

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

March (02/23/20 - 03/28/20)

**Prepared
April 10, 2020**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES
INCOME AND LOSS SUMMARY - MARCH 2020 (\$000's)
DIVISIONS AT CONTRIBUTION LEVEL**

MARCH (02/23/20 - 03/28/20)										FY 18-19		FISCAL YEAR 2019-2020										FY 18-19	
CURRENT MONTH										**		YTD 8 MONTHS (07/28/19 - 03/28/20)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
3,556		3,489		67	1.9%	(4)	(0.1%)	3,560				29,136		30,812		(1,676)	(5.4%)	(1,092)	(3.6%)	30,228			
1,208		2,036		(828)	(40.7%)	(552)	(31.4%)	1,760				11,017		13,098		(2,081)	(15.9%)	(413)	(3.6%)	11,430			
308		400		(92)	(23.0%)	21	7.3%	287				3,377		3,737		(360)	(9.6%)	5	0.1%	3,372			
101		159		(58)	(36.5%)	(29)	(22.3%)	130				851		1,007		(156)	(15.5%)	(92)	(9.8%)	943			
5,173		6,084		(911)	(15.0%)	(564)	(9.8%)	5,737				44,381		48,654		(4,273)	(8.8%)	(1,592)	(3.5%)	45,973			
929	26.1%	1,256	36.0%	(327)	(9.9)	(328)	(9.2)	1,257	35.3%			9,253	31.8%	10,370	33.7%	(1,117)	(1.9)	(695)	(1.1)	9,948	32.9%		
825	68.3%	1,439	70.7%	(614)	(2.4)	(427)	(2.8)	1,252	71.1%			7,698	69.9%	9,214	70.3%	(1,516)	(0.4)	(411)	(1.0)	8,109	70.9%		
308	100.0%	400	100.0%	(92)	0.0	21	0.0	287	100.0%			3,375	99.9%	3,735	99.9%	(360)	0.0	5	0.0	3,370	99.9%		
64	63.4%	93	58.5%	(29)	4.9	(18)	0.3	82	63.1%			526	61.8%	604	60.0%	(78)	1.8	(43)	1.5	569	60.3%		
2,126	41.1%	3,188	52.4%	(1,062)	(11.3)	(752)	(9.1)	2,878	50.2%			20,852	47.0%	23,923	49.2%	(3,071)	(2.2)	(1,144)	(0.8)	21,996	47.8%		
628	17.7%	660	18.9%	32	1.2	5	0.1	633	17.8%			4,912	16.9%	5,071	16.5%	159	(0.4)	(106)	(1.0)	4,806	15.9%		
814	67.4%	925	45.4%	111	(22.0)	25	(19.7)	839	47.7%			6,203	56.3%	6,476	49.4%	273	(6.9)	(258)	(4.3)	5,945	52.0%		
72	23.4%	74	18.5%	2	(4.9)	(17)	(4.2)	55	19.2%			573	17.0%	595	15.9%	22	(1.1)	(26)	(0.8)	547	16.2%		
85	84.2%	79	49.7%	(6)	(34.5)	(10)	(26.5)	75	57.7%			612	71.9%	609	60.5%	(3)	(11.4)	(40)	(11.2)	572	60.7%		
1,599	30.9%	1,738	28.6%	139	(2.3)	3	(3.0)	1,602	27.9%			12,300	27.7%	12,751	26.2%	451	(1.5)	(430)	(1.9)	11,870	25.8%		
107	3.0%	155	4.4%	48	1.4	63	1.8	170	4.8%			1,628	5.6%	1,684	5.5%	56	(0.1)	33	(0.1)	1,661	5.5%		
171	14.2%	209	10.3%	38	(3.9)	7	(4.1)	178	10.1%			1,291	11.7%	1,404	10.7%	113	(1.0)	(34)	(0.7)	1,257	11.0%		
71	23.1%	109	27.3%	38	4.2	(8)	(1.1)	63	22.0%			1,019	30.2%	1,188	31.8%	169	1.6	(9)	(0.2)	1,010	30.0%		
60	59.4%	58	36.5%	(2)	(22.9)	6	(8.6)	66	50.8%			446	52.4%	442	43.9%	(4)	(8.5)	(22)	(7.4)	424	45.0%		
409	7.9%	531	8.7%	122	0.8	68	0.4	477	8.3%			4,384	9.9%	4,718	9.7%	334	(0.2)	(32)	(0.4)	4,352	9.5%		
195	5.5%	441	12.6%	(246)	(7.1)	(259)	(7.3)	454	12.8%			2,713	9.3%	3,614	11.7%	(901)	(2.4)	(768)	(2.2)	3,481	11.5%		
(160)	(13.2%)	306	15.0%	(466)	(28.2)	(395)	(26.6)	235	13.4%			204	1.9%	1,333	10.2%	(1,129)	(8.3)	(704)	(6.0)	908	7.9%		
164	53.2%	216	54.0%	(52)	(0.8)	(5)	(5.7)	169	58.9%			1,783	52.8%	1,952	52.2%	(169)	0.6	(29)	(0.9)	1,812	53.7%		
(82)	(81.2%)	(44)	(27.7%)	(38)	(53.5)	(23)	(35.8)	(59)	(45.4%)			(532)	(62.5%)	(446)	(44.3%)	(86)	(18.2)	(105)	(17.2)	(427)	(45.3%)		
117	2.3%	919	15.1%	(802)	(12.8)	(682)	(11.6)	799	13.9%			4,168	9.4%	6,453	13.3%	(2,285)	(3.9)	(1,606)	(3.2)	5,774	12.6%		
676	13.1%	658	10.8%	(18)	(2.3)	(36)	(1.9)	640	11.2%			5,237	11.8%	5,267	10.8%	30	(1.0)	(375)	(1.2)	4,862	10.6%		
262	5.1%	286	4.7%	24	(0.4)	24	(0.1)	286	5.0%			2,047	4.6%	2,151	4.4%	104	(0.2)	29	(0.1)	2,076	4.5%		
66	1.3%	68	1.1%	2	(0.2)	(5)	(0.2)	61	1.1%			523	1.2%	590	1.2%	67	0.0	44	0.0	567	1.2%		
184	3.6%	223	3.7%	39	0.1	16	(0.1)	200	3.5%			1,612	3.6%	1,783	3.7%	171	0.1	37	0.0	1,649	3.6%		
1,188	23.0%	1,235	20.3%	47	(2.7)	(1)	(2.3)	1,187	20.7%			9,419	21.2%	9,791	20.1%	372	(1.1)	(265)	(1.3)	9,154	19.9%		
(1,071)	(20.7%)	(316)	(5.2%)	(755)	(15.5)	(683)	(13.9)	(388)	(6.8%)			(5,251)	(11.8%)	(3,338)	(6.9%)	(1,913)	(4.9)	(1,871)	(4.4)	(3,380)	(7.4%)		
2	0.0%	2	0.0%	0	0.0	(4)	(0.1)	6	0.1%			168	0.4%	16	0.0%	152	0.4	(32)	0.0	200	0.4%		
13	0.3%	20	0.3%	(7)	0.0	(25)	(0.4)	38	0.7%			160	0.4%	164	0.3%	(4)	0.1	(101)	(0.2)	261	0.6%		
(26)	(0.5%)	(26)	(0.4%)	0	(0.1)	3	0.0	(29)	(0.5%)			(204)	(0.5%)	(204)	(0.4%)	0	(0.1)	27	0.0	(231)	(0.5%)		
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%			0	0.0%	(17)	0.0%	17	0.0	0	0.0	0	0.0%		
248	4.8%	248	4.1%	0	0.7	(1)	0.5	249	4.3%			1,987	4.5%	1,987	4.1%	0	0.0	27	0.2	1,960	4.3%		
237	4.6%	242	4.0%	(5)	0.6	(27)	0.0	264	4.6%			2,111	4.8%	1,946	4.0%	165	0.8	(79)	0.0	2,190	4.8%		
(834)	(16.1%)	(74)	(1.2%)	(760)	(14.9)	(710)	(13.9)	(124)	(2.2%)			(3,140)	(7.1%)	(1,392)	(2.9%)	(1,748)	(4.2)	(1,950)	(4.5)	(1,190)	(2.6%)		

**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES
INCOME AND LOSS SUMMARY - MARCH 2020 (\$000's)
DIVISIONS FULLY ALLOCATED**

MARCH (02/23/20 - 03/28/20)										FY 18-19	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
3,556		3,489		67	1.9%	(4)	(0.1%)	3,560			
1,208		2,036		(828)	(40.7%)	(552)	(31.4%)	1,760			
308		400		(92)	(23.0%)	21	7.3%	287			
101		159		(58)	(36.5%)	(29)	(22.3%)	130			
5,173		6,084		(911)	(15.0%)	(564)	(9.8%)	5,737			
929	26.1%	1,256	36.0%	(327)	(9.9)	(328)	(9.2)	1,257	35.3%		
825	68.3%	1,439	70.7%	(614)	(2.4)	(427)	(2.8)	1,252	71.1%		
308	100.0%	400	100.0%	(92)	0.0	21	0.0	287	100.0%		
64	63.4%	93	58.5%	(29)	4.9	(18)	0.3	82	63.1%		
2,126	41.1%	3,188	52.4%	(1,062)	(11.3)	(752)	(9.1)	2,878	50.2%		
734	20.6%	815	23.4%	81	2.8	69	2.0	803	22.6%		
985	81.5%	1,133	55.6%	148	(25.9)	32	(23.7)	1,017	57.8%		
144	46.8%	184	46.0%	40	(0.8)	(27)	(6.0)	117	40.8%		
146	144.6%	137	86.2%	(9)	(58.4)	(5)	(36.1)	141	108.5%		
2,009	38.8%	2,269	37.3%	260	(1.5)	69	(2.6)	2,078	36.2%		
195	5.5%	441	12.6%	(246)	(7.1)	(259)	(7.3)	454	12.8%		
(160)	(13.2%)	306	15.0%	(466)	(28.2)	(395)	(26.6)	235	13.4%		
164	53.2%	216	54.0%	(52)	(0.8)	(5)	(5.7)	169	58.9%		
(82)	(81.2%)	(44)	(27.7%)	(38)	(53.5)	(23)	(35.8)	(59)	(45.4%)		
117	2.3%	919	15.1%	(802)	(12.8)	(682)	(11.6)	799	13.9%		
642	18.1%	579	16.6%	(63)	(1.5)	(59)	(1.7)	583	16.4%		
350	29.0%	445	21.9%	95	(7.1)	61	(5.6)	411	23.4%		
94	30.5%	103	25.8%	9	(4.7)	(6)	0.2	88	30.7%		
102	101.0%	108	67.9%	6	(33.1)	3	(20.2)	105	80.8%		
1,188	23.0%	1,235	20.3%	47	(2.7)	(1)	(2.3)	1,187	20.7%		
(446)	(8.6%)	(137)	(2.3%)	(309)	(6.3)	(317)	(6.4)	(129)	(2.2%)		
(511)	(9.9%)	(139)	(2.3%)	(372)	(7.6)	(335)	(6.8)	(176)	(3.1%)		
70	1.4%	112	1.8%	(42)	(0.4)	(11)	0.0	81	1.4%		
(184)	(3.6%)	(152)	(2.5%)	(32)	(1.1)	(20)	(0.7)	(164)	(2.9%)		
(1,071)	(20.7%)	(316)	(5.2%)	(755)	(15.5)	(683)	(13.9)	(388)	(6.8%)		
2	0.0%	2	0.0%	0	0.0	(4)	(0.1)	6	0.1%		
13	0.3%	20	0.3%	(7)	0.0	(25)	(0.4)	38	0.7%		
(26)	(0.5%)	(26)	(0.4%)	0	(0.1)	3	0.0	(29)	(0.5%)		
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%		
248	4.8%	248	4.1%	0	0.7	(1)	0.5	249	4.3%		
237	4.6%	242	4.0%	(5)	0.6	(27)	0.0	264	4.6%		
(834)	(16.1%)	(74)	(1.2%)	(760)	(14.9)	(710)	(13.9)	(124)	(2.2%)		
GROSS INCOME											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
GROSS MARGIN											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
TOTAL CONTROLLABLES											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
CONTRIBUTION											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
ALLOCATED EXPENSES											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
NET INCOME (LOSS) FROM OPERATIONS											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
OTHER INC/(EXP)											
Non-Recurrent Inc/(Exp)											
Interest Income											
Interest (Expense)											
Income Taxes											
Student Union Fee Income											
TOTAL											
NET INCOME (LOSS)											

ASUCLA
P/L Reconciliation
Mar-20

<i>Financial Analysis</i>		\$000's
		Mar-20
Budgeted Net Income/(Loss)		(74)
UCLA Store		
Gross Margin:		
Bearwear below plan: impact of store closure due to COVID-19 pandemic	(172)	
Graduation Etc. below plan: uncertainty of commencement events caused slow down in ordering regalia and/or cancellation of orders	(27)	
Market below plan: impact of COVID-19	(33)	
Used Text below plan: mostly timing related to extending the return period of rental books (to recover in April)	(14)	
CRS below plan: shortfall in two department orders that did not repeat from last year	(30)	
Bookzone below plan: impact of COVID-19	(25)	
Computer Store above plan: response to transition to remote online instruction and impact on UCLA Health in response to COVID-19	72	
Luvalle General Merchandise below plan: impact of COVID-19	(18)	
HSS Dental below plan: partially due to timing and the balance due to COVID-19	(42)	
Total Wages below plan	28	
Other, positive controllables (\$52K) slightly offset by various negative gross margin variances	15	
Total Contribution		(246)
UCLA Restaurants		
Gross Margin: overall reduced campus traffic after March 11 transition of all classes and finals to online format, then the March 20 safer-at-home executive order		
Wetzel's below plan: last day of operation March 16	(28)	
Panda below plan: last day of operation March 19	(23)	
Greenhouse below plan: last day of operation March 14	(47)	
Anderson Café below plan: last day of operation March 17	(39)	
Northern Lights below plan: last day of operation March 13	(23)	
No Campus Student CTR below plan: last day of operation March 13	(50)	
CSSC below plan: last day of operation March 19	(45)	
LuValle Food Servery below plan: last day of operation March 19	(62)	
Café 451 below plan: last day of operation March 16	(28)	
Jimmy's below plan: last day of operation March 19	(24)	
Kerckhoff below plan: last day of operation March 19	(60)	
Cooperage below plan: last day of operation March 19	(25)	
Taco Bell below plan: last day of operation March 19	(22)	
Catering below plan: last event March 17	(65)	
Concessions above plan: 2 men's basketball games but only one budgeted, (this offset other sports events cancelled after March 11)	20	
Total Wages below plan	87	
Other, positive controllables (\$61K) offset by various negative gross margin variances	(32)	
Total Contribution		(466)
Licensing & Services		
Gross Margin:		
Licensing International below plan due to \$20K delay for new program in Australia and remaining balance mostly timing (will report next month)	(85)	
Licensing Domestic slightly above plan	4	
Licensing Campus Sourcing slightly below plan	(4)	
Leased Ops slightly below plan	(4)	
Photography slightly below plan	(3)	
Total Wages below plan	3	
Other, positive controllables mostly Licensing	37	
Total Contribution		(52)
UCLA Student Union		
Gross Margin:		
Event Services below plan: impact of COVID-19	(25)	
AU Post Office slightly below plan	(2)	
Total Wages above plan	(4)	
Other, negative various controllables	(7)	
Total Contribution		(38)
Allocated Expenses and Other		
A&SS slightly above plan	(18)	
Maintenance below plan mostly wages and benefits	24	
Depreciation lower than plan due to timing of capitals	39	
Other	(3)	
Total		42
Actual Net Income/(Loss)		(834)

ASUCLA
P/L Reconciliation
Year-To-Date Through March, 2020

Financial Analysis	\$000's
Budgeted Net Income/(Loss)	(1,392)
UCLA Store	
Gross Margin: all areas impacted by COVID-19 in March in addition to other explanations below.	
Bearwear below plan: low sales of merchandise as it relates to fan enthusiasm on campus and at the Rose Bowl	(372)
Fast Track below plan: key volume items have slowed	(69)
Market below plan: impact of mild weather, shorter Thanksgiving holiday period and overall reduction in traffic	(59)
Essentials below plan due to lower department sales and sales in art and basic supplies	(40)
E-Commerce below plan as promotional efforts were negatively impacted by the athletic performance	(131)
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	(18)
Used Text below plan due to lower enrollment and requisitions, and the negative impact of transition to YTD method of calculating gross margin	(125)
CRS below plan: decline in digital reader sales and timing for department orders	(100)
LuValle Books below plan due to lower Law School sales and poor sell through to UCLA Extension	(66)
HSS Dental Kit below plan	(39)
Total Wages below plan	75
Other, positive various controllables (\$140K) offset by variance negative gross margin variances	43
Total Contribution	(901)
UCLA Restaurants	
Gross Margin: COVID-19 impact mostly started mid March	
Wetzel's below plan: general traffic for restaurant location has been slowing	(67)
Anderson Café below plan: there was no historical data for the first year of the budget and sales were lower than estimated	(159)
Northern Lights below plan: general downward trend of customer traffic in northern areas	(67)
North Campus Student CTR below plan due to general downward trend of customer traffic	(113)
CSSC below plan: mostly decline in customer count	(74)
LuValle Food Servery below plan: continuing general downward trend of customer traffic in northern areas	(142)
Café 451 below plan: lower than plan average check, in part due to the Centennial \$.19 cent coffee refill promotion	(53)
Jimmy's below plan: continuing general downward trend of customer traffic in northern areas	(81)
Kerckhoff Coffeehouse below plan: lower average check partly due to the impact of the Centennial \$.19 cent coffee refill promotion	(159)
Cooperage below plan: lower average check (impacted by the Centennial \$.19 cent coffee refill promotion)	(77)
Taco Bell below plan (lower than plan average check and customer count)	(49)
Stage Canteen below plan (business has ended)	(32)
Catering below plan due to overall less business (two major events did not occur)	(86)
Concessions below plan due to low attendance at games and timing of actual events	(93)
Total Wages lower than plan	183
Other, positive controllables (\$203K) offset by various negative gross margin variances	(60)
Total Contribution	(1,129)
Licensing & Services	
Gross Margin:	
Licensing Domestic below plan due to downward sales trend mainly Under Armour and Sweden (H&M)	(147)
Licensing International below plan: delay in developing new territories	(106)
Licensing Campus Sourcing below plan	(37)
Leased Ops below plan mostly due to the delay in the Wescom ATM and SOLE/FSR space leases	(61)
Total Wages below plan	19
Other, positive controllables mostly Licensing	163
Total Contribution	(169)
UCLA Student Union	
Gross Margin:	
Event Services below plan: increased on-campus marketplace competition and less off-campus events	(66)
AU Post Office below plan due to decline in clientele	(12)
Total Wages above plan	(17)
Other, positive controllables	9
Total Contribution	(86)
Allocated Expenses and Other	
A&SS below plan in various controllables	30
Facilities lower than plan mostly wages and benefits and repairs and maintenance	104
Utilities below plan: savings due to lower consumption and energy efficient processes	67
Depreciation lower than plan due to timing of capitals	171
Other: mostly various positive non-recurrent	165
Total	537
Actual Net Income/(Loss)	(3,140)

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
BALANCE SHEETS
(\$000)**

	Current Month March 2020	Prior Month February 2020	Prior Year July 2019
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$11,115	\$13,294	\$12,951
Accounts receivable	4,460	4,136	3,819
Less: Allowance for doubtful accounts	(400)	(399)	(378)
Accounts receivable, net	4,060	3,737	3,441
Student fees receivable	248	0	104
Inventories	7,439	6,679	5,680
Prepaid expenses and other current assets	241	245	297
Total current assets	23,103	23,954	22,473
LONG TERM ASSETS			
Property, equipment and improvements	73,422	73,364	72,703
Less: Accumulated depreciation	(52,888)	(52,703)	(51,362)
Total long term assets	20,534	20,661	21,341
TOTAL ASSETS	\$43,637	\$44,615	\$43,814
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$7,008	\$6,712	\$6,986
Wages and payroll taxes payable	\$6,183	6,469	3,932
Sales tax payable & other liabilities	\$789	998	959
Interest payable	\$112	87	66
Deferred income	\$1,505	1,503	839
Funds held for others	\$289	266	140
Current portion of long term debt	\$908	908	908
Total current liabilities	\$16,794	16,943	13,830
LONG TERM DEBT:			
AU expansion loan	\$6,186	6,186	6,186
Total long term debt	\$6,186	6,186	6,186
TOTAL LIABILITIES	\$22,980	23,129	20,016
RETAINED EARNINGS:			
Beginning Balance	\$23,797	23,797	24,492
Year-to-date net income/(loss)	(\$3,140)	(2,311)	(694)
Ending Balance	\$20,657	21,486	23,798
TOTAL LIABILITIES AND RETAINED EARNINGS	\$43,637	\$44,615	\$43,814

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
STATEMENTS OF CASH FLOWS**

March 2020

(\$000's)

CASH FLOWS FROM OPERATING ACTIVITIES:

	Current Month	Year to Date	Prior Year to Date
Net income/(loss)	(\$834)	(\$3,140)	(\$1,190)
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation	\$184	1,612	1,649
Accounts receivable	(\$323)	(619)	(22)
Student fees receivable	(\$248)	(144)	(33)
Short term note receivable	\$0	0	200
Inventories	(\$758)	(1,759)	(240)
Prepaid expenses and other current assets	\$4	56	91
<u>Increase/(decrease) in current liabilities:</u>			
Accounts payable	\$297	10	(1,200)
Sales tax payable & other liabilities	(\$208)	(170)	24
Wages and payroll taxes payable	(\$285)	2,251	(38)
Interest payable	\$25	46	54
Deferred Income	\$2	666	295
Funds held for others	\$23	149	(122)
 Net cash provided/(used) by operating activities	(\$2,121)	(1,041)	(532)
 CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(58)	(796)	(568)
Change in capital projects in progress	0	0	
 Net cash used in investing activities	(58)	(796)	(568)
 CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	0	0
 Net cash provided/(used) by financing activities	0	0	0
 NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(2,179)	(1,836)	(1,100)
 CASH AND CASH EQUIVALENTS, Beginning	13,294	12,951	13,915
 CASH AND CASH EQUIVALENTS, Ending	\$11,115	\$11,115	\$12,815

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
CASH RESERVE COMPUTATION
March 2020
(\$000's)**

	Current Month March 2020	Prior Month February 2020
CASH AND CASH EQUIVALENTS	\$11,115	\$13,294
BOARD REQUIRED CASH RESERVE	5,034	5,689
RESERVE SURPLUS (DEFICIT)	\$6,081	\$7,605

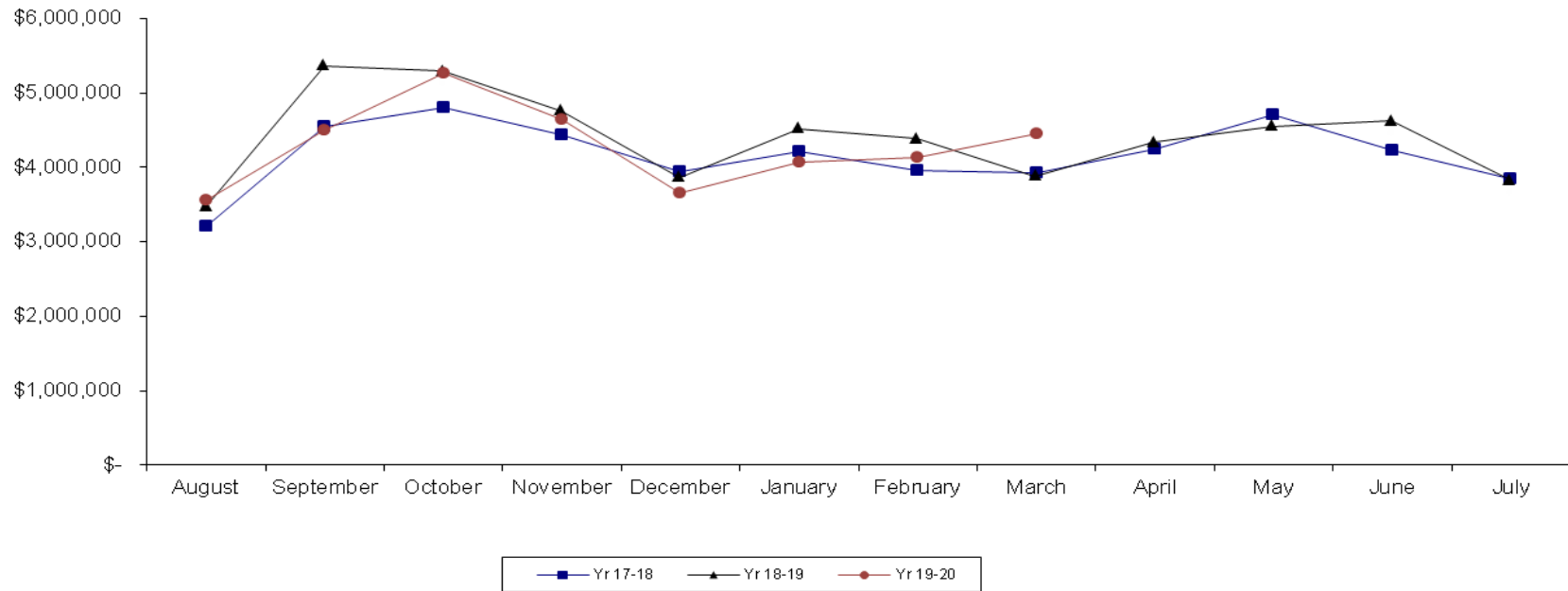
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures - Current Year Projects (\$000's)
FY 2019-2020 March 2020

PROJECT NAME	BUDGET	PROJECTED					Over (Under)	Status
		Payments	PO's	Total	Remaining Balance	Pending		
Store/Services								
2019-001 Store General Replacement	125.0	35.5	4.2	39.6	85.4		(85.4)	In Progress - to complete in 19/20
2019-002 Store Copiers	25.0	0.0	0.0	0.0	25.0	25.0	0.0	Cancelled per EMG 2/12/20
2019-003 Neon Sign Replacement	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Cancelled per EMG 2/12/20
Total Store/Services	160.0	35.5	4.2	39.6	120.4	35.0	(85.4)	
Food Service								
2019-004 FS Miscellaneous and Unanticipated	50.0	13.2	0.0	13.2	36.8		(36.8)	In Progress - to complete in 19/20
2019-005 FS Patio Furniture Upgrade	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending - to complete in 19/20
2019-006 Patio Umbrellas	30.0	0.0	24.7	24.7	5.3		(5.3)	In Progress - EDO holding
2019-007 Chef Express Ovens	15.0	6.8	0.0	6.8	8.2		(8.2)	In Progress - to complete in 19/20
2019-008 KCH Dining Room Upgrade	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Cancel
2019-009 Deep Fryer	15.0	0.0	16.8	16.8	(1.8)		1.8	Completed - pending invoice
2019-010 LuValle Patio Enhancements	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Canceled
2019-011 LuValle Interior Lamination	25.0	0.0	0.0	0.0	25.0	25.0	0.0	Canceled
2019-012 Commissary Kitchen Equipment Upgrades	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending - to complete in 19/20
2019-013 Northern Lights Lounge Furniture	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Cancelled per EMG 2/12/20
2019-014 Café Synapse Cosmetic Improvements	250.0	0.0	0.0	0.0	250.0	250.0	0.0	Canceled
Total Food Services	625.0	20.0	41.6	61.6	563.4	515.0	(48.4)	
Technology								
2019-015 Network Infrastructure Upgrade	50.0	3.5	(0.0)	3.5	46.5		(46.5)	In Progress - to complete in 19/20
2019-016 Printer Replacement	10.0	3.8	2.2	6.0	4.0		(4.0)	In Progress - to complete in 19/20
2019-017 PC Replacement	60.0	61.6	0.0	61.6	(1.6)		1.6	In Progress - to complete in 19/20
2019-018 Window Upgrade (Servers and Desktops)	195.0	95.6	1.6	97.3	97.7		(97.7)	In Progress - to complete in 19/20
2019-019 Marketing Misc. Hardware/Software Upgrades	15.0	11.1	3.3	14.4	0.6		(0.6)	In Progress - to complete in 19/20
2019-020 Oversize printer replacement	18.0	0.0	0.0	0.0	18.0	18.0	0.0	Pending - to complete in 19/20
2019-021 Video Equipment	6.0	0.0	0.0	0.0	6.0	6.0	0.0	Pending - to complete in 19/20
Total Technology	354.0	175.7	7.1	182.8	171.2	24.0	(147.2)	
Trademarks & Licensing								
2019-022 Office Remodel and Showroom	100.0	0.0	1.7	1.7	98.3	0.0	(98.3)	In Progress - to complete in 20/21
2019-023 Database/Dashboard	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Cancelled per EMG 2/12/20
Total Trademarks & Licensing	200.0	0.0	1.7	1.7	198.3	100.0	(98.3)	
Others								
2019-024 Fac Misc. and Remodels	75.0	21.1	37.9	59.0	16.0		(16.0)	In Progress - to complete in 19/20
2019-025 LVC South Entrance Waterproofing	125.0	0.0	0.0	0.0	125.0	290.0	165.0	Pending - to complete in 2020
2019-026 AU Water Regulator Heads	40.0	23.2	(0.0)	23.2	16.8		(16.8)	Completed
2019-027 AU/KH HVAC MBC Panel Replace/Upgrade	117.5	0.0	0.0	0.0	117.5	100.0	(17.5)	Pending - to complete in 19/20
2019-028 Retrofit CSSC Blaze Hoods	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending - to complete in 2020
2019-029 AU A-Level Store Fire Doors	250.0	0.0	0.0	0.0	250.0	250.0	0.0	Pending on A Level Renovation
2019-030 TH Kitchen Waterproofing	55.0	19.7	29.6	49.3	5.7		(5.7)	In Progress - to complete in 2020
2019-031 AU/KH Lighting Controls	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending - to complete in 2020
2019-032 Replace HVAC Motors	45.0	0.0	0.0	0.0	45.0	45.0	0.0	Pending - to complete in 2020
2019-033 Custodial Replacements	10.0	20.0	0.0	20.0	(10.0)		10.0	In Progress - to complete in 19/20
2019-034 SUO Mtg Rm/Venue Equipment	60.0	0.0	0.0	0.0	60.0	60.0	0.0	Pending - will spend \$15k in 19/20
2019-035 SUO General Replacement	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending - will complete in 19/20
2019-036 SUO Lounge Upgrades	40.0	0.0	0.0	0.0	40.0	40.0	0.0	Cancelled per EMG 2/12/20
2019-037 SUO Coop Dining Acoustical Enhancement	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending - other financial outcomes, est. 20/21
2019-038 SUO Information Window and Office Remodel	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending - other financial outcomes, est. 20/21
2019-039 KGS Sideroom Renovation	18.5	0.0	0.0	0.0	18.5	18.5	0.0	Pending - other financial outcomes, est. 20/21
2019-040 KGS Presentation Upgrade	10.5	0.0	0.0	0.0	10.5	10.5	0.0	Pending - other financial outcomes, est. 20/21
2019-041 Stateroom Carpet and In-Ceiling Projection Screen	32.0	0.0	0.0	0.0	32.0	32.0	0.0	Pending - other financial outcomes, est. 20/21
2019-042 Wireless Portable Sound Systems	8.5	0.0	0.0	0.0	8.5	8.5	0.0	Pending - to complete in 19/20
2019-043 Virtual EMS	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending - to complete in 19/20
2019-044 Finance Misc. Replacements	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2019-045 MCO Equipment - currency counter	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
2019-046 Replace Cameras	40.0	47.8	0.0	47.8	(7.8)		7.8	Completed
2019-047 EDO Office Furniture	3.5	0.0	0.0	0.0	3.5	3.5	0.0	Cancelled - moved to 20/21
2019-048 EDO Lighting	8.0	0.0	0.0	0.0	8.0	8.0	0.0	Cancelled - moved to 20/21
2019-049 North Campus Student Center Kitchen Roof	0.0	31.7	0.0	31.7	0.0		31.7	Completed
2019-050 Law Conceptual Design	0.0	35.0	0.0	35.0	0.0		35.0	Completed
2019-051 AU Elevator Hoist Rope Replacement	0.0	18.9	23.1	42.0	0.0		42.0	Completed - Awaiting Invoice
2019-052 Kerckhoff Elevator Work	0.0	0.0	16.0	16.0	0.0		16.0	Completed - Awaiting Invoice
2019-053 Customer Feedback Kiosks	0.0	1.1	0.5	1.6	1.9		1.6	Completed - Awaiting Invoice
2019-054 Marketing Office Remodel	0.0	0.0	6.9	6.9	9.1		6.9	In Progress - to complete in 19/20
2019-055 COVID-19	0.0	0.0	0.0	0.0	10.0		0.0	Pending
Total Others	1,093.5	218.5	114.0	332.5	915.2	1,021.0	260.0	
Total Current Year Projects	2,432.5	449.7	168.5	618.2	1,968.5	1,695.0	(119.3)	

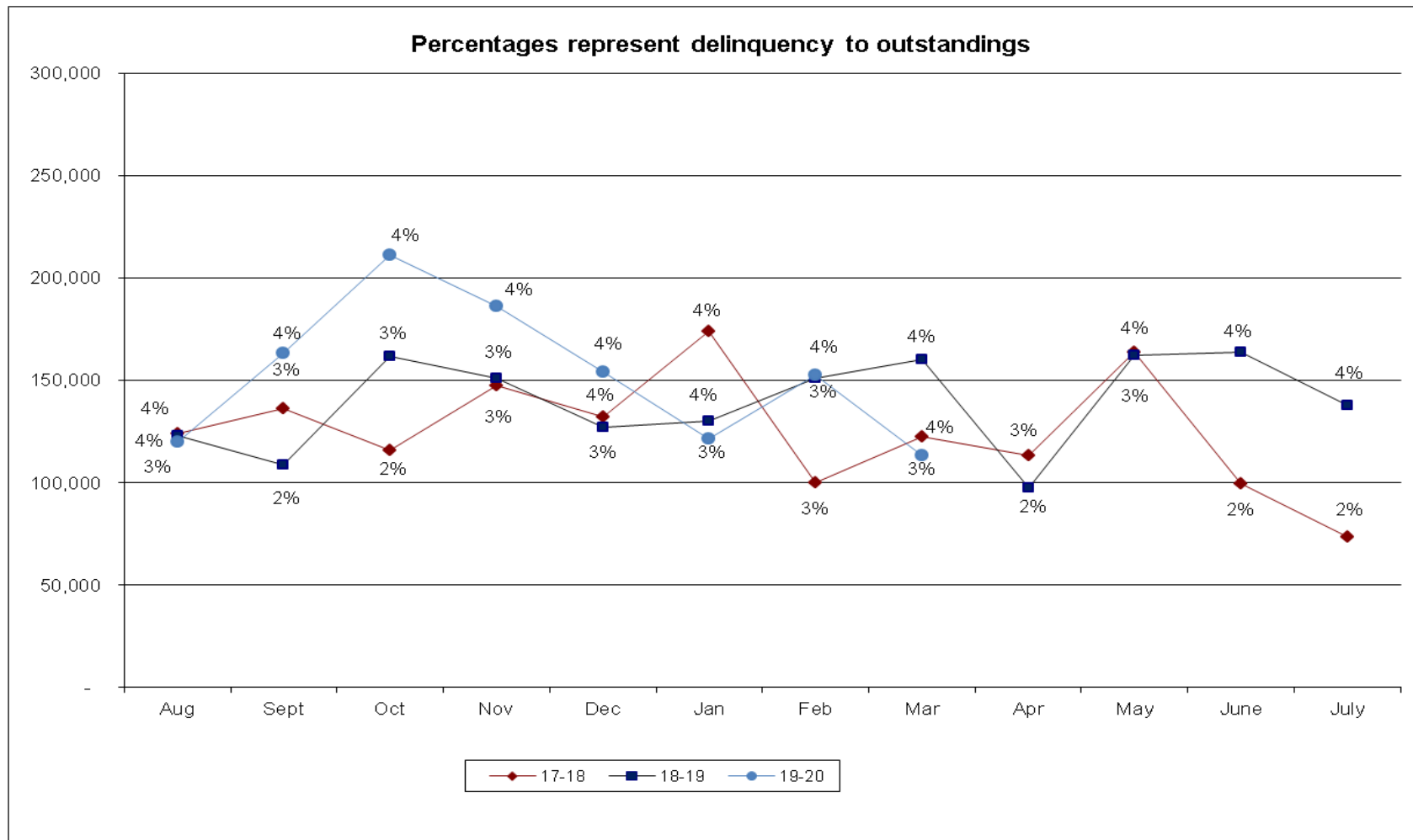
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

03/28/20	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,619,241	38%	\$66,471	67%	\$5,947	16%	\$3,221	15%	(\$1,352)	-4%	\$3,043	13%	\$1,696,571	38%
ASUCLA PUBLICATIONS		\$128,961	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$128,961	3%
ASUCLA USA/GSA		\$132,032	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$132,032	3%
DUE FROM VENDORS		\$308,563	7%	(\$1,265)	-1%	(\$1,907)	-5%	\$9,733	44%	\$29,016	89%	\$19,345	87%	\$363,485	8%
DENTAL KITS		\$209,096	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$209,096	5%
OTHER		1,849,071	44%	\$33,189	34%	\$32,338	89%	\$9,156	41%	\$5,028	15%	(\$39)	0%	1,928,743	43%
TOTAL CURRENT MONTH		\$4,246,964	100%	\$98,395	100%	\$36,378	100%	\$22,110	100%	\$32,692	100%	\$22,349	100%	\$4,458,888	100%
		95%		2%		1%		0%		1%		1%		100%	
02/22/20	Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$780,435	11%	\$243,274	70%	\$30,623	45%	\$4,152	14%	\$3,564	11%	\$2,851	13%	\$1,064,899	26%
ASUCLA PUBLICATIONS		\$92,256	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$92,256	2%
ASUCLA USA/GSA		\$143,792	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$143,792	3%
DUE FROM VENDORS		\$535,298	15%	(\$3,783)	-1%	\$2,465	4%	\$17,619	59%	\$25,155	79%	\$16,770	74%	\$593,524	14%
DENTAL KITS		\$275,636	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$275,636	7%
OTHER		\$1,809,815	50%	\$106,368	31%	\$35,370	52%	\$8,039	27%	\$3,231	10%	\$2,943	13%	\$1,965,766	48%
TOTAL CURRENT MONTH		\$3,637,232	100%	\$345,859	100%	\$68,458	100%	\$29,810	100%	\$31,950	100%	\$22,564	100%	\$4,135,873	100%
		88%		8%		2%		1%		1%		0%		100%	
01/25/20	Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$826,771	23%	\$146,874	51%	\$16,192	47%	\$15,260	46%	\$1,640	6%	\$4,063	16%	\$1,010,800	25%
ASUCLA PUBLICATIONS		\$78,165	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$78,165	2%
ASUCLA USA/GSA		\$170,818	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$170,818	4%
DUE FROM VENDORS		\$195,617	5%	\$2,862	1%	\$9,302	27%	\$8,682	27%	\$27,354	93%	\$18,236	72%	\$262,052	6%
DENTAL KITS		\$335,587	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$335,587	8%
OTHER		\$2,053,905	56%	\$139,646	48%	\$8,995	26%	\$8,779	27%	\$203	1%	\$3,005	12%	\$2,214,533	55%
TOTAL CURRENT MONTH		\$3,660,863	100%	\$289,382	100%	\$34,489	100%	\$32,721	100%	\$29,197	100%	\$25,304	100%	\$4,071,955	100%
		90%		7%		1%		1%		1%		0%		100%	

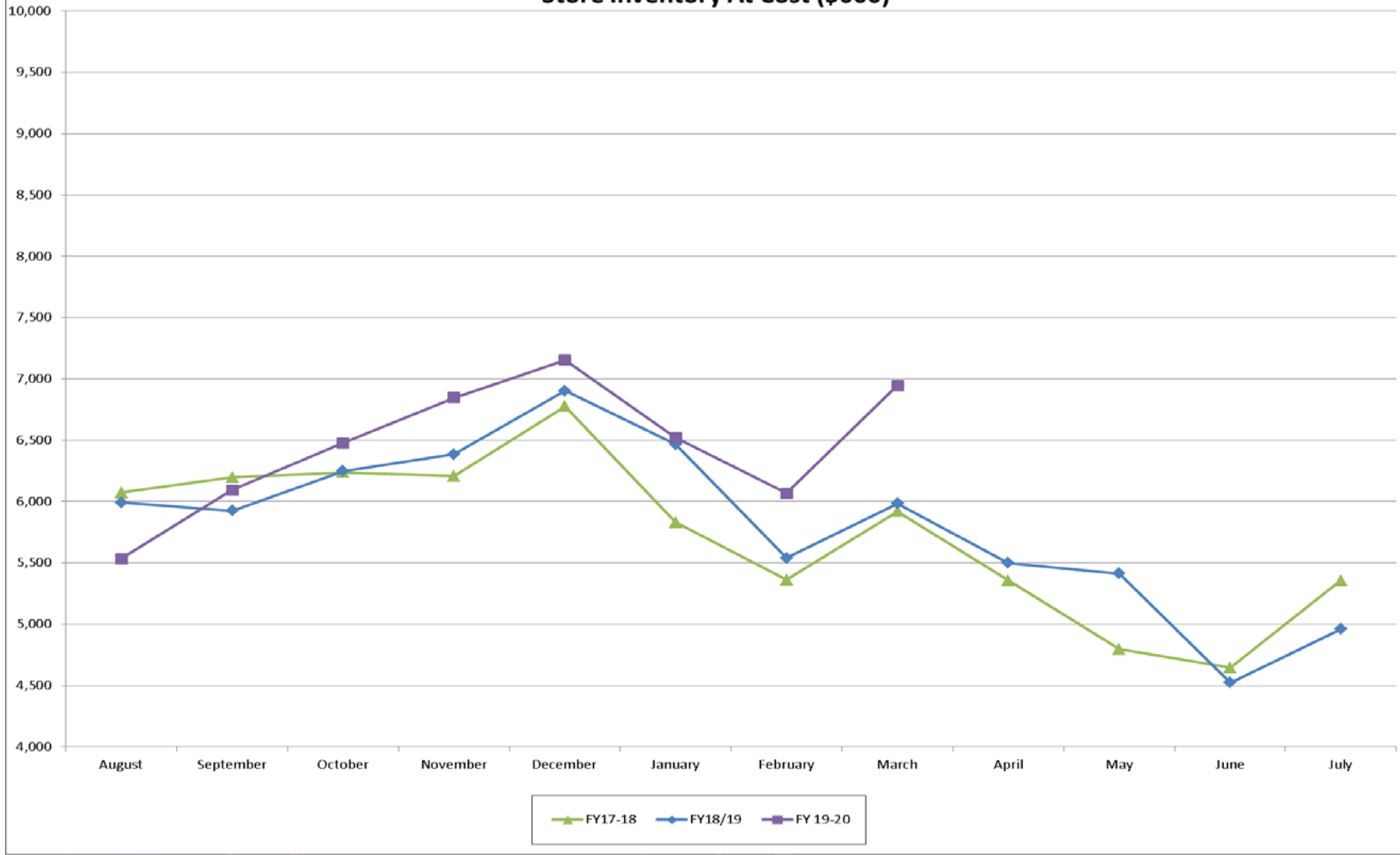
Total Accounts Receivable Balances 12 Month History Aug 17 to Mar 20



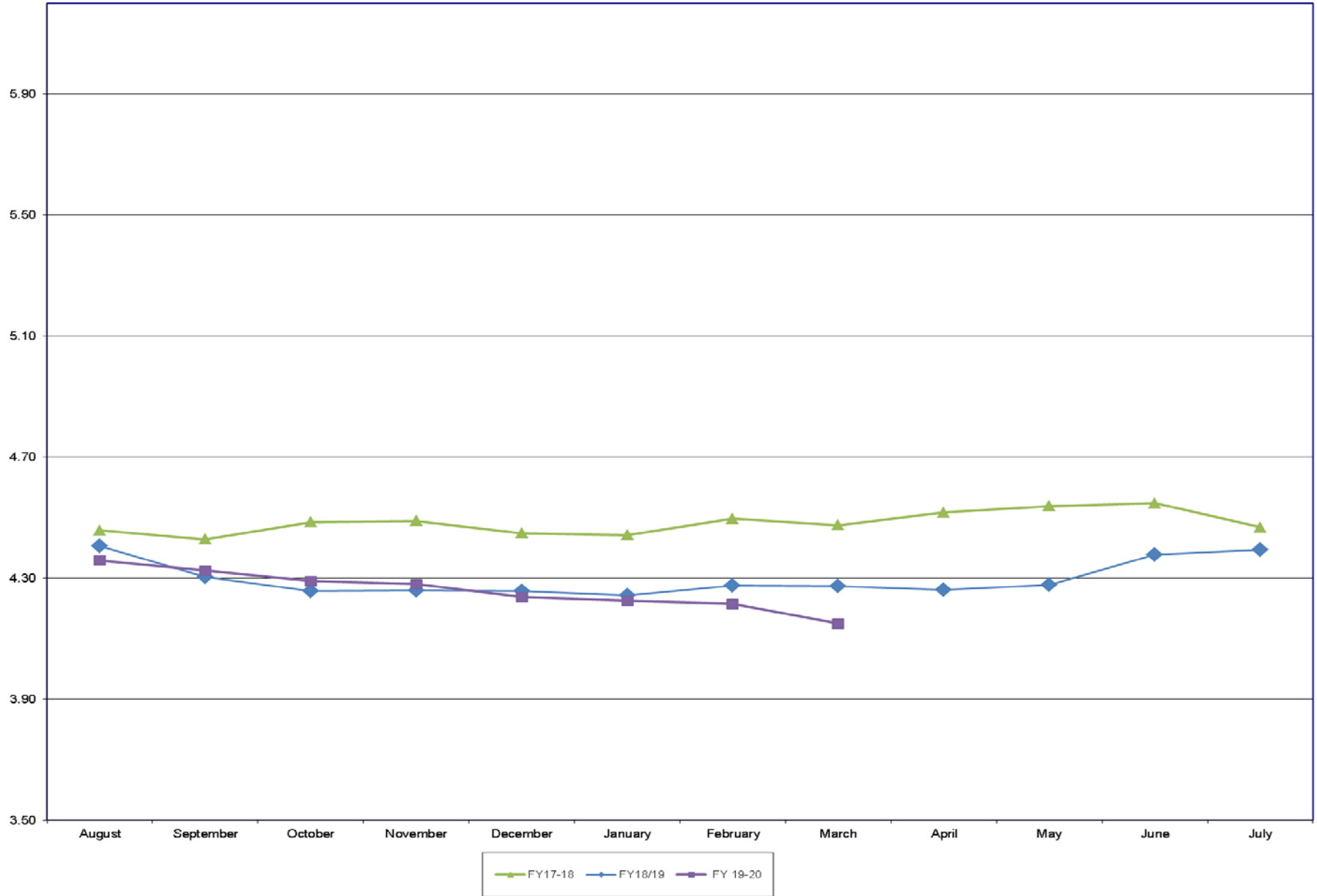
Aged Accounts Receivable Balances
> 60 Days Past Due



Associated Students UCLA Store Inventory At Cost (\$'000)



Associated Students UCLA Store Inventory Turns*



*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.

**UCLA STORE
INCOME STATEMENT**

MAR. 08(02/23/20-03/28/20)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 8 MO(07/28/19-03/28/20)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2,127,402	1,254,000	873,402	12,338,195	12,351,296	<13,101>	1,108,612	12,048,044
851,388	1,351,902	<500,514>	9,069,035	10,171,577	<1,102,542>	1,431,917	9,792,059
191,354	176,500	14,854	1,047,960	996,598	51,362	194,426	1,010,308
116,020	166,250	<50,230>	1,339,481	1,462,400	<122,919>	157,342	1,454,048
59,636	78,000	<18,364>	847,240	1,022,000	<174,760>	76,513	943,776
137,212	384,950	<247,738>	3,533,944	3,704,760	<170,816>	490,433	3,863,356
0	0	0	0	0	0	0	16,905
3,483,012	3,411,602	71,410	28,175,856	29,708,631	<1,532,775>	3,459,243	29,128,496
2,617,369	2,219,320	<398,049>	19,780,010	20,327,019	547,009	2,286,737	20,163,064
3,447	4,200	753	33,027	37,640	4,613	3,745	37,965
3,965	6,430	2,466	45,248	51,570	6,322	6,577	49,575
908	810	<98>	4,881	4,570	<311>	899	4,647
503	910	407	6,993	7,970	977	755	7,574
677	1,430	753	12,878	13,540	662	4,581	17,138
9,500	13,780	4,280	103,028	115,290	12,262	16,556	116,900
2,626,870	2,233,100	<393,770>	19,883,038	20,442,309	559,271	2,303,293	20,279,964
75.2	65.1	<10.1>	70.2	68.4	<1.8>	66.1	69.2
856,143	1,178,502	<322,360>	8,292,818	9,266,322	<973,504>	1,155,951	8,848,532
24.9	35.0	<10.1>	29.8	31.6	<1.8>	33.9	30.8
0.3	0.4	0.1	0.4	0.4	0.0	0.5	0.4
24.6	34.5	<10.0>	29.4	31.2	<1.8>	33.4	30.4
11.0	16.8	<5.7>	14.3	16.0	<1.7>	11.8	15.2
49.0	50.4	<1.4>	49.1	49.2	<0.1>	50.8	49.0
39.8	41.9	<2.2>	40.7	41.6	<0.9>	41.4	41.5
40.8	38.9	1.9	31.5	33.3	<1.8>	38.7	31.1
52.6	52.5	0.0	50.8	51.3	<0.4>	53.3	51.1
36.1	28.0	8.2	22.5	23.3	<0.8>	23.8	21.9
0.0	0.0	0.0	0.0	0.0	0.0	0.0	100.0
72,974	77,074	<4,100>	959,856	1,103,478	<143,622>	100,671	1,099,240
929,116	1,255,576	<326,460>	9,252,674	10,369,800	<1,117,126>	1,256,622	9,947,772
260,383	268,093	7,710	2,091,336	2,137,504	46,168	257,014	2,066,839
0	0	0	10,834	0	<10,834>	1,454	1,454
235,510	256,084	20,574	1,817,605	1,857,320	39,715	242,923	1,749,729
495,893	524,177	28,284	3,919,775	3,994,824	75,049	501,391	3,818,022
14.2	15.4	1.1	13.9	13.5	<0.5>	14.5	13.1
131,924	135,480	3,556	992,225	1,076,317	84,092	131,348	987,893
5,785	7,567	1,782	76,591	61,676	<14,915>	7,500	68,128
7,707	10,441	2,734	102,843	77,336	<25,507>	13,637	61,810
15	3	<12>	143	92	<51>	15	136
4,113	3,100	<1,013>	41,520	37,100	<4,420>	833	31,083
299	1,220	921	2,990	3,320	330	751	2,670
1,381	5,000	3,619	62,976	45,455	<17,521>	5,945	45,848
9,849	14,570	4,721	149,090	182,191	33,101	15,707	172,420
151	1,000	849	5,613	8,000	2,387	950	6,840
0	0	0	395	0	<395>	0	0
0	0	0	77	0	<77>	0	<4>
8,017	11,288	3,272	186,282	191,276	4,994	12,220	205,461
0	<3,500>	<3,500>	<87,030>	<91,450>	<4,420>	<3,213>	<82,019>
9,476	9,515	39	279,495	294,620	15,125	9,619	282,991
0	0	0	104	0	<104>	0	0
1,113	2,585	1,472	28,859	27,300	<1,559>	2,675	30,846
39,051	70,536	31,485	516,887	565,033	48,146	58,022	532,856
715	0	<715>	5,241	0	<5,241>	321	4,649
<78>	0	78	7,793	0	<7,793>	1,126	7,552
0	0	0	0	0	0	0	0
0	500	500	3,089	3,100	11	0	2,528
0	0	0	300	300	0	0	300
12,847	10,765	<2,082>	99,025	84,320	<14,705>	17,171	91,456
229	0	<229>	2,043	3,340	1,297	0	4,008
426	300	<126>	8,057	13,150	5,093	470	13,181
100	100	0	60,522	59,830	<692>	100	63,492
87	0	<87>	87	0	<87>	0	0
0	1	1	0	14	14	0	0
5,228	10,399	5,171	75,132	118,330	43,198	26,409	114,915
238,434	290,870	52,436	2,620,349	2,760,650	140,301	301,605	2,649,039
734,327	815,047	80,720	6,540,124	6,755,474	215,350	802,996	6,467,061
194,789	440,529	<245,740>	2,712,550	3,614,326	<901,776>	453,626	3,480,711
36,311	38,865	2,554	304,137	345,400	41,263	39,688	321,308
177,892	143,334	<34,558>	1,247,035	1,228,307	<18,728>	141,063	1,180,616
84,471	67,759	<16,712>	597,014	592,092	<4,922>	65,924	507,221
52,980	38,517	<14,463>	368,514	327,396	<41,118>	48,657	356,122
123,650	103,666	<19,984>	963,505	898,447	<65,058>	111,458	873,185
91,375	103,030	11,655	715,699	778,838	63,139	98,513	733,124
21,163	21,901	738	167,900	189,470	21,570	19,668	182,004
53,139	62,929	9,790	459,642	503,432	43,790	57,308	459,211
640,980	580,001	<60,979>	4,823,445	4,863,382	39,937	582,278	4,612,790
<446,191>	<139,472>	<306,719>	<2,110,895>	<1,249,056>	<861,839>	<128,652>	<1,132,078>

**UCLA RESTAURANTS
INCOME STATEMENT**

MAR_08(02/23/20-03/28/20)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 8 MO(07/28/19-03/28/20)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
137,472	232,793	<95,321>	1,402,169	1,513,470	<111,301>	206,849	1,404,823
191,962	369,765	<177,803>	1,775,691	2,289,100	<513,409>	218,810	1,473,581
129,642	209,620	<79,978>	1,214,659	1,376,093	<161,434>	196,427	1,308,105
190,646	338,510	<147,864>	1,746,167	2,106,831	<360,664>	300,674	1,952,037
188,644	373,239	<184,595>	1,799,591	2,329,852	<530,261>	310,346	2,098,956
207,829	256,395	<48,566>	1,580,784	1,787,409	<206,625>	283,501	1,599,505
1,046,194	1,780,322	<734,128>	9,519,061	11,402,755	<1,883,694>	1,516,608	9,837,007
383,003	596,961	213,958	3,318,988	3,884,310	565,322	507,979	3,320,911
36.6	33.5	<3.1>	34.9	34.1	<0.8>	33.5	33.8
663,191	1,183,361	<520,170>	6,200,073	7,518,445	<1,318,372>	1,008,629	6,516,096
63.4	66.5	<3.1>	65.1	65.9	<0.8>	66.5	66.2
57.3	66.0	<8.7>	63.3	66.0	<2.7>	63.6	65.9
64.8	64.7	0.1	64.6	65.2	<0.6>	67.3	66.0
63.7	67.9	<4.2>	67.6	67.4	0.2	66.6	67.5
61.7	68.3	<6.6>	65.6	67.5	<1.9>	67.0	67.7
62.5	66.0	<3.5>	64.4	64.8	<0.4>	65.2	65.4
68.5	66.8	1.8	66.0	65.7	0.2	68.8	66.5
161,621	255,749	<94,128>	1,497,728	1,695,285	<197,557>	243,524	1,593,244
824,812	1,439,110	<614,298>	7,697,801	9,213,730	<1,515,929>	1,252,153	8,109,340
329,642	350,567	20,925	2,515,795	2,580,444	64,649	326,203	2,446,633
920	3,456	2,536	15,014	24,192	9,178	7,988	31,104
348,923	427,271	78,348	2,670,001	2,798,700	128,699	386,367	2,525,807
<31,523>	<45,993>	<14,470>	<294,753>	<314,032>	<19,279>	<47,529>	<335,874>
647,962	735,301	87,339	4,906,056	5,089,304	183,248	673,029	4,667,671
61.9	41.3	<20.6>	51.5	44.6	<6.9>	44.4	47.5
166,109	189,472	23,363	1,296,808	1,387,036	90,228	166,237	1,277,427
796	2,110	1,314	13,487	14,155	668	1,853	15,998
2,653	3,795	1,142	38,245	30,050	<8,195>	4,614	22,483
0	2,000	2,000	275	8,000	7,725	0	0
0	3,000	3,000	17,093	25,000	7,907	21	10,205
58,093	79,794	21,701	450,704	514,718	64,014	71,216	445,228
5.6	4.5	<1.1>	4.7	4.5	<0.2>	4.7	4.5
7,353	6,622	<731>	58,800	50,380	<8,420>	7,602	54,780
<8,724>	<16,000>	<7,276>	<101,949>	<122,000>	<20,051>	<12,714>	<98,142>
5,284	3,885	<1,399>	39,225	29,520	<9,705>	4,935	48,485
3,323	7,329	4,006	40,977	50,669	9,692	5,214	46,615
1,248	1,369	121	21,662	14,233	<7,429>	3,239	20,371
1,945	4,320	2,375	35,825	43,132	7,307	1,798	33,036
0	500	500	0	4,000	4,000	0	0
33	0	<33>	229	0	<229>	93	330
9,075	10,777	1,702	94,906	67,301	<27,605>	9,699	74,085
24,057	58,304	34,247	315,209	379,379	64,170	42,536	318,817
1,749	3,045	1,296	16,589	19,150	2,561	2,545	17,087
1,326	1,263	<63>	5,180	8,784	3,604	<660>	<811>
16	0	<16>	149	0	<149>	18	131
500	0	<500>	1,516	500	<1,016>	0	6,462
0	0	0	5,266	0	<5,266>	0	0
238	410	172	4,609	4,680	71	238	3,096
0	0	0	640	0	<640>	3,020	11,804
0	0	0	2,373	2,900	527	1,088	8,293
27,768	36,060	8,292	196,116	259,489	63,373	31,692	218,253
34,136	0	<34,136>	34,136	0	<34,136>	0	0
336,979	398,055	61,076	2,588,068	2,791,076	203,008	344,283	2,534,032
984,942	1,133,356	148,414	7,494,125	7,880,380	386,255	1,017,312	7,201,702
<160,130>	305,754	<465,884>	203,676	1,333,350	<1,129,674>	234,841	907,638
47,446	54,519	7,073	379,859	437,142	57,283	53,274	391,279
60,422	83,647	23,225	491,360	544,502	53,142	69,746	466,728
28,691	39,545	10,854	236,840	262,082	25,242	32,595	199,596
17,995	22,479	4,484	144,446	143,405	<1,041>	24,057	142,545
41,998	60,502	18,504	378,048	393,588	15,540	55,108	339,194
80,460	90,737	10,277	630,211	685,914	55,703	86,746	645,555
18,635	19,287	652	147,845	166,859	19,014	17,319	160,264
54,751	74,027	19,276	553,763	592,216	38,453	72,149	596,522
350,399	444,743	94,344	2,962,373	3,225,708	263,335	410,995	2,941,683
<510,529>	<138,989>	<371,540>	<2,758,697>	<1,892,358>	<866,339>	<176,154>	<2,034,045>
232,667	406,811	<174,144>	2,172,923	2,562,844	<389,921>	356,238	2,361,650
75,372	132,097	<56,725>	729,634	850,433	<120,799>	128,741	853,142
157,295	274,714	<117,419>	1,443,289	1,712,411	<269,122>	227,497	1,508,508
7.20	7.00	0.20	7.14	7.15	<0.01>	7.17	7.09
9.64	9.44	0.20	9.66	9.53	0.13	9.22	9.13
6.03	5.82	0.21	5.87	5.97	<0.10>	6.09	6.02
31,633	36,941	5,308	232,442	239,466	7,024	34,617	231,146
33.07	48.19	<15.12>	40.95	47.61	<6.66>	43.81	42.56

LICENSING & SERVICES
INCOME STATEMENT

MAR. 08(02/23/20-03/28/20)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 8 MO(07/28/19-03/28/20)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
9,607	12,500	<2,893>	103,026	112,090	<9,064>	18,935	117,072
9,607	12,500	<2,893>	103,026	112,090	<9,064>	18,935	117,072
24	250	226	1,579	2,241	662	197	1,972
9,583	12,250	<2,667>	101,447	109,849	<8,402>	18,738	115,100
99.8	98.0	1.8	98.5	98.0	0.5	99.0	98.3
99.8	98.0	1.8	98.5	98.0	0.5	99.0	98.3
152,963	237,772	<84,809>	2,156,098	2,445,647	<289,549>	129,514	2,222,764
127,703	131,949	<4,246>	976,909	1,038,027	<61,118>	117,743	886,886
17,625	17,625	0	141,000	141,000	0	20,700	144,900
298,291	387,346	<89,055>	3,274,007	3,624,674	<350,667>	267,956	3,254,550
307,874	399,596	<91,722>	3,375,455	3,734,523	<359,068>	286,694	3,369,649
46,475	49,914	3,439	379,751	399,312	19,561	35,515	363,765
1,022	730	<292>	6,509	5,465	<1,044>	594	1,100
47,497	50,644	3,147	386,259	404,777	18,518	36,109	364,865
494.4	405.2	<89.3>	374.9	361.1	<13.8>	190.7	311.7
24,771	23,794	<977>	187,178	190,352	3,174	18,850	182,577
270	314	44	1,392	2,512	1,120	112	2,954
758	475	<283>	7,164	3,600	<3,564>	816	9,294
787	205	<582>	2,131	1,735	<396>	0	253
829	10,050	9,221	40,325	44,075	3,750	1,085	16,255
0	1,600	1,600	9,001	17,800	8,799	0	8,381
2,915	1,550	<1,365>	52,409	12,250	<40,159>	4,072	20,844
745	0	<745>	1,129	0	<1,129>	0	226
0	0	0	0	0	0	0	<11,062>
674	2,417	1,743	6,185	25,336	19,151	0	11,539
0	400	400	0	3,200	3,200	0	3,658
0	2,300	2,300	898	19,832	18,934	1,665	19,296
0	34,850	34,850	196,779	289,214	92,435	0	202,599
14,414	5,261	<9,153>	151,642	152,282	640	12,025	158,679
49,853	50,059	206	550,426	616,048	65,623	42,754	566,932
96,016	133,275	37,259	1,206,658	1,378,236	171,578	81,378	1,192,424
143,512	183,919	40,407	1,592,918	1,783,013	190,095	117,487	1,557,289
164,362	215,677	<51,315>	1,782,537	1,951,510	<168,973>	169,207	1,812,360
3,478	3,755	277	29,970	35,150	5,180	2,858	30,727
14,950	14,874	<76>	144,668	141,965	<2,703>	10,986	132,413
7,314	7,766	452	71,724	74,900	3,176	5,313	57,862
4,587	4,414	<173>	43,766	40,801	<2,965>	3,921	40,777
10,706	11,881	1,175	115,716	112,764	<2,952>	8,982	99,465
41,216	46,399	5,183	322,825	350,720	27,895	44,436	330,685
9,546	9,874	328	75,733	85,426	9,693	8,871	82,095
2,610	4,268	1,658	24,285	34,144	9,859	3,043	47,856
94,408	103,231	8,823	828,688	875,870	47,182	88,410	821,880
69,954	112,446	<42,492>	953,849	1,075,640	<121,791>	80,796	990,481

**UCLA STUDENT UNION
INCOME STATEMENT**

MAR. 08(02/23/20-03/28/20)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 8 MO(07/28/19-03/28/20)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
33,366	85,886	<52,520>	381,307	491,598	<110,291>	50,805	452,195
31,469	47,269	<15,800>	246,888	295,821	<48,933>	39,159	274,118
64,835	133,155	<68,320>	628,195	787,419	<159,224>	89,964	726,313
31,353	46,229	14,876	242,992	289,312	46,320	37,869	267,521
5,687	19,381	13,694	82,231	113,626	31,396	9,666	107,228
37,040	65,610	28,570	325,222	402,938	77,716	47,535	374,748
57.1	49.3	<7.9>	51.8	51.2	<0.6>	52.8	51.6
27,795	67,545	<39,750>	302,972	384,481	<81,509>	42,429	351,565
42.9	50.7	<7.9>	48.2	48.8	<0.6>	47.2	48.4
83.0	77.4	5.5	78.4	76.9	1.5	81.0	76.3
0.4	2.2	<1.8>	1.6	2.2	<0.6>	3.3	2.4
210	1,150	<940>	5,270	27,050	<21,780>	1,930	15,780
30,134	15,465	14,669	171,888	137,256	34,632	30,457	142,826
5,835	8,756	<2,921>	45,992	55,456	<9,464>	7,373	58,477
36,179	25,371	10,808	223,150	219,762	3,388	39,760	217,082
63,974	92,916	<28,942>	526,123	604,243	<78,120>	82,189	568,647
34,872	34,841	<31>	276,094	278,727	2,633	33,825	270,703
1,095	0	<1,095>	13,172	0	<13,172>	0	0
31,826	27,159	<4,667>	197,547	190,800	<6,747>	23,413	171,741
67,793	62,000	<5,793>	486,813	469,527	<17,286>	57,238	442,444
104.6	46.6	<58.0>	77.5	59.6	<17.9>	63.6	60.9
42.5	14.8	<27.6>	30.2	19.9	<10.3>	20.6	20.1
17,670	17,487	<183>	125,685	139,399	13,714	17,548	129,113
324	753	429	7,600	8,992	1,392	483	8,601
2,090	2,972	882	26,650	23,716	<2,934>	3,329	16,177
842	0	<842>	3,115	1,180	<1,935>	0	2,147
0	3,254	3,254	3,411	6,508	3,097	2,807	5,890
0	250	250	383	964	581	65	120
950	0	<950>	6,225	5,500	<725>	28	6,278
4,806	917	<3,889>	39,321	33,489	<5,832>	707	29,215
23,423	13,039	<10,384>	129,953	105,537	<24,416>	19,977	108,946
0	0	0	79	1,265	1,186	0	<0>
0	300	300	1,400	2,000	600	0	974
572	620	48	2,910	4,704	1,794	153	3,209
918	250	<668>	3,010	2,000	<1,010>	367	2,111
1,392	4,274	2,882	18,390	28,892	10,502	1,390	22,251
663	1,111	448	6,749	6,952	203	955	7,502
50	50	0	<29>	400	429	15	409
0	0	0	2,926	2,890	<36>	0	2,787
15,417	15,417	0	123,333	123,336	3	15,417	123,333
8,609	14,500	5,891	70,585	83,250	12,665	20,559	83,894
77,724	75,194	<2,530>	571,697	580,974	9,277	83,800	552,957
145,517	137,194	<8,323>	1,058,510	1,050,501	<8,009>	141,038	995,401
<81,543>	<44,278>	<37,265>	<532,387>	<446,258>	<86,129>	<58,849>	<426,754>
4,965	4,597	<368>	37,656	40,619	2,963	4,532	37,265
4,905	5,897	992	36,654	38,496	1,842	4,968	37,632
2,400	3,078	678	18,132	20,263	2,131	2,402	16,559
1,505	1,750	245	11,049	11,096	47	1,773	11,872
3,512	4,710	1,198	29,007	30,430	1,423	4,062	28,282
49,982	56,322	6,340	391,491	425,755	34,264	53,887	401,023
11,576	11,973	397	91,842	103,577	11,735	10,758	99,557
23,457	19,450	<4,007>	189,458	155,600	<33,858>	22,838	145,746
102,302	107,777	5,475	805,289	825,836	20,547	105,219	777,936
<183,846>	<152,055>	<31,791>	<1,337,676>	<1,272,094>	<65,582>	<164,068>	<1,204,689>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

MAR. 08(02/23/20-03/28/20)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 8 MO(07/28/19-03/28/20)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
357,024	345,002	<12,022>	2,809,745	2,759,487	<50,258>	332,798	2,591,398
0	815	815	18,585	6,520	<12,065>	1,047	8,922
32,858	36,060	3,202	274,695	310,229	35,534	34,276	262,299
389,882	381,877	<8,005>	3,103,025	3,076,236	<26,789>	368,121	2,862,619
7.5	6.3	<1.3>	7.0	6.3	<0.7>	6.4	6.2
200	0	<200>	13,316	11,021	<2,295>	0	10,700
0	345	345	6,000	2,760	<3,240>	0	4,000
180,152	168,786	<11,366>	1,321,166	1,350,421	29,255	169,976	1,213,917
6,602	7,872	1,270	52,755	57,159	4,404	3,901	50,276
5,392	6,619	1,227	73,191	50,186	<23,005>	9,994	45,261
683	710	27	4,766	5,684	918	548	5,269
0	3,845	3,845	12,055	29,992	17,937	1,490	6,955
0	200	200	1,025	1,600	575	666	882
1,419	2,653	1,234	36,060	22,724	<13,336>	2,698	15,740
0	1,000	1,000	0	8,000	8,000	0	0
0	1,000	1,000	500	31,282	30,782	0	2,474
1,406	417	<989>	8,436	3,332	<5,104>	855	2,718
213	320	107	10,434	14,282	3,848	141	16,808
0	0	0	209	0	<209>	0	0
0	50	50	55	400	345	0	0
34	475	441	1,244	3,950	2,706	251	1,201
0	75	75	0	600	600	0	0
0	250	250	2,122	2,000	<122>	248	2,553
27	<300>	<327>	1,681	<2,100>	<3,781>	<752>	<1,718>
1,427	100	<1,327>	3,707	800	<2,907>	886	1,509
2,653	2,500	<153>	20,357	20,000	<357>	4,824	20,459
4,439	1,425	<3,014>	20,442	15,945	<4,497>	3,944	13,375
0	100	100	15,186	10,600	<4,586>	100	10,578
5,914	6,776	862	61,318	63,526	2,208	5,635	50,418
734	1,149	415	5,912	9,185	3,273	761	6,139
13,863	16,792	2,929	107,783	134,336	26,553	15,360	105,100
0	186	186	0	1,483	1,483	0	0
2,506	2,506	0	25,686	25,686	0	2,433	24,937
<2>	42	44	134	331	197	4	3
37,682	25,367	<12,315>	215,251	202,936	<12,315>	23,061	184,488
19,710	10,310	<9,400>	148,446	52,622	<95,824>	18,989	183,089
1,188	1,188	<0>	9,507	9,504	<3>	922	9,150
9,417	9,417	0	93,803	92,833	<970>	11,667	92,838
1,819	3,000	1,181	23,218	20,000	<3,218>	6,756	17,983
8,358	8,583	225	66,860	68,664	1,804	6,250	70,964
3,824	3,824	0	7,899	7,899	0	3,713	7,669
1,756	722	<1,034>	9,665	10,375	710	4,067	23,587
12,904	18,035	5,131	87,254	115,153	27,899	10,333	103,171
0	500	500	6,223	7,650	1,427	4,462	7,448
2,356	5,305	2,949	26,501	31,683	5,182	3,240	28,849
3,900	4,095	195	29,558	32,885	3,327	3,827	29,061
8,333	14,917	6,584	66,664	119,336	52,672	7,250	58,000
0	0	0	0	0	0	0	1,308
6,909	0	<6,909>	6,909	0	<6,909>	0	0
4,442	8,797	4,356	39,546	69,993	30,447	8,541	67,955
18,589	18,590	1	148,712	148,713	1	18,048	144,384
22	500	478	31,543	29,000	<2,543>	494	26,290
368,870	359,043	<9,827>	2,823,099	2,894,431	71,332	355,582	2,665,786
758,752	740,920	<17,832>	5,926,124	5,970,667	44,543	723,702	5,528,404
21,858	24,175	2,317	171,206	182,747	11,541	23,566	175,374
5,063	5,139	77	40,164	44,455	4,291	4,705	43,538
27,026	28,044	1,018	200,715	224,352	23,637	23,117	189,361
53,946	57,358	3,412	412,085	451,554	39,469	51,387	408,272
812,698	798,278	<14,420>	6,338,209	6,422,221	84,012	775,090	5,936,677
<730,178>	<715,555>	14,623	<5,649,101>	<5,718,845>	<69,744>	<691,367>	<5,270,647>
<40,734>	<40,734>	0	<345,976>	<345,976>	0	<40,692>	<330,345>
<3,321>	<3,321>	0	<32,057>	<32,057>	0	<3,438>	<27,937>
<38,465>	<38,668>	<203>	<311,075>	<325,343>	<14,268>	<39,593>	<307,748>
<812,698>	<798,278>	14,420	<6,338,209>	<6,422,221>	<84,012>	<775,090>	<5,936,677>
0	0	0	<0>	0	0	0	0

FACILITIES
EXPENSE STATEMENT

MAR. 08(02/23/20-03/28/20)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 8 MO(07/28/19-03/28/20)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
136,842	146,674	9,832	1,084,653	1,110,719	26,066	132,798	1,044,469
6,501	9,456	2,955	45,675	54,998	9,323	7,422	49,692
1,420	970	<450>	5,667	8,244	2,577	923	2,151
<1,034>	<150>	884	<8,129>	<1,425>	6,704	<834>	<2,664>
<10,511>	<11,252>	<741>	<91,815>	<89,857>	1,958	<10,739>	<88,826>
0	<2,500>	<2,500>	<23,397>	<20,000>	3,397	0	<21,141>
133,218	143,198	9,980	1,012,655	1,062,679	50,024	129,571	983,681
75,418	89,108	13,690	620,932	666,135	45,203	70,348	602,393
81	392	311	2,212	1,317	<895>	268	1,188
678	768	90	8,589	5,824	<2,765>	706	4,992
1,852	900	<952>	6,029	1,800	<4,229>	749	2,047
5,065	5,624	559	36,375	39,828	3,453	5,819	38,958
7.8	4.2	<3.6>	5.8	5.1	<0.7>	6.5	5.4
6,741	6,929	188	44,167	46,821	2,654	6,117	44,257
1,122	1,025	<97>	14,848	11,709	<3,139>	912	11,570
1,060	1,815	755	3,993	5,433	1,440	640	3,641
33,054	32,530	<524>	234,482	259,895	25,413	41,819	263,855
4,811	4,150	<661>	35,708	36,200	492	2,511	25,745
0	250	250	2,116	2,600	484	215	801
663	1,700	1,037	14,875	13,600	<1,275>	30,641	41,313
500	300	<200>	8,342	2,400	<5,942>	477	1,720
3,794	3,075	<719>	35,496	34,125	<1,371>	<624>	76,550
12,229	12,015	<214>	80,879	89,690	8,811	10,889	83,872
3,273	3,247	<26>	37,822	30,204	<7,618>	2,388	29,742
18	1,275	1,257	13,131	10,200	<2,931>	103	5,085
0	0	0	6,600	0	<6,600>	3,424	19,603
150,359	165,103	14,744	1,206,596	1,257,781	51,185	177,402	1,257,334
283,577	308,301	24,724	2,219,251	2,320,460	101,209	306,973	2,241,014
23,058	34,167	11,109	184,571	273,336	88,765	21,516	209,884
23,058	34,167	11,109	184,571	273,336	88,765	21,516	209,884
306,634	342,468	35,834	2,403,822	2,593,796	189,974	328,489	2,450,898
<263,033>	<296,488>	<33,455>	<2,060,227>	<2,241,227>	<181,000>	<283,582>	<2,110,386>
<8,949>	<8,949>	0	<71,592>	<71,592>	0	<8,138>	<65,104>
<3,498>	<3,498>	0	<27,984>	<27,984>	0	<3,181>	<25,448>
<9,296>	<9,358>	<62>	<72,814>	<70,246>	2,568	<10,023>	<74,587>
<21,858>	<24,175>	<2,317>	<171,206>	<182,747>	<11,541>	<23,566>	<175,374>
<306,634>	<342,468>	<35,834>	<2,403,822>	<2,593,796>	<189,974>	<328,489>	<2,450,898>
0	0	0	<0>	0	0	0	0

UTILITIES
EXPENSE STATEMENT

MAR. 08(02/23/20-03/28/20)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
4,592	7,856	3,264	Chiller Water
39,428	46,186	6,758	Elec-Non Air Cond.
20,643	8,637	<12,006>	Water-Non Air Cond.
6,771	6,128	<643>	Steam-Non Air Cond.
124	3,465	3,341	Gas
0	1,551	1,551	Energy Management
71,558	73,823	2,265	TOTAL OTHER CONTROL.
71,558	73,823	2,265	TOTAL CONTROLLABLE EXP
<60,920>	<63,036>	<2,116>	Allocated-Svs and Ent
<2,460>	<2,460>	0	Allocated-USAC
<962>	<962>	0	Allocated-GSA
<2,153>	<2,227>	<74>	Allocated-Comm Board
<5,063>	<5,138>	<76>	Allocated-A & SS
<71,558>	<73,823>	<2,265>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 19-20			FISCAL YEAR 18-19	
YTD 8 MO(07/28/19-03/28/20)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
81,681	125,934	44,253	3,559	110,556
354,678	370,925	16,247	41,347	367,588
73,358	61,355	<12,003>	10,012	59,430
37,960	40,338	2,378	9,328	47,010
20,265	25,467	5,202	2,969	23,232
0	12,408	12,408	0	9,303
567,942	636,427	68,485	67,215	617,119
567,942	636,427	68,485	67,215	617,119
<483,320>	<545,336>	<62,016>	<56,616>	<523,920>
<19,680>	<19,680>	0	<2,799>	<22,392>
<7,696>	<7,696>	0	<1,094>	<8,752>
<17,082>	<19,264>	<2,182>	<2,001>	<18,517>
<40,164>	<44,451>	<4,287>	<4,705>	<43,538>
<567,942>	<636,427>	<68,485>	<67,215>	<617,119>
0	0	<0>	0	<0>