

**ASSOCIATED STUDENTS UCLA
BOARD OF DIRECTORS
Finance Committee
November 18, 2019
12:00 p.m.
Ackerman Union 2408**

PRESENT: Pouria Abbassi, Adewunmi Adelaja Donna Baker, Sienna Villegas, Alexis Wells, Frank Wada, and Steve Yu

MANAGEMENT: Jason Amorosi, Associate Director, Store Operations & Services
Sandi Gillespie, Association Affairs & External Affairs Manager
Michelle Moyer, Director of Business Compliance & Legal Affairs

GUESTS: Kristen Olko, KPMG Senior Audit Manager (via phone)

CALL TO ORDER

Ms. Villegas called the meeting to order at 12:05 p.m.

APPROVAL OF AGENDA

Ms. Villegas called for consent to approve the Associated Students UCLA Board of Directors' Finance Committee November 18, 2019, Agenda. There being no objections, the motion was approved by unanimous consent.

APPROVAL OF MINUTES

Ms. Villegas called for consent to approve the Associated Students UCLA Board of Directors' Finance Committee October 18, 2019, Minutes. There being no objections, the motion was approved by unanimous consent.

EXTERNAL AUDIT

Ms. Olko from KPMG stated that they are now completing their fieldwork for the external audit and will have a final report to present at the January Finance Committee meeting. At this point, there are no deficiencies reported.

EXECUTIVE DIRECTOR'S REPORT

Mr. Abbassi reported on the following:

1. There was a Pull&Bear pre-launch party on November 4 that included an in-demand DJ, food, influencers, BOD members, and invited guests to generate

awareness of a Pull&Bear Pop-up Shop that launched within the UCLA Store. When the shop officially opened to the public on November 5, there was a fervent response to the popular merchandise, leading to the shop selling out in less than 24 hours.

2. The ASUCLA Tailgating event for the UCLA vs. Utah Football, sponsored by IMG/Under Armour, was on November 16 in the Cooperage. Aside from the watch party, the event included free food and other giveaways for students.
3. The Career Employee Engagement Committee rolled out a survey to all ASUCLA career employees, designed to measure employee engagement. The survey is open for three weeks and will close on November 22.

FINANCIAL STATEMENTS

October 2019 Financial Results

Gross Income at \$6M was (\$500K) below plan and (\$250K) below last year with the Store and Restaurants below budget at comparable levels. Licensing and Services are \$60K better than plan. Gross margin at \$3.1M was (\$280K) below budget. Contribution at \$830K was (\$330K) below plan, but comparable to September output. Net income at (\$117K) was (\$300K) below budget.

The Association reported a cashbook balance of \$12.3M. The required cash reserve is \$6.5M leaving a \$5.8M surplus.

Past due accounts receivables were roughly \$211K or 4%. Store inventories at cost were consistent at \$6.5M, while inventory turns were 4.3.

November 2019 Month-to-Date Preliminary Sales

Store sales are positive to plan by \$104K. The Computer Store is positive by \$102K and online sales are positive by \$13K.

Restaurant sales are (\$270K) negative to plan. Catering is negative to plan by (\$32K) and Concessions by (\$14K).

September 2019 Communications Board Financial Statements

Net Revenue for the month is positive to plan by \$23K positive plan and \$47K positive year-to-date.

REVENUE ENHANCEMENT PRESENTATION

Jason Amorosi shared a presentation from the Revenue Enhancement Task Force which includes individuals from various ASUCLA departments. The Task Force was to develop 3-4 Store initiatives to generate \$30M. Efforts include the following:

- Lease the entire third floor of Ackerman Union
- A Pizza Vending Machine
- Complimentary ASUCLA Hotel Chocolates
- UCLA Restaurants Catering Truck
- Additional Plaza Programming
- Additional Ackerman Grand Ballroom Programming
- UCLA Store Comic Book Shop

EXECUTIVE SESSION

Ms. Villegas called for consent for the Associated Students UCLA Board of Directors' Finance Committee to enter into Executive Session. There being no objections, the motion was approved by unanimous consent.

The Committee entered into Executive Session at 12:41 p.m.

Ms. Villegas called for consent to exit the Associated Students UCLA Board of Directors' Finance Committee Executive Session. There being no objections, the motion was approved by unanimous consent.

The Committee exited Executive Session at 12:44 p.m.

ADJOURNMENT

Ms. Villegas called for consent for the Associated Students UCLA Board of Directors' Finance Committee to adjourn the November 18, 2019, Meeting. There being no objections, the meeting was adjourned at 12:44 p.m.