</td>
<td>(1,145)</td>
</tr>
<tr>
<td>Prepaid expenses and other current assets</td>
<td>12</td>
<td>45</td>
<td>78</td>
</tr>
<tr>
<td>Increase/(decrease) in current liabilities:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>(2,394)</td>
<td>(1,004)</td>
<td>(1,443)</td>
</tr>
<tr>
<td>Sales tax payable &amp; other liabilities</td>
<td>(302)</td>
<td>(219)</td>
<td>18</td>
</tr>
<tr>
<td>Wages and payroll taxes payable</td>
<td>2,186</td>
<td>2,927</td>
<td>4,027</td>
</tr>
<tr>
<td>Interest payable</td>
<td>26</td>
<td>(30)</td>
<td>(33)</td>
</tr>
<tr>
<td>Deferred Income</td>
<td>280</td>
<td>1,183</td>
<td>1,421</td>
</tr>
<tr>
<td>Funds held for others</td>
<td>(4)</td>
<td>32</td>
<td>(119)</td>
</tr>
</tbody>
</table>

Net cash provided/(used) by operating activities: 1,292

## CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

<table>
<thead>
<tr>
<th>Purchase of property, equipment and improvements</th>
<th>Current Month</th>
<th>Year to Date</th>
<th>Prior Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>(161)</td>
<td>(596)</td>
<td>(366)</td>
<td></td>
</tr>
</tbody>
</table>

Net cash used in investing activities: (161)

## CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

<table>
<thead>
<tr>
<th>Principal payments on AU expansion loan</th>
<th>Current Month</th>
<th>Year to Date</th>
<th>Prior Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

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

## NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS:

<table>
<thead>
<tr>
<th></th>
<th>Current Month</th>
<th>Year to Date</th>
<th>Prior Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,131</td>
<td></td>
<td></td>
<td>2,866</td>
</tr>
</tbody>
</table>

## CASH AND CASH EQUIVALENTS, Beginning:

<table>
<thead>
<tr>
<th></th>
<th>Current Month</th>
<th>Year to Date</th>
<th>Prior Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>11,678</td>
<td>12,951</td>
<td>13,915</td>
<td></td>
</tr>
</tbody>
</table>

## CASH AND CASH EQUIVALENTS, Ending:

<table>
<thead>
<tr>
<th></th>
<th>Current Month</th>
<th>Year to Date</th>
<th>Prior Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>$12,809</td>
<td>$12,809</td>
<td>$16,781</td>
<td></td>
</tr>
</tbody>
</table>
ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
CASH RESERVE COMPUTATION
December 2019
($000’s)

<table>
<thead>
<tr>
<th></th>
<th>Current Month</th>
<th>Prior Month</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>December 2019</td>
<td>November 2019</td>
</tr>
<tr>
<td>CASH AND CASH EQUIVALENTS</td>
<td>$12,809</td>
<td>$11,678</td>
</tr>
<tr>
<td>BOARD REQUIRED CASH RESERVE</td>
<td>6,080</td>
<td>6,237</td>
</tr>
<tr>
<td>RESERVE SURPLUS (DEFICIT)</td>
<td>$6,729</td>
<td>$5,441</td>
</tr>
</tbody>
</table>
### Capital Expenditures - Current Year Projects ($000's)

#### ASUCLA SERVICES AND ENTERPRISES

**FY 2019-2020 December 2019**

<table>
<thead>
<tr>
<th>PROJECT NAME</th>
<th>BUDGET</th>
<th>PROJECTED</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Store/Services</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019-001 Store General Replacement</td>
<td>125.0</td>
<td>16.5</td>
</tr>
<tr>
<td>2019-002 Store Copiers</td>
<td>25.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-003 Neon Sign Replacement</td>
<td>10.0</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Total Store/Services</strong></td>
<td>160.0</td>
<td>16.5</td>
</tr>
<tr>
<td><strong>Food Service</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019-004 FS Miscellaneous and Unanticipated</td>
<td>50.0</td>
<td>13.2</td>
</tr>
<tr>
<td>2019-005 FS Patio Furniture Upgrade</td>
<td>20.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-006 FS Chair Umbrellas</td>
<td>30.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-007 Chef Express Ovens</td>
<td>15.0</td>
<td>6.8</td>
</tr>
<tr>
<td>2019-008 KCH Dining Room Upgrade</td>
<td>100.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-009 Deep Fryer</td>
<td>15.0</td>
<td>6.8</td>
</tr>
<tr>
<td>2019-010 LuValle Patio Enhancements</td>
<td>75.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-011 LuValle Interior Lamination</td>
<td>10.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-012 Commissary Kitchen Equipment Upgrades</td>
<td>35.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-013 Northern Lights Lounge Furniture</td>
<td>10.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-014 Café Synapse Cosmetic Improvements</td>
<td>250.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-015 Printer Replacement</td>
<td>10.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-016 Window Upgrade (Servers and Desktops)</td>
<td>195.0</td>
<td>74.8</td>
</tr>
<tr>
<td>2019-019 Marketing Misc. Hardware/Software Upgrades</td>
<td>15.0</td>
<td>7.9</td>
</tr>
<tr>
<td>2019-020 Oversize printer replacement</td>
<td>10.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-021 Video Equipment</td>
<td>6.0</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Total Technology</strong></td>
<td>354.0</td>
<td>96.2</td>
</tr>
<tr>
<td><strong>Trademarks &amp; Licensing</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019-023 Database/Dashboard</td>
<td>100.0</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Total; Trademarks &amp; Licensing</strong></td>
<td>200.0</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Others</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019-024 Fac Misc. and Remodels</td>
<td>75.0</td>
<td>6.8</td>
</tr>
<tr>
<td>2019-025 LVC South Entrance Waterproofing</td>
<td>290.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-026 AU Water Regulator Heads</td>
<td>40.0</td>
<td>23.2</td>
</tr>
<tr>
<td>2019-027 AU/KH HVAC MBC Panel Replace/Upgrade</td>
<td>100.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-028 Retrofit CSCC Blaze Hoods</td>
<td>5.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-029 AU A-Level Store Fire Doors</td>
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<td>0.0</td>
</tr>
<tr>
<td>2019-030 TH Kitchen Waterproofing</td>
<td>55.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-031 AU/KH Lighting Controls</td>
<td>5.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-032 Replace HVAC Motors</td>
<td>45.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-033 Custodial Replacements</td>
<td>10.0</td>
<td>20.0</td>
</tr>
<tr>
<td>2019-034 SUO Mfg Rm/Venue Equipment</td>
<td>60.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-035 SUO General Replacement</td>
<td>15.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-036 SUO Lounge Upgrades</td>
<td>40.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-037 SUO Coop Dining Acoustical Enhancement</td>
<td>35.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-038 SUO Information Window and Office Remodel</td>
<td>30.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-039 KGS Sideroom Remodel</td>
<td>18.5</td>
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</tr>
<tr>
<td>2019-040 KGS Presentation Upgrade</td>
<td>10.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-041 Stateroom Carpet and In-Ceiling Projection Screen</td>
<td>32.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-042 Wireless Portable Sound Systems</td>
<td>8.5</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-043 Virtual EMS</td>
<td>20.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-044 Finance Misc. Replacements</td>
<td>15.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-045 MCO Equipment - currency counter</td>
<td>30.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2019-046 Replace Cameras</td>
<td>40.0</td>
<td>44.3</td>
</tr>
<tr>
<td>2019-047 EDO Office Furniture</td>
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</tr>
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<td>2019-048 EDO Lighting</td>
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<td>2019-049 North Campus Student Center Kitchen Roof</td>
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<td>2019-050 Law Conceptual Design</td>
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<td>2019-051 AU Elevator Hold Rope Replacement</td>
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<td>2019-052 Kerckhoff Elevator Work</td>
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<td><strong>Total Current Year Projects</strong></td>
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**Status**

*In Progress*  
*Pending*
## Accounts Receivable Aging Report

**ASUCLA Finance Division, Page 9**

### 12/28/19 - Current

<table>
<thead>
<tr>
<th>Source</th>
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<th>%</th>
<th>30+</th>
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<th>%</th>
<th>90+</th>
<th>%</th>
<th>120+</th>
<th>%</th>
<th>150+</th>
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<td>9%</td>
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<td>29%</td>
<td>$26,536</td>
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<td>73%</td>
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### 11/23/19 - Current

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<th>%</th>
<th>120+</th>
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<th>150+</th>
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<th>%</th>
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### 10/26/19 - Current

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<th>%</th>
<th>120+</th>
<th>%</th>
<th>150+</th>
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<tbody>
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<td>$25,034</td>
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</tbody>
</table>
Total Accounts Receivable Balances
12 Month History
Aug 17 to Dec 19
Aged Accounts Receivable Balances
> 60 Days Past Due

Percentages represent delinquency to outstanding.
This value measures how quickly inventory is sold. It is defined as cost of sales for the trailing 12 months divided by month end inventory.
<table>
<thead>
<tr>
<th>Category</th>
<th>Actual 5/31/19</th>
<th>Actual 12/31/18</th>
<th>Variance</th>
<th>Variance %</th>
<th>Actual 5/31/19</th>
<th>Actual 12/31/18</th>
<th>Variance</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>General MDSE Division</td>
<td>6,204,042</td>
<td>8,110,478</td>
<td>-1,906,436</td>
<td>-23.4%</td>
<td>6,204,042</td>
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<tr>
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<td>461,450</td>
<td>538,975</td>
<td>-77,525</td>
<td>-14.4%</td>
</tr>
<tr>
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<td>2,188,900</td>
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<td>9,268,199</td>
<td>9,321,622</td>
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<td>22,640,190</td>
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<td>1,506,370</td>
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<td>453,828</td>
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<tr>
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<td>453,828</td>
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<td>159,630</td>
<td>25.9%</td>
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ASUCLA Finance Office 01/20
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<td>&lt;1,131&gt;</td>
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<td>6,144</td>
<td>&lt;5,313&gt;</td>
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<tr>
<td>108</td>
<td>475</td>
<td>&lt;367&gt;</td>
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<tr>
<td>108</td>
<td>475</td>
<td>&lt;367&gt;</td>
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ASUCLA Finance Office 01/20 Page 500
### Facilities Expense Statement

#### Fiscal Year 19-20

<table>
<thead>
<tr>
<th>Category</th>
<th>Actual</th>
<th>Budget</th>
<th>Variance</th>
<th>YTD 5 MO(07/28/19-12/28/19)</th>
<th>Last Year Actual</th>
</tr>
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<tbody>
<tr>
<td>Career Wages</td>
<td>699,854</td>
<td>703,707</td>
<td>-3,853</td>
<td>153,055</td>
<td>673,066</td>
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<td>Limited Appointment</td>
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<td>32,426</td>
<td>-139</td>
<td>6,905</td>
<td>31,180</td>
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<td>Student Wages</td>
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<td>5,334</td>
<td>-3,106</td>
<td>591</td>
<td>1,108</td>
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<tr>
<td>Labor Charge</td>
<td>&lt;5,673&gt;</td>
<td>&lt;900&gt;</td>
<td>&lt;4,773&gt;</td>
<td>&lt;108&gt;</td>
<td>&lt;1,411&gt;</td>
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<td>Billed Labor Costs</td>
<td>&lt;58,416&gt;</td>
<td>&lt;58,011&gt;</td>
<td>405</td>
<td>&lt;11,949&gt;</td>
<td>&lt;58,010&gt;</td>
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<tr>
<td>Capitalized Wages</td>
<td>&lt;14,214&gt;</td>
<td>&lt;12,500&gt;</td>
<td>1,714</td>
<td>&lt;2,430&gt;</td>
<td>&lt;15,964&gt;</td>
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<tr>
<td>TOTAL WAGES</td>
<td>646,075</td>
<td>670,056</td>
<td>23,981</td>
<td>146,065</td>
<td>629,948</td>
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<td>Employee Benefits</td>
<td>413,740</td>
<td>421,145</td>
<td>7,405</td>
<td>86,700</td>
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<td>Office Supplies</td>
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<td>615</td>
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<td>Telephone</td>
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<td>564</td>
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<td>Trav/Trips/Conference</td>
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<td>28,170</td>
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<td>Paper</td>
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<td>23,645</td>
<td>642</td>
<td>4,708</td>
<td>23,181</td>
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<td>Paper % To Sales</td>
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<td>4.7</td>
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<td>Cleaning Supplies</td>
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<td>10,981</td>
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<td>17,399</td>
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<tr>
<td>Replacements</td>
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<td>8,402</td>
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<td>8,402</td>
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<td>Laundry</td>
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<td>2,768</td>
<td>640</td>
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<td>2,041</td>
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<tr>
<td>Repairs &amp; Maintenance</td>
<td>146,197</td>
<td>162,161</td>
<td>16,964</td>
<td>7,649</td>
<td>137,393</td>
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<tr>
<td>Repairs &amp; Mtce-Elevator</td>
<td>22,167</td>
<td>23,250</td>
<td>1,083</td>
<td>936</td>
<td>19,493</td>
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<td>Repairs &amp; Mtce-Equip</td>
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<td>1,700</td>
<td>44</td>
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<td>Painting Program</td>
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<td>8,500</td>
<td>6,153</td>
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<td>Incidental Proj Exp</td>
<td>6,993</td>
<td>1,500</td>
<td>&lt;5,493&gt;</td>
<td>593</td>
<td>1,243</td>
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<td>Air Conditioning-Maint</td>
<td>19,115</td>
<td>20,125</td>
<td>1,010</td>
<td>9,698</td>
<td>69,930</td>
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<td>Rub Remv/Hauling</td>
<td>48,171</td>
<td>55,414</td>
<td>7,243</td>
<td>8,680</td>
<td>52,775</td>
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<td>Rodent &amp; Pest Control</td>
<td>21,907</td>
<td>16,566</td>
<td>&lt;5,341&gt;</td>
<td>2,839</td>
<td>16,082</td>
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<tr>
<td>Rentals-Truck</td>
<td>5,565</td>
<td>6,375</td>
<td>810</td>
<td>1,107</td>
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<td>Janitorial</td>
<td>6,600</td>
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<td>&lt;6,600&gt;</td>
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<tr>
<td>TOTAL OTHER CONTROL</td>
<td>769,448</td>
<td>784,793</td>
<td>15,345</td>
<td>131,641</td>
<td>758,101</td>
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<tr>
<td>TOTAL CONTROLLABLE EXP</td>
<td>1,415,523</td>
<td>1,454,849</td>
<td>39,326</td>
<td>277,706</td>
<td>1,388,049</td>
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<td>Depreciation</td>
<td>114,496</td>
<td>170,835</td>
<td>56,339</td>
<td>27,045</td>
<td>135,029</td>
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<tr>
<td>TOTAL ALLOCATED EXP</td>
<td>114,496</td>
<td>170,835</td>
<td>56,339</td>
<td>27,045</td>
<td>135,029</td>
</tr>
<tr>
<td>NET EXPENSE</td>
<td>1,530,019</td>
<td>1,625,684</td>
<td>95,665</td>
<td>304,751</td>
<td>1,523,078</td>
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</tbody>
</table>

Less: Allocated Exp

<table>
<thead>
<tr>
<th>Category</th>
<th>Actual</th>
<th>Budget</th>
<th>Variance</th>
<th>YTD 5 MO(07/28/19-12/28/19)</th>
<th>Last Year Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allocated-Svs and Ent</td>
<td>&lt;1,312,345&gt;</td>
<td>&lt;1,404,851&gt;</td>
<td>&lt;92,506&gt;</td>
<td>&lt;262,358&gt;</td>
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<td>Allocated-USAC</td>
<td>&lt;44,745&gt;</td>
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<td>Allocated-GSA</td>
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<tr>
<td>Allocated-Comm Board</td>
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<td>&lt;9,272&gt;</td>
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<td>&lt;35,665&gt;</td>
<td>&lt;304,751&gt;</td>
<td>&lt;1,523,078&gt;</td>
</tr>
<tr>
<td>TOTAL EXPENSE</td>
<td>&lt;0&gt;</td>
<td>&lt;0&gt;</td>
<td>&lt;0&gt;</td>
<td>&lt;0&gt;</td>
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ASUCLA Finance Office 01/20 Page 517
## UTILITIES EXPENSE STATEMENT

### DEC 05 (11/24/19-12/28/19) CURRENT MONTH

<table>
<thead>
<tr>
<th>Actual</th>
<th>Budget</th>
<th>Variance</th>
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<tbody>
<tr>
<td>1,530</td>
<td>11,788</td>
<td>10,258 Chiller Water</td>
</tr>
<tr>
<td>4,189</td>
<td>42,367</td>
<td>1,178 Elec-Non Air Cond.</td>
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<tr>
<td>6,838</td>
<td>6,088</td>
<td>&lt;750&gt; Water-Non Air Cond.</td>
</tr>
<tr>
<td>4,975</td>
<td>4,946</td>
<td>&lt;29&gt; Steam-Non Air Cond.</td>
</tr>
<tr>
<td>1,867</td>
<td>2,425</td>
<td>558 Gas</td>
</tr>
<tr>
<td>0</td>
<td>1,551</td>
<td>1,551 Energy Management</td>
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56,399 69,165 12,766 TOTAL OTHER CONTROL

### FISCAL YEAR 19-20 YTD 5 MO (07/28/19-12/28/19) MONTH VARIANCE

<table>
<thead>
<tr>
<th>Actual</th>
<th>Budget</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>71,702</td>
<td>101,040</td>
<td>29,338 7,100 101,348</td>
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<tr>
<td>231,578</td>
<td>232,409</td>
<td>831 39,127 230,727</td>
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<tr>
<td>36,023</td>
<td>37,979</td>
<td>1,956 9,613 39,052</td>
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<tr>
<td>18,794</td>
<td>22,770</td>
<td>3,976 3,530 23,198</td>
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<tr>
<td>12,694</td>
<td>15,367</td>
<td>2,673 4,708 14,883</td>
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<tr>
<td>0</td>
<td>7,755</td>
<td>7,755 1,550 7,753</td>
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370,791 417,320 46,529 65,628 416,961 TOTAL OTHER CONTROL

### FISCAL YEAR 18-19 LAST YEAR ACTUAL MONTH VARIANCE

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<th>Budget</th>
<th>Variance</th>
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</thead>
<tbody>
<tr>
<td>&lt;47,367&gt;</td>
<td>&lt;58,866&gt;</td>
<td>&lt;11,499&gt; Allocated-Svs and Ent &lt;316,226&gt; &lt;358,343&gt; &lt;42,117&gt; 55,198 355,401</td>
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<tr>
<td>&lt;2,460&gt;</td>
<td>&lt;2,460&gt;</td>
<td>0 Allocated-USAC &lt;12,300&gt; &lt;12,300&gt; 0 2,799 13,995</td>
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<tr>
<td>&lt;962&gt;</td>
<td>&lt;962&gt;</td>
<td>0 Allocated-GSA &lt;4,810&gt; &lt;4,810&gt; 0 &lt;1,094&gt; &lt;5,470&gt;</td>
</tr>
<tr>
<td>&lt;1,674&gt;</td>
<td>&lt;2,079&gt;</td>
<td>&lt;405&gt; Allocated-Comm Board &lt;11,176&gt; &lt;12,658&gt; &lt;1,482&gt; &lt;1,951&gt; &lt;12,561&gt;</td>
</tr>
<tr>
<td>&lt;3,936&gt;</td>
<td>&lt;4,798&gt;</td>
<td>&lt;862&gt; Allocated-A &amp; SS &lt;26,279&gt; &lt;29,209&gt; &lt;2,930&gt; &lt;4,587&gt; &lt;29,534&gt;</td>
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<56,399> <69,165> <12,766> TOTAL OTHER <370,791> <417,320> <46,529> <65,628> <416,961> TOTAL EXPENSE

0 0 0 0 0