

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES
May (04/26/20 - 05/23/20)**

**Prepared
June 18, 2020**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

| MAY (04/26/20 - 05/23/20) | | | | | | | | | | FY 18-19 | | |
|---------------------------|----------------|--------------|---------------|----------------|----------------|----------------|----------------|---------------|---------------|----------|---|------------------------------------------|
| CURRENT MONTH | | | | | | | | | | ** | | |
| ACTUAL | | BUDGET | | VARIANCE | | | | LAST YEAR ACT | | | | |
| \$ | % | \$ | % | ACT/BUD | | ACT/LY ACT | | \$ | % | \$ | % | |
| | | | | \$ | % | \$ | % | | | | | |
| 1,856 | | 4,051 | | (2,195) | (54.2%) | (2,029) | (52.2%) | 3,885 | | | | GROSS INCOME |
| 17 | | 1,954 | | (1,937) | (99.1%) | (1,820) | (99.1%) | 1,837 | | | | UCLA Store |
| 277 | | 534 | | (257) | (48.1%) | (76) | (21.5%) | 353 | | | | UCLA Restaurants |
| 1 | | 169 | | (168) | (99.4%) | (108) | (99.1%) | 109 | | | | Licensing & Services |
| | | | | | | | | | | | | UCLA Student Union |
| 2,151 | | 6,708 | | (4,557) | (67.9%) | (4,033) | (65.2%) | 6,184 | | | | TOTAL |
| 407 | 21.9% | 1,335 | 33.0% | (928) | (11.1) Pts. | (823) | (9.8) Pts. | 1,230 | 31.7% | | | GROSS MARGIN |
| 12 | 70.6% | 1,378 | 70.5% | (1,366) | 0.1 | (1,278) | 0.4 | 1,290 | 70.2% | | | UCLA Store |
| 277 | 100.0% | 533 | 99.8% | (256) | 0.2 | (76) | 0.0 | 353 | 100.0% | | | UCLA Restaurants |
| 1 | 100.0% | 110 | 65.1% | (109) | 34.9 | (71) | 33.9 | 72 | 66.1% | | | Licensing & Services |
| | | | | | | | | | | | | UCLA Student Union |
| 697 | 32.4% | 3,356 | 50.0% | (2,659) | (17.6) | (2,248) | (15.2) | 2,945 | 47.6% | | | TOTAL |
| 465 | 25.1% | 633 | 15.6% | 168 | (9.5) | 155 | (9.1) | 620 | 16.0% | | | WAGES & BENEFITS |
| 667 | 3923.5% | 819 | 41.9% | 152 | (3,881.6) | 96 | (3,882.0) | 763 | 41.5% | | | UCLA Store |
| 76 | 27.4% | 74 | 13.9% | (2) | (13.5) | (25) | (13.0) | 51 | 14.4% | | | UCLA Restaurants |
| 75 | 7500.0% | 77 | 45.6% | 2 | (7,454.4) | (3) | (7,433.9) | 72 | 66.1% | | | Licensing & Services |
| | | | | | | | | | | | | UCLA Student Union |
| 1,283 | 59.6% | 1,603 | 23.9% | 320 | (35.7) | 223 | (35.2) | 1,506 | 24.4% | | | TOTAL |
| 161 | 8.7% | 165 | 4.1% | 4 | (4.6) | 16 | (4.1) | 177 | 4.6% | | | OTHER CONTROLLABLES |
| 14 | 82.4% | 184 | 9.4% | 170 | (73.0) | 172 | (72.3) | 186 | 10.1% | | | UCLA Store |
| 40 | 14.4% | 148 | 27.7% | 108 | 13.3 | 60 | 13.9 | 100 | 28.3% | | | UCLA Restaurants |
| 17 | 1700.0% | 94 | 55.6% | 77 | (1,644.4) | 63 | (1,626.6) | 80 | 73.4% | | | Licensing & Services |
| | | | | | | | | | | | | UCLA Student Union |
| 232 | 10.8% | 591 | 8.8% | 359 | (2.0) | 311 | (2.0) | 543 | 8.8% | | | TOTAL |
| (220) | (11.9%) | 537 | 13.3% | (757) | (25.2) | (654) | (23.1) | 434 | 11.2% | | | CONTRIBUTION |
| (669) | (3935.3%) | 375 | 19.2% | (1,044) | (3,954.5) | (1,011) | (3,953.9) | 342 | 18.6% | | | UCLA Store |
| 162 | 58.5% | 311 | 58.2% | (149) | 0.3 | (40) | 1.3 | 202 | 57.2% | | | UCLA Restaurants |
| (92) | (9200.0%) | (60) | (35.5%) | (32) | (9,164.5) | (12) | (9,126.6) | (80) | (73.4%) | | | Licensing & Services |
| | | | | | | | | | | | | UCLA Student Union |
| (819) | (38.1%) | 1,163 | 17.3% | (1,982) | (55.4) | (1,717) | (52.6) | 898 | 14.5% | | | TOTAL |
| 657 | 30.5% | 671 | 10.0% | 14 | (20.5) | 3 | (19.8) | 660 | 10.7% | | | ALLOCATED EXPENSES |
| 373 | 17.3% | 292 | 4.4% | (81) | (12.9) | (141) | (13.5) | 232 | 3.8% | | | Admin&Support Services |
| 43 | 2.0% | 77 | 1.1% | 34 | (0.9) | 32 | (0.8) | 75 | 1.2% | | | Facilities |
| 185 | 8.6% | 223 | 3.3% | 38 | (5.3) | 18 | (5.3) | 203 | 3.3% | | | Utilities |
| | | | | | | | | | | | | Depreciation |
| 1,258 | 58.5% | 1,263 | 18.8% | 5 | (39.7) | (88) | (39.6) | 1,170 | 18.9% | | | TOTAL |
| (2,077) | (96.6%) | (100) | (1.5%) | (1,977) | (95.1) | (1,805) | (92.2) | (272) | (4.4%) | | | NET INCOME (LOSS) FROM OPERATIONS |
| 100 | 4.6% | 2 | 0.0% | 98 | 4.6 | 94 | 4.5 | 6 | 0.1% | | | OTHER INC/(EXP) |
| 13 | 0.6% | 18 | 0.3% | (5) | 0.3 | (13) | 0.2 | 26 | 0.4% | | | Non-Recurrent Inc/(Exp) |
| (26) | (1.2%) | (26) | (0.4%) | 0 | (0.8) | 3 | (0.7) | (29) | (0.5%) | | | Interest Income |
| 0 | 0.0% | (2) | 0.0% | 2 | 0.0 | 0 | 0.0 | 0 | 0.0% | | | Interest (Expense) |
| 248 | 11.5% | 248 | 3.7% | 0 | 7.8 | (1) | 7.5 | 249 | 4.0% | | | Income Taxes |
| | | | | | | | | | | | | Student Union Fee Income |
| 335 | 15.6% | 240 | 3.6% | 95 | 12.0 | 83 | 11.5 | 252 | 4.1% | | | TOTAL |
| (1,742) | (81.0%) | 140 | 2.1% | (1,882) | (83.1) | (1,722) | (80.7) | (20) | (0.3%) | | | NET INCOME (LOSS) |

| FISCAL YEAR 2019-2020 | | | | | | | | | | FY 18-19 | | |
|-------------------------------------|----------------|----------------|---------------|-----------------|----------------|----------------|----------------|----------------|---------------|----------|---|------------------------------------------|
| YTD 10 MONTHS (07/28/19 - 05/23/20) | | | | | | | | | | ** | | |
| ACTUAL | | BUDGET | | VARIANCE | | | | LAST YEAR ACT | | | | |
| \$ | % | \$ | % | ACT/BUD | | ACT/LY ACT | | \$ | % | \$ | % | |
| | | | | \$ | % | \$ | % | | | | | |
| 32,622 | | 39,356 | | (6,734) | (17.1%) | (5,642) | (14.7%) | 38,264 | | | | GROSS INCOME |
| 11,029 | | 17,076 | | (6,047) | (35.4%) | (3,897) | (26.1%) | 14,926 | | | | UCLA Store |
| 3,953 | | 4,660 | | (707) | (15.2%) | (132) | (3.2%) | 4,085 | | | | UCLA Restaurants |
| 851 | | 1,319 | | (468) | (35.5%) | (324) | (27.6%) | 1,175 | | | | Licensing & Services |
| | | | | | | | | | | | | UCLA Student Union |
| 48,455 | | 62,411 | | (13,956) | (22.4%) | (9,995) | (17.1%) | 58,450 | | | | TOTAL |
| 10,108 | 31.0% | 13,338 | 33.9% | (3,230) | (2.9) Pts. | (2,632) | (2.3) Pts. | 12,740 | 33.3% | | | GROSS MARGIN |
| 7,698 | 69.8% | 12,023 | 70.4% | (4,325) | (0.6) | (2,890) | (1.1) | 10,588 | 70.9% | | | UCLA Store |
| 3,951 | 99.9% | 4,657 | 99.9% | (706) | 0.0 | (132) | (0.1) | 4,083 | 100.0% | | | UCLA Restaurants |
| 528 | 62.0% | 795 | 60.3% | (267) | 1.7 | (183) | 1.5 | 711 | 60.5% | | | Licensing & Services |
| | | | | | | | | | | | | UCLA Student Union |
| 22,285 | 46.0% | 30,813 | 49.4% | (8,528) | (3.4) | (5,837) | (2.1) | 28,122 | 48.1% | | | TOTAL |
| 5,915 | 18.1% | 6,341 | 16.1% | 426 | (2.0) | 134 | (2.3) | 6,049 | 15.8% | | | WAGES & BENEFITS |
| 7,453 | 67.6% | 8,111 | 47.5% | 658 | (20.1) | 8 | (17.6) | 7,461 | 50.0% | | | UCLA Store |
| 721 | 18.2% | 744 | 16.0% | 23 | (2.2) | (67) | (2.2) | 654 | 16.0% | | | UCLA Restaurants |
| 770 | 90.5% | 762 | 57.8% | (8) | (32.7) | (54) | (29.6) | 716 | 60.9% | | | Licensing & Services |
| | | | | | | | | | | | | UCLA Student Union |
| 14,859 | 30.7% | 15,958 | 25.6% | 1,099 | (5.1) | 21 | (5.2) | 14,880 | 25.5% | | | TOTAL |
| 1,881 | 5.8% | 2,060 | 5.2% | 179 | (0.6) | 181 | (0.4) | 2,062 | 5.4% | | | OTHER CONTROLLABLES |
| 1,223 | 11.1% | 1,781 | 10.4% | 558 | (0.7) | 391 | (0.3) | 1,614 | 10.8% | | | UCLA Store |
| 538 | 13.6% | 1,435 | 30.8% | 897 | 17.2 | 657 | 15.7 | 1,195 | 29.3% | | | UCLA Restaurants |
| 484 | 56.9% | 597 | 45.3% | 113 | (11.6) | 82 | (8.7) | 566 | 48.2% | | | Licensing & Services |
| | | | | | | | | | | | | UCLA Student Union |
| 4,126 | 8.5% | 5,873 | 9.4% | 1,747 | 0.9 | 1,311 | 0.8 | 5,437 | 9.3% | | | TOTAL |
| 2,312 | 7.1% | 4,937 | 12.5% | (2,625) | (5.4) | (2,317) | (5.0) | 4,629 | 12.1% | | | CONTRIBUTION |
| (978) | (8.9%) | 2,131 | 12.5% | (3,109) | (21.4) | (2,490) | (19.0) | 1,512 | 10.1% | | | UCLA Store |
| 2,691 | 68.1% | 2,478 | 53.2% | 213 | 14.9 | 457 | 13.4 | 2,234 | 54.7% | | | UCLA Restaurants |
| (725) | (85.2%) | (563) | (42.7%) | (162) | (42.5) | (154) | (36.6) | (571) | (48.6%) | | | Licensing & Services |
| | | | | | | | | | | | | UCLA Student Union |
| 3,300 | 6.8% | 8,983 | 14.4% | (5,683) | (7.6) | (4,504) | (6.6) | 7,804 | 13.4% | | | TOTAL |
| 6,528 | 13.5% | 6,593 | 10.6% | 65 | (2.9) | (382) | (3.0) | 6,146 | 10.5% | | | ALLOCATED EXPENSES |
| 2,623 | 5.4% | 2,703 | 4.3% | 80 | (1.1) | (46) | (1.0) | 2,577 | 4.4% | | | Admin&Support Services |
| 584 | 1.2% | 737 | 1.2% | 153 | 0.0 | 113 | 0.0 | 697 | 1.2% | | | Facilities |
| 1,982 | 4.1% | 2,229 | 3.6% | 247 | (0.5) | 70 | (0.6) | 2,052 | 3.5% | | | Utilities |
| | | | | | | | | | | | | Depreciation |
| 11,717 | 24.2% | 12,262 | 19.6% | 545 | (4.6) | (245) | (4.6) | 11,472 | 19.6% | | | TOTAL |
| (8,417) | (17.4%) | (3,279) | (5.3%) | (5,138) | (12.1) | (4,749) | (11.1) | (3,668) | (6.3%) | | | NET INCOME (LOSS) FROM OPERATIONS |
| 270 | 0.6% | 20 | 0.0% | 250 | 0.6 | (77) | 0.0 | 347 | 0.6% | | | OTHER INC/(EXP) |
| 185 | 0.4% | 201 | 0.3% | (16) | 0.1 | (128) | (0.1) | 313 | 0.5% | | | Non-Recurrent Inc/(Exp) |
| (255) | (0.5%) | (255) | (0.4%) | 0 | (0.1) | 34 | 0.0 | (289) | (0.5%) | | | Interest Income |
| 0 | 0.0% | (21) | 0.0% | 21 | 0.0 | 0 | 0.0 | 0 | 0.0% | | | Interest (Expense) |
| 2,484 | 5.1% | 2,484 | 4.0% | 0 | 1.1 | 25 | 0.9 | 2,459 | 4.2% | | | Income Taxes |
| | | | | | | | | | | | | Student Union Fee Income |
| 2,684 | 5.5% | 2,429 | 3.9% | 255 | 1.6 | (146) | 0.7 | 2,830 | 4.8% | | | TOTAL |
| (5,733) | (11.8%) | (850) | (1.4%) | (4,883) | (10.4) | (4,895) | (10.4) | (838) | (1.4%) | | | NET INCOME (LOSS) |

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

| MAY (04/26/20 - 05/23/20) | | | | | | | | | | FY 18-19 | |
|------------------------------------------|----------------|--------------|---------------|----------------|----------------|----------------|----------------|---------------|---------------|----------|---|
| CURRENT MONTH | | | | | | | | | | ** | |
| ACTUAL | | BUDGET | | VARIANCE | | | | LAST YEAR ACT | | | |
| | | | | ACT/BUD | | ACT/LY ACT | | | | | |
| \$ | % | \$ | % | \$ | % | \$ | % | \$ | % | \$ | % |
| 1,856 | | 4,051 | | (2,195) | (54.2%) | (2,029) | (52.2%) | 3,885 | | | |
| 17 | | 1,954 | | (1,937) | (99.1%) | (1,820) | (99.1%) | 1,837 | | | |
| 277 | | 534 | | (257) | (48.1%) | (76) | (21.5%) | 353 | | | |
| 1 | | 169 | | (168) | (99.4%) | (108) | (99.1%) | 109 | | | |
| 2,151 | | 6,708 | | (4,557) | (67.9%) | (4,033) | (65.2%) | 6,184 | | | |
| 407 | 21.9% | 1,335 | 33.0% | (928) | (11.1) Pts. | (823) | (9.8) Pts. | 1,230 | 31.7% | | |
| 12 | 70.6% | 1,378 | 70.5% | (1,366) | 0.1 | (1,278) | 0.4 | 1,290 | 70.2% | | |
| 277 | 100.0% | 533 | 99.8% | (256) | 0.2 | (76) | 0.0 | 353 | 100.0% | | |
| 1 | 100.0% | 110 | 65.1% | (109) | 34.9 | (71) | 33.9 | 72 | 66.1% | | |
| 697 | 32.4% | 3,356 | 50.0% | (2,659) | (17.6) | (2,248) | (15.2) | 2,945 | 47.6% | | |
| 626 | 33.7% | 799 | 19.7% | 173 | (14.0) | 170 | (13.2) | 796 | 20.5% | | |
| 681 | 4005.9% | 1,004 | 51.4% | 323 | (3,954.5) | 267 | (3,954.3) | 948 | 51.6% | | |
| 116 | 41.9% | 222 | 41.6% | 106 | (0.3) | 35 | 0.9 | 151 | 42.8% | | |
| 92 | 9200.0% | 170 | 100.6% | 78 | (9,099.4) | 60 | (9,060.6) | 152 | 139.4% | | |
| 1,515 | 70.4% | 2,195 | 32.7% | 680 | (37.7) | 532 | (37.3) | 2,047 | 33.1% | | |
| (220) | (11.9%) | 537 | 13.3% | (757) | (25.2) | (654) | (23.1) | 434 | 11.2% | | |
| (669) | (3935.3%) | 375 | 19.2% | (1,044) | (3,954.5) | (1,011) | (3,953.9) | 342 | 18.6% | | |
| 162 | 58.5% | 311 | 58.2% | (149) | 0.3 | (40) | 1.3 | 202 | 57.2% | | |
| (92) | (9200.0%) | (60) | (35.5%) | (32) | (9,164.5) | (12) | (9,126.6) | (80) | (73.4%) | | |
| (819) | (38.1%) | 1,163 | 17.3% | (1,982) | (55.4) | (1,717) | (52.6) | 898 | 14.5% | | |
| 770 | 41.5% | 611 | 15.1% | (159) | (26.4) | (181) | (26.3) | 589 | 15.2% | | |
| 229 | 1347.1% | 426 | 21.8% | 197 | (1,325.3) | 168 | (1,325.5) | 397 | 21.6% | | |
| 152 | 54.9% | 115 | 21.5% | (37) | (33.4) | (64) | (30.0) | 88 | 24.9% | | |
| 107 | 10700.0% | 111 | 65.7% | 4 | (10,634.3) | (11) | (10,611.9) | 96 | 88.1% | | |
| 1,258 | 58.5% | 1,263 | 18.8% | 5 | (39.7) | (88) | (39.6) | 1,170 | 18.9% | | |
| (990) | (46.0%) | (74) | (1.1%) | (916) | (44.9) | (835) | (43.5) | (155) | (2.5%) | | |
| (898) | (41.7%) | (52) | (0.8%) | (846) | (40.9) | (843) | (40.8) | (55) | (0.9%) | | |
| 10 | 0.5% | 197 | 2.9% | (187) | (2.4) | (104) | (1.3) | 114 | 1.8% | | |
| (199) | (9.3%) | (171) | (2.5%) | (28) | (6.8) | (23) | (6.5) | (176) | (2.8%) | | |
| (2,077) | (96.6%) | (100) | (1.5%) | (1,977) | (95.1) | (1,805) | (92.2) | (272) | (4.4%) | | |
| 100 | 4.6% | 2 | 0.0% | 98 | 4.6 | 94 | 4.5 | 6 | 0.1% | | |
| 13 | 0.6% | 18 | 0.3% | (5) | 0.3 | (13) | 0.2 | 26 | 0.4% | | |
| (26) | (1.2%) | (26) | (0.4%) | 0 | (0.8) | 3 | (0.7) | (29) | (0.5%) | | |
| 0 | 0.0% | (2) | 0.0% | 2 | 0.0 | 0 | 0.0 | 0 | 0.0% | | |
| 248 | 11.5% | 248 | 3.7% | 0 | 7.8 | (1) | 7.5 | 249 | 4.0% | | |
| 335 | 15.6% | 240 | 3.6% | 95 | 12.0 | 83 | 11.5 | 252 | 4.1% | | |
| (1,742) | (81.0%) | 140 | 2.1% | (1,882) | (83.1) | (1,722) | (80.7) | (20) | (0.3%) | | |
| 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) | | | | | | | | | | | |

| FISCAL YEAR 2019-2020 | | | | | | | | | | FY 18-19 | |
|-------------------------------------|----------------|----------------|---------------|-----------------|----------------|----------------|----------------|----------------|---------------|----------|---|
| YTD 10 MONTHS (07/28/19 - 05/23/20) | | | | | | | | | | ** | |
| ACTUAL | | BUDGET | | VARIANCE | | | | LAST YEAR ACT | | | |
| | | | | ACT/BUD | | ACT/LY ACT | | | | | |
| \$ | % | \$ | % | \$ | % | \$ | % | \$ | % | \$ | % |
| 32,622 | | 39,356 | | (6,734) | (17.1%) | (5,642) | (14.7%) | 38,264 | | | |
| 11,029 | | 17,076 | | (6,047) | (35.4%) | (3,897) | (26.1%) | 14,926 | | | |
| 3,953 | | 4,660 | | (707) | (15.2%) | (132) | (3.2%) | 4,085 | | | |
| 851 | | 1,319 | | (468) | (35.5%) | (324) | (27.6%) | 1,175 | | | |
| 48,455 | | 62,411 | | (13,956) | (22.4%) | (9,995) | (17.1%) | 58,450 | | | |
| 10,108 | 31.0% | 13,338 | 33.9% | (3,230) | (2.9) Pts. | (2,632) | (2.3) Pts. | 12,740 | 33.3% | | |
| 7,698 | 69.8% | 12,023 | 70.4% | (4,325) | (0.6) | (2,890) | (1.1) | 10,588 | 70.9% | | |
| 3,951 | 99.9% | 4,657 | 99.9% | (706) | 0.0 | (132) | (0.1) | 4,083 | 100.0% | | |
| 528 | 62.0% | 795 | 60.3% | (267) | 1.7 | (183) | 1.5 | 711 | 60.5% | | |
| 22,285 | 46.0% | 30,813 | 49.4% | (8,528) | (3.4) | (5,837) | (2.1) | 28,122 | 48.1% | | |
| 7,796 | 23.9% | 8,401 | 21.3% | 605 | (2.6) | 315 | (2.7) | 8,111 | 21.2% | | |
| 8,676 | 78.7% | 9,892 | 57.9% | 1,216 | (20.8) | 400 | (17.9) | 9,076 | 60.8% | | |
| 1,260 | 31.9% | 2,179 | 46.8% | 919 | 14.9 | 589 | 13.4 | 1,849 | 45.3% | | |
| 1,254 | 147.4% | 1,359 | 103.0% | 105 | (44.4) | 28 | (38.3) | 1,282 | 109.1% | | |
| 18,986 | 39.2% | 21,831 | 35.0% | 2,845 | (4.2) | 1,332 | (4.4) | 20,318 | 34.8% | | |
| 2,312 | 7.1% | 4,937 | 12.5% | (2,625) | (5.4) | (2,317) | (5.0) | 4,629 | 12.1% | | |
| (978) | (8.9%) | 2,131 | 12.5% | (3,109) | (21.4) | (2,490) | (19.0) | 1,512 | 10.1% | | |
| 2,691 | 68.1% | 2,478 | 53.2% | 213 | 14.9 | 457 | 13.4 | 2,234 | 54.7% | | |
| (725) | (85.2%) | (563) | (42.7%) | (162) | (42.5) | (154) | (36.6) | (571) | (48.6%) | | |
| 3,300 | 6.8% | 8,983 | 14.4% | (5,683) | (7.6) | (4,504) | (6.6) | 7,804 | 13.4% | | |
| 6,266 | 19.2% | 6,085 | 15.5% | (181) | (3.7) | (475) | (4.1) | 5,791 | 15.1% | | |
| 3,354 | 30.4% | 4,057 | 23.8% | 703 | (6.6) | 355 | (5.6) | 3,709 | 24.8% | | |
| 1,113 | 28.2% | 1,084 | 23.3% | (29) | (4.9) | (114) | (3.7) | 999 | 24.5% | | |
| 984 | 115.6% | 1,036 | 78.5% | 52 | (37.1) | (11) | (32.8) | 973 | 82.8% | | |
| 11,717 | 24.2% | 12,262 | 19.6% | 545 | (4.6) | (245) | (4.6) | 11,472 | 19.6% | | |
| (3,954) | (8.2%) | (1,147) | (1.8%) | (2,807) | (6.4) | (2,792) | (6.2) | (1,162) | (2.0%) | | |
| (4,332) | (8.9%) | (1,926) | (3.1%) | (2,406) | (5.8) | (2,135) | (5.1) | (2,197) | (3.8%) | | |
| 1,578 | 3.3% | 1,394 | 2.2% | 184 | 1.1 | 343 | 1.2 | 1,235 | 2.1% | | |
| (1,709) | (3.5%) | (1,600) | (2.6%) | (109) | (0.9) | (165) | (0.9) | (1,544) | (2.6%) | | |
| (8,417) | (17.4%) | (3,279) | (5.3%) | (5,138) | (12.1) | (4,749) | (11.1) | (3,668) | (6.3%) | | |
| 270 | 0.6% | 20 | 0.0% | 250 | 0.6 | (77) | 0.0 | 347 | 0.6% | | |
| 185 | 0.4% | 201 | 0.3% | (16) | 0.1 | (128) | (0.1) | 313 | 0.5% | | |
| (255) | (0.5%) | (255) | (0.4%) | 0 | (0.1) | 34 | 0.0 | (289) | (0.5%) | | |
| 0 | 0.0% | (21) | 0.0% | 21 | 0.0 | 0 | 0.0 | 0 | 0.0% | | |
| 2,484 | 5.1% | 2,484 | 4.0% | 0 | 1.1 | 25 | 0.9 | 2,459 | 4.2% | | |
| 2,684 | 5.5% | 2,429 | 3.9% | 255 | 1.6 | (146) | 0.7 | 2,830 | 4.8% | | |
| (5,733) | (11.8%) | (850) | (1.4%) | (4,883) | (10.4) | (4,895) | (10.4) | (838) | (1.4%) | | |

ASUCLA
P/L Reconciliation
May-20

| <i>Financial Analysis</i> | \$000's | |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|----------------|
| | | May-20 |
| Budgeted Net Income/(Loss) | | 140 |
| UCLA Store | | |
| Gross Margin: areas below plan: impact of lack of campus population and the physical closure due to COVID-19 | | |
| Bearwear below plan | (355) | |
| Graduation Etc. below plan | (141) | |
| Campus Portrait Studio below plan | (36) | |
| Market below plan | (93) | |
| Essential below plan | (30) | |
| E-Commerce above plan: strong yield from new Bruins committing to UCLA coupled with Ackerman Union being closed | 118 | |
| New Text below plan | (45) | |
| Used Text below plan | (16) | |
| Computer Store below plan | (39) | |
| Luvall General Merchandise below plan | (42) | |
| HSS Dental below plan | (59) | |
| Total Wages below plan, mostly student | 169 | |
| Other, positive controllables (\$3K) offset by various negative gross margin variances | (188) | |
| Total Contribution | | (757) |
| 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 | | |
| Wetzels below plan: last day of operation March 16 | (61) | |
| Panda below plan: last day of operation March 19 | (48) | |
| Greenhouse below plan: last day of operation March 14 | (93) | |
| Anderson Café below plan: last day of operation March 17 | (66) | |
| Northern Lights below plan: last day of operation March 13 | (47) | |
| No Campus Student CTR below plan: last day of operation March 13 | (118) | |
| CSSC below plan: last day of operation March 19 | (122) | |
| LuValle Food Servery below plan: last day of operation March 19 | (124) | |
| Café 451 below plan: last day of operation March 16 | (34) | |
| Jimmy's below plan: last day of operation March 19 | (61) | |
| Kerckhoff below plan: last day of operation March 19 | (104) | |
| Cooperage below plan: last day of operation March 19 | (45) | |
| Taco Bell below plan: last day of operation March 19 | (52) | |
| Catering below plan: last event March 17 | (163) | |
| Concessions below plan | (20) | |
| Total Wages below plan, mostly student | 241 | |
| Other, positive controllables (\$82K) offset by various negative gross margin variances | (127) | |
| Total Contribution | | (1,044) |
| Licensing & Services | | |
| Gross Margin: | | |
| Licensing International below plan: delay of programs in Korea and Italy, lower sales in Japan and Turkey and Pull & Bear Spring Collection not realized | (126) | |
| Licensing Domestic below plan: sales and royalties down due to COVID-19 | (89) | |
| Licensing Campus Sourcing below plan: sales and royalties down due to COVID-19 (campus not spending as much as events were cancelled) | (7) | |
| Leased Ops below plan: delay of SOLE/FSR space lease, Wescom ATM and lease ending for Hair on Campus | (15) | |
| Photography below plan due to cancellation of campus activities | (19) | |
| Total Wages below plan | 1 | |
| Other, positive controllables (mostly Licensing) | 106 | |
| Total Contribution | | (149) |
| UCLA Student Union | | |
| Gross Margin: | | |
| Event Services below plan: impact of COVID-19 | (100) | |
| AU Post Office below plan | (9) | |
| Total Wages below plan | 3 | |
| Other, positive various controllables | 74 | |
| Total Contribution | | (32) |
| Allocated Expenses and Other | | |
| A&SS below plan | 14 | |
| Maintenance above plan, mostly career wages and benefits | (81) | |
| Utilities below plan: Covid-19 related consumption reduction | 34 | |
| Depreciation lower than plan due to timing of capitals and reduced expenditures | 38 | |
| Other- mostly non-recurring | 95 | |
| Total | | 100 |
| Actual Net Income/(Loss) | | (1,742) |

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

| <i>Financial Analysis</i> | \$000's |
|------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| Budgeted Net Income/(Loss) | (850) |
| UCLA Store | |
| Gross Margin: all areas impacted by COVID-19 in March, April and May in addition to other explanations below related to earlier in the year | |
| Bearwear below plan: low sales of merchandise as it relates to fan enthusiasm on campus and at the Rose Bowl | (1,187) |
| Fast Track below plan: key volume items have slowed | (123) |
| Graduation ETC below plan | (275) |
| Market below plan: impact of mild weather, shorter Thanksgiving holiday period and overall reduction in traffic | (254) |
| Essentials below plan due to lower department sales and sales in art and basic supplies | (128) |
| 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 | (97) |
| Used Text below plan due to lower enrollment and requisitions, and the negative impact of transition to YTD method of calculating gross margin | (219) |
| CRS below plan: decline in digital reader sales and timing for department orders | (140) |
| LuValle Books below plan due to lower Law School sales and poor sell through to UCLA Extension | (82) |
| HSS Dental Kit below plan | (150) |
| Total Wages below plan | 340 |
| Other, positive various controllables (\$265K) offset by variance negative gross margin variances | (310) |
| Total Contribution | (2,625) |
| UCLA Restaurants | |
| Gross Margin: COVID-19 impact mostly started mid March | |
| Wetzel's below plan: general traffic for restaurant location has been slowing | (198) |
| Panda Express below plan | (149) |
| Greenhouse below plan | (242) |
| Anderson Café below plan: there was no historical data for the first year of the budget and sales were lower than estimated | (292) |
| Northern Lights below plan: general downward trend of customer traffic in northern areas | (160) |
| North Campus Student CTR below plan due to general downward trend of customer traffic | (352) |
| CSSC below plan: mostly decline in customer count | (320) |
| LuValle Food Servery below plan: continuing general downward trend of customer traffic in northern areas | (398) |
| Café 451 below plan: lower than plan average check, in part due to the Centennial \$.19 cent coffee refill promotion | (117) |
| Jimmy's below plan: continuing general downward trend of customer traffic in northern areas | (206) |
| Kerckhoff Coffeehouse below plan: lower average check partly due to the impact of the Centennial \$.19 cent coffee refill promotion | (371) |
| Cooperage below plan: lower average check (impacted by the Centennial \$.19 cent coffee refill promotion) | (174) |
| Taco Bell below plan (lower than plan average check and customer count) | (161) |
| Stage Canteen below plan (business has ended) | (43) |
| Catering below plan due to overall less business (two major events did not occur) | (406) |
| Concessions below plan due to low attendance at games and timing of actual events | (148) |
| Total Wages lower than plan | 632 |
| Other, positive controllables (\$584K) offset by various negative gross margin variances | (4) |
| Total Contribution | (3,109) |
| Licensing & Services | |
| Gross Margin: | |
| Licensing Domestic below plan due to downward sales trend mainly Under Armour and Sweden (H&M), and beginning of COVID-19 impact in May | (292) |
| Licensing International below plan: delay in developing new territories and slower than anticipated sales (beginning of COVID-19 effects) | (235) |
| Licensing Campus Sourcing below plan | (46) |
| Leased Ops below plan mostly due to the delay in the Wescom ATM and SOLE/FSR space leases, and end of lease for Hair on Campus | (89) |
| Photography below plan, mostly impact of COVID-19 | (44) |
| Total Wages below plan | 23 |
| Other, positive controllables mostly Licensing | 896 |
| Total Contribution | 213 |
| UCLA Student Union | |
| Gross Margin: | |
| Event Services below plan: increased on-campus marketplace competition and less off-campus events, followed by impact of COVID-19 | (235) |
| AU Post Office below plan due to decline in clientele and impact of COVID-19 | (32) |
| Total Wages above plan | (19) |
| Other, positive controllables | 124 |
| Total Contribution | (162) |
| Allocated Expenses and Other | |
| A&SS below plan in various controllables | 65 |
| Facilities lower than plan mostly repairs and maintenance, some related to COVID-19 | 80 |
| Utilities below plan: savings due to lower consumption and energy efficient processes (COVID-19 consumptions reductions started in March) | 153 |
| Depreciation lower than plan due to timing of capitals and reduced expenditures | 247 |
| Other: mostly various positive non-recurrent | 255 |
| Total | 800 |
| Actual Net Income/(Loss) | (5,733) |

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

| | Current Month May 2020 | Prior Month April 2020 | Prior Year July 2019 |
|------------------------------------------------|----------------------------------|----------------------------------|--------------------------------|
| ASSETS | | | |
| CURRENT ASSETS: | | | |
| Cash and cash equivalents | \$16,497 | \$10,272 | \$12,951 |
| Accounts receivable | 3,885 | 4,276 | 3,819 |
| Less: Allowance for doubtful accounts | (399) | (400) | (378) |
| Accounts receivable, net | 3,486 | 3,876 | 3,441 |
| Student fees receivable | 0 | 497 | 104 |
| Inventories | 7,340 | 8,174 | 5,680 |
| Prepaid expenses and other current assets | 280 | 257 | 297 |
| Total current assets | 27,603 | 23,076 | 22,473 |
| LONG TERM ASSETS | | | |
| Property, equipment and improvements | 73,483 | 73,464 | 72,703 |
| Less: Accumulated depreciation | (53,257) | (53,072) | (51,362) |
| Total long term assets | 20,226 | 20,393 | 21,341 |
| TOTAL ASSETS | \$47,829 | \$43,469 | \$43,814 |
| LIABILITIES AND RETAINED EARNINGS | | | |
| CURRENT LIABILITIES: | | | |
| Accounts payable | \$5,130 | \$5,336 | \$6,986 |
| Wages and payroll taxes payable | 10,660 | 8,312 | 3,932 |
| Sales tax payable & other liabilities | 1,011 | 921 | 959 |
| Refundable advance | 4,685 | 0 | 0 |
| Interest payable | 6 | 138 | 66 |
| Deferred income | 1,714 | 1,459 | 839 |
| Funds held for others | 373 | 402 | 140 |
| Current portion of long term debt | 948 | 908 | 908 |
| Total current liabilities | 24,527 | 17,477 | 13,830 |
| LONG TERM DEBT: | | | |
| AU expansion loan | 5,238 | 6,186 | 6,186 |
| Total long term debt | 5,238 | 6,186 | 6,186 |
| TOTAL LIABILITIES | 29,765 | 23,663 | 20,016 |
| RETAINED EARNINGS: | | | |
| Beginning Balance | 23,797 | 23,797 | 24,492 |
| Year-to-date net income/(loss) | (5,733) | (3,991) | (694) |
| Ending Balance | 18,064 | 19,806 | 23,798 |
| TOTAL LIABILITIES AND RETAINED EARNINGS | 47,829 | \$43,469 | \$43,814 |

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
STATEMENTS OF CASH FLOWS
May 2020
(\$000's)**

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss)
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:
 Depreciation
 Accounts receivable
 Student fees receivable
 Short term note receivable
 Inventories
 Prepaid expenses and other current assets
Increase/(decrease) in current liabilities:
 Accounts payable
 Sales tax payable & other liabilities
 Wages and payroll taxes payable
 Interest payable
 Deferred Income
 Funds held for others

 Net cash provided/(used) by operating activities

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements

 Net cash used in investing activities

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

Principal payments on AU expansion loan
 Refundable Advance

 Net cash provided/(used) by financing activities

NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS

CASH AND CASH EQUIVALENTS, Beginning

CASH AND CASH EQUIVALENTS, Ending

| | Current Month | Year to Date | Prior Year to Date |
|--|----------------------|---------------------|---------------------------|
| | (\$1,742) | (5,733) | (\$838) |
| | 185 | 1,982 | 2,052 |
| | 390 | (45) | (679) |
| | 497 | 104 | (531) |
| | 0 | 0 | 200 |
| | 834 | (1,660) | 257 |
| | (23) | 17 | 60 |
| | (206) | (1,879) | 387 |
| | 89 | 52 | 125 |
| | 2,349 | 6,727 | (946) |
| | (132) | (60) | 111 |
| | 254 | 875 | (80) |
| | (29) | 233 | (88) |
| | \$2,466 | 613 | 30 |
| | (18) | (844) | (751) |
| | (18) | (844) | (751) |
| | (909) | (909) | 0 |
| | 4,685 | 4,685 | 0 |
| | 3,777 | 3,777 | 0 |
| | 6,225 | 3,546 | (721) |
| | 10,272 | 12,951 | 13,915 |
| | 16,497 | 16,497 | \$13,194 |

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

| | Current Month May 2020 | Prior Month April 2020 |
|--------------------------------|---------------------------|---------------------------|
| CASH AND CASH EQUIVALENTS | \$16,497 | \$10,272 |
| RESTRICTED: REFUNDABLE ADVANCE | (4,685) | 0 |
| BOARD REQUIRED CASH RESERVE | <u>4,989</u> | <u>4,993</u> |
| RESERVE SURPLUS (DEFICIT) | <u><u>\$6,823</u></u> | <u><u>\$5,279</u></u> |

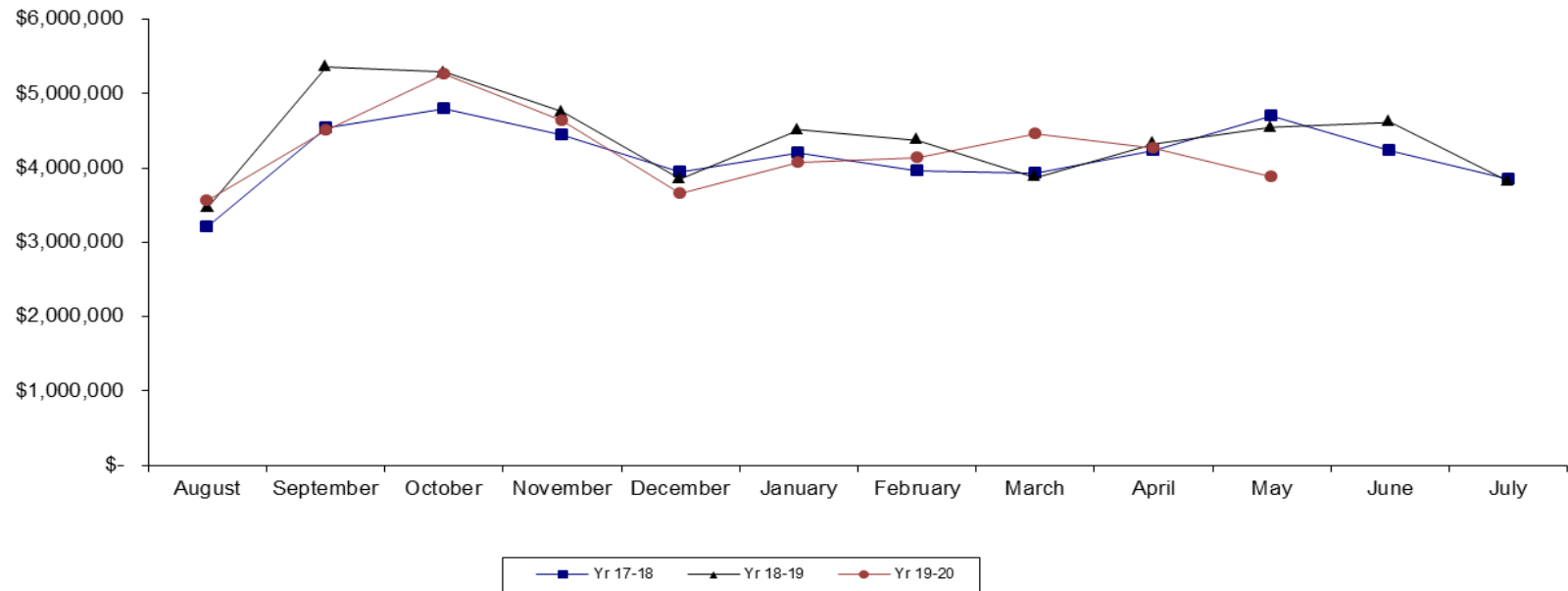
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures -Current Year Projects (\$000's)
FY 2019-2020 May 2020

| PROJECT NAME | BUDGET | PROJECTED | | | | | | Status |
|---------------------------------------------------------|----------------|--------------|--------------|--------------|-------------------|----------------|----------------|------------------------------------------------|
| | | Payments | PO's | Total | Remaining Balance | Pending | Over (Under) | |
| 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) | Cancel |
| 2019-009 Deep Fryer | 15.0 | 16.8 | 0.0 | 16.8 | (1.8) | | 1.8 | Completed |
| 2019-010 LuValle Patio Enhancements | 75.0 | 0.0 | 0.0 | 0.0 | 75.0 | | (75.0) | Canceled |
| 2019-011 LuValle Interior Lamination | 25.0 | 0.0 | 0.0 | 0.0 | 25.0 | | (25.0) | 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) | Cancelled per EMG 2/12/20 |
| 2019-014 Café Synapse Cosmetic Improvements | 250.0 | 0.0 | 0.0 | 0.0 | 250.0 | | (250.0) | Canceled |
| Total Food Services | 625.0 | 36.9 | 24.7 | 61.6 | 563.4 | 55.0 | (508.4) | |
| 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 | 14.7 | 110.3 | 84.7 | | (84.7) | 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 | 20.1 | 195.8 | 158.2 | 24.0 | (134.2) | |
| Trademarks & Licensing | | | | | | | | |
| 2019-022 Office Remodel and Showroom | 100.0 | 0.0 | 1.7 | 1.7 | 98.3 | | (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) | Cancelled per EMG 2/12/20 |
| Total Trademarks & Licensing | 200.0 | 0.0 | 1.7 | 1.7 | 198.3 | 0.0 | (198.3) | |
| 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 | 49.3 | (0.0) | 49.3 | 5.7 | | (5.7) | Completed |
| 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) | 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 Scr | 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) | Canceled - moved to 20/21 |
| 2019-048 EDO Lighting | 8.0 | 0.0 | 0.0 | 0.0 | 8.0 | | (8.0) | Canceled - 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 |
| 2019-056 AU Condensate Pump | 0.0 | 0.0 | 55.7 | 55.7 | (0.7) | | 55.7 | Pending |
| Total Others | 1,093.5 | 248.1 | 140.1 | 388.2 | 914.5 | 969.5 | 264.2 | |
| Total Current Year Projects | 2,432.5 | 496.1 | 190.8 | 686.9 | 1,954.7 | 1,083.5 | (662.1) | |

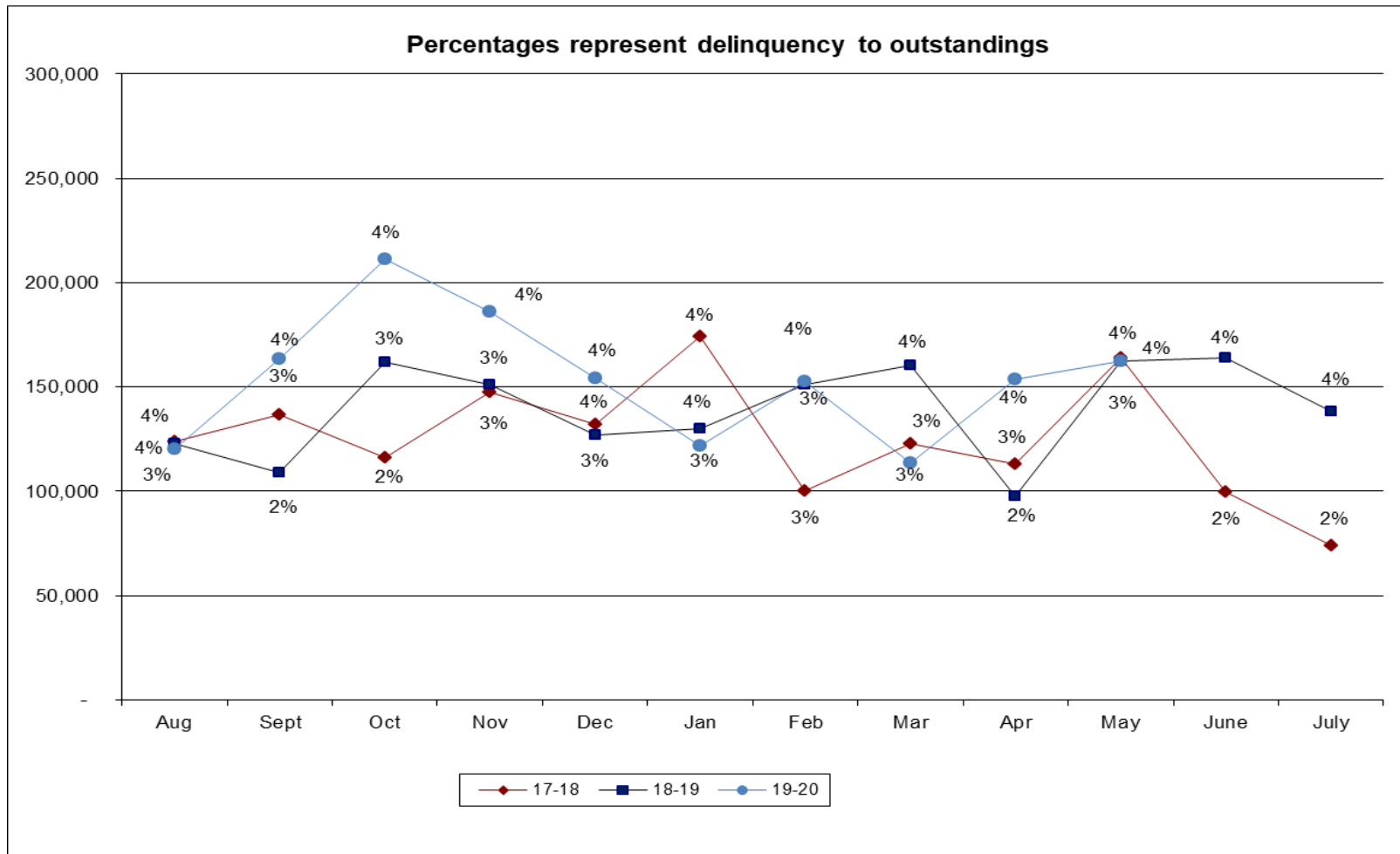
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

| 05/23/20 | May | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
|----------------------------|-----|--------------------|-------------|------------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|--------------------|-------------|
| UNIVERSITY | | \$620,814 | 20% | \$491,161 | 73% | \$60,825 | 69% | \$11,454 | 103% | \$441 | 1% | \$808 | 3% | \$1,185,503 | 31% |
| ASUCLA PUBLICATIONS | | \$84,441 | 3% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$84,441 | 2% |
| ASUCLA USA/GSA | | \$146,026 | 5% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$146,026 | 4% |
| DUE FROM VENDORS | | \$1,015,608 | 33% | \$23,121 | 3% | \$7,970 | 9% | (\$5,580) | -50% | \$36,844 | 99% | \$24,562 | 95% | \$1,102,525 | 28% |
| DENTAL KITS | | \$115,227 | 4% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$115,227 | 3% |
| OTHER | | 1,063,894 | 35% | \$162,455 | 24% | \$19,415 | 22% | \$5,262 | 47% | \$5 | 0% | \$438 | 2% | 1,251,469 | 32% |
| TOTAL CURRENT MONTH | | \$3,046,010 | 100% | \$676,737 | 100% | \$88,210 | 100% | \$11,136 | 100% | \$37,290 | 100% | \$25,808 | 100% | \$3,885,191 | 100% |
| | | 79% | | 17% | | 2% | | 0% | | 1% | | 1% | | 100% | |
| 04/25/20 | Apr | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
| UNIVERSITY | | \$669,466 | 19% | \$578,136 | 86% | \$45,119 | 70% | \$1,772 | 6% | \$2,612 | 7% | (\$537) | -2% | \$1,296,568 | 30% |
| ASUCLA PUBLICATIONS | | \$160,253 | 5% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$160,253 | 4% |
| ASUCLA USA/GSA | | \$141,630 | 4% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$141,630 | 3% |
| DUE FROM VENDORS | | \$438,080 | 13% | \$8,216 | 1% | (\$1,343) | -2% | (\$1,357) | -5% | \$35,234 | 93% | \$23,489 | 101% | \$502,319 | 12% |
| DENTAL KITS | | \$151,102 | 4% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$151,102 | 4% |
| OTHER | | \$1,889,190 | 55% | \$85,894 | 13% | \$20,183 | 32% | \$27,898 | 99% | \$102 | 0% | \$335 | 1% | \$2,023,602 | 47% |
| TOTAL CURRENT MONTH | | \$3,449,721 | 100% | \$672,246 | 100% | \$63,959 | 100% | \$28,313 | 100% | \$37,948 | 100% | \$23,287 | 100% | \$4,275,474 | 100% |
| | | 80% | | 16% | | 2% | | 1% | | 1% | | 0% | | 100% | |
| 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% | |

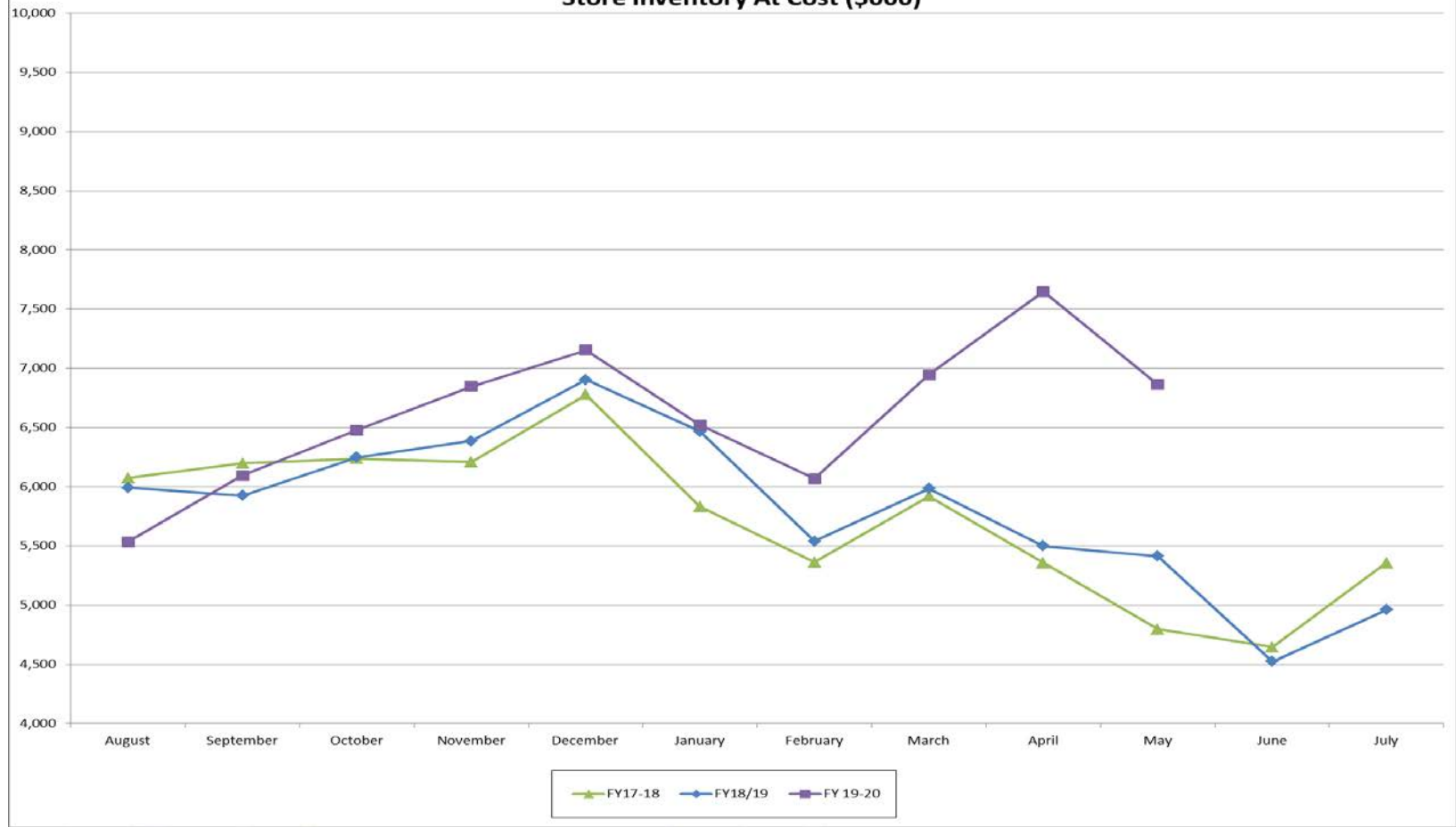
Total Accounts Receivable Balances 12 Month History Aug 17 to May 20



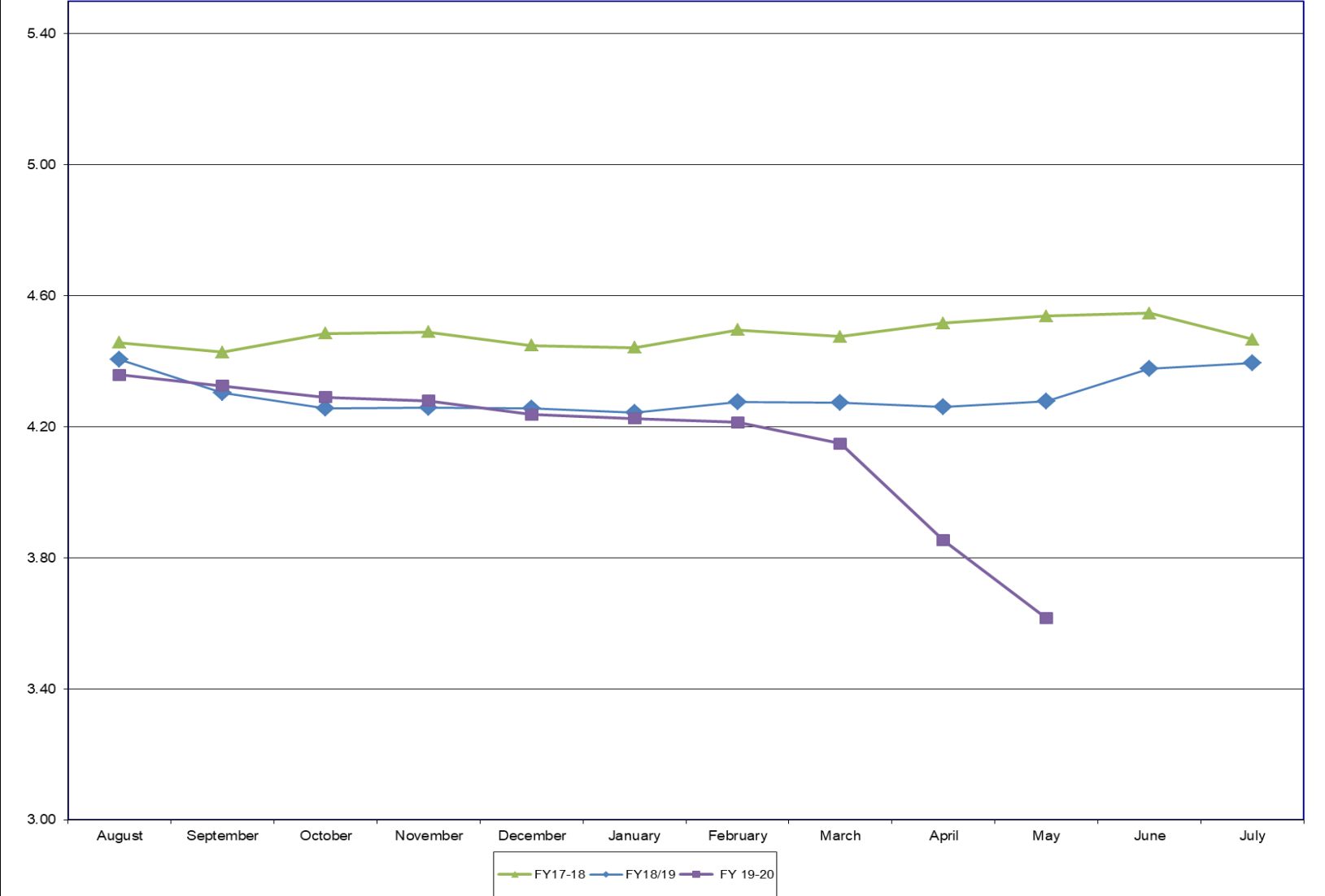
Aged Accounts Receivable Balances >60 Days Past Due



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



Associated Students UCLA Store Inventory Turns*



UCLA STORE
INCOME STATEMENT

| MAY. 10(04/26/20-05/23/20) | | | FISCAL YEAR 19-20 | | | FISCAL YEAR 18-19 | |
|----------------------------|-----------|-------------|------------------------------|-------------|-------------|-------------------|-------------|
| CURRENT MONTH | | | YTD 10 MO(07/28/19-05/23/20) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 1,193,923 | 1,382,750 | <188,827> | 14,729,323 | 15,550,546 | <821,223> | 1,145,278 | 14,861,896 |
| 153,371 | 1,571,549 | <1,418,178> | 9,264,682 | 13,419,776 | <4,155,094> | 1,498,096 | 12,908,162 |
| 34,917 | 169,165 | <134,248> | 1,119,650 | 1,324,263 | <204,613> | 173,459 | 1,351,327 |
| 12,637 | 149,100 | <136,463> | 1,378,537 | 1,790,850 | <412,313> | 156,748 | 1,787,242 |
| 302,961 | 115,000 | 187,961 | 1,327,074 | 1,219,000 | 108,074 | 116,561 | 1,141,785 |
| 40,581 | 585,325 | <544,744> | 3,589,458 | 4,684,735 | <1,095,277> | 715,996 | 4,831,872 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 16,905 |
| 1,738,391 | 3,972,889 | <2,234,498> | 31,408,725 | 37,989,170 | <6,580,445> | 3,806,138 | 36,899,189 |
| 1,446,919 | 2,702,127 | 1,255,208 | 22,404,868 | 25,872,266 | 3,467,398 | 2,641,569 | 25,377,232 |
| | | | | | | | |
| 1,608 | 2,780 | 1,172 | 37,410 | 46,720 | 9,310 | 2,847 | 46,447 |
| 132 | 6,910 | 6,778 | 45,464 | 66,345 | 20,881 | 6,464 | 63,340 |
| 165 | 780 | 615 | 5,220 | 6,080 | 860 | 801 | 6,232 |
| 110 | 810 | 700 | 7,223 | 9,750 | 2,527 | 972 | 9,435 |
| 165 | 1,970 | 1,805 | 13,209 | 17,030 | 3,821 | 2,570 | 21,301 |
| 2,179 | 13,250 | 11,071 | 108,527 | 145,925 | 37,398 | 13,655 | 146,755 |
| 1,449,098 | 2,715,377 | 1,266,279 | 22,513,395 | 26,018,191 | 3,504,796 | 2,655,224 | 25,523,987 |
| | | | | | | | |
| 83.2 | 68.0 | <15.2> | 71.3 | 68.1 | <3.2> | 69.4 | 68.8 |
| 289,292 | 1,257,512 | <968,220> | 8,895,330 | 11,970,979 | <3,075,649> | 1,150,914 | 11,375,202 |
| 16.8 | 32.0 | <15.2> | 28.7 | 31.9 | <3.2> | 30.6 | 31.2 |
| 0.1 | 0.3 | 0.2 | 0.4 | 0.4 | 0.0 | 0.4 | 0.4 |
| | | | | | | | |
| 16.6 | 31.7 | <15.0> | 28.3 | 31.5 | <3.2> | 30.2 | 30.8 |
| | | | | | | | |
| 3.3 | 11.5 | <8.1> | 13.4 | 15.8 | <2.4> | 11.3 | 15.3 |
| 53.7 | 49.0 | 4.7 | 49.3 | 49.3 | 0.1 | 47.7 | 49.0 |
| 38.1 | 41.3 | <3.1> | 40.6 | 41.5 | <1.0> | 41.4 | 41.4 |
| <60.6> | 42.2 | <102.8> | 30.5 | 34.7 | <4.2> | 21.5 | 30.9 |
| 47.6 | 52.0 | <4.5> | 50.4 | 51.4 | <1.0> | 50.6 | 51.2 |
| 42.9 | 23.3 | 19.6 | 22.5 | 23.6 | <1.0> | 19.8 | 22.2 |
| 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 100.0 |
| | | | | | | | |
| 117,335 | 77,842 | 39,493 | 1,212,859 | 1,367,138 | <154,279> | 79,164 | 1,364,511 |
| 406,627 | 1,335,354 | <928,727> | 10,108,189 | 13,338,117 | <3,229,928> | 1,230,077 | 12,739,713 |
| | | | | | | | |
| | | | | | | | |
| 260,367 | 266,645 | 6,278 | 2,611,562 | 2,670,794 | 59,232 | 257,689 | 2,582,500 |
| 0 | 1,200 | 1,200 | 10,834 | 2,400 | <8,434> | 2,007 | 4,888 |
| 68,953 | 230,762 | 161,809 | 2,031,051 | 2,320,433 | 289,382 | 231,226 | 2,214,495 |
| 329,320 | 498,607 | 169,287 | 4,653,447 | 4,993,627 | 340,180 | 490,922 | 4,801,883 |
| 18.9 | 12.6 | <6.4> | 14.8 | 13.1 | <1.7> | 12.9 | 13.0 |
| | | | | | | | |
| 135,665 | 134,760 | <905> | 1,261,878 | 1,347,001 | 85,123 | 128,635 | 1,247,153 |
| 8,537 | 4,465 | <4,072> | 89,394 | 70,129 | <19,265> | 6,428 | 81,738 |
| 7,660 | 10,441 | 2,781 | 118,554 | 98,218 | <20,336> | 13,764 | 88,918 |
| 14 | 3 | <11> | 172 | 98 | <74> | 16 | 167 |
| 99 | 400 | 301 | 40,816 | 45,800 | 4,984 | 799 | 42,914 |
| 2,599 | 300 | <2,299> | 5,888 | 6,320 | 432 | 299 | 5,568 |
| 420 | 4,600 | 4,180 | 63,578 | 54,755 | <8,823> | 4,683 | 55,142 |
| 57,352 | 20,845 | <36,507> | 265,286 | 220,921 | <44,365> | 14,576 | 205,312 |
| 2,000 | 2,800 | 800 | 7,813 | 11,800 | 3,987 | 950 | 8,740 |
| 0 | 0 | 0 | 395 | 0 | <395> | 0 | 0 |
| 0 | 0 | 0 | 77 | 0 | <77> | 11 | 7 |
| 10,700 | 17,888 | 7,188 | 204,940 | 219,027 | 14,087 | 37,096 | 258,367 |
| <1,348> | <1,650> | <302> | <89,017> | <96,600> | <7,583> | <2,474> | <91,680> |
| 91 | 15 | <76> | 280,894 | 294,650 | 13,756 | 340 | 283,894 |
| 0 | 0 | 0 | 104 | 0 | <104> | 0 | 0 |
| 1,199 | 3,110 | 1,912 | 32,043 | 32,295 | 252 | 1,996 | 40,256 |
| 36,823 | 81,947 | 45,124 | 571,854 | 729,185 | 157,331 | 79,010 | 693,056 |
| <300> | 0 | 300 | 4,836 | 0 | <4,836> | 836 | 6,440 |
| 1,204 | 0 | <1,204> | 9,296 | 0 | <9,296> | 426 | 7,835 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 3,089 | 3,100 | 11 | 1,253 | 3,780 |
| 0 | 0 | 0 | 300 | 300 | 0 | 0 | 300 |
| 16,731 | 11,065 | <5,666> | 128,424 | 106,150 | <22,274> | 10,124 | 111,199 |
| 611 | 0 | <611> | 2,654 | 3,340 | 686 | 0 | 4,008 |
| 1,031 | 650 | <381> | 10,030 | 64,950 | 54,920 | 949 | 64,644 |
| 0 | 100 | 100 | 50,059 | 60,030 | 9,971 | 100 | 63,691 |
| 15,831 | 0 | <15,831> | 23,985 | 0 | <23,985> | 0 | 0 |
| 0 | 2 | 2 | 0 | 18 | 18 | 0 | 0 |
| 0 | 8,435 | 8,435 | 55,423 | 135,825 | 80,402 | 5,611 | 127,419 |
| 296,919 | 300,176 | 3,257 | 3,142,766 | 3,407,312 | 264,546 | 305,431 | 3,308,866 |
| 626,239 | 798,783 | 172,544 | 7,796,213 | 8,400,939 | 604,726 | 796,354 | 8,110,750 |
| | | | | | | | |
| <219,612> | 536,571 | <756,183> | 2,311,976 | 4,937,178 | <2,625,202> | 433,724 | 4,628,963 |
| | | | | | | | |
| | | | | | | | |
| 35,193 | 43,717 | 8,524 | 376,959 | 429,505 | 52,546 | 39,602 | 401,574 |
| 211,900 | 154,287 | <57,613> | 1,649,815 | 1,540,557 | <109,258> | 149,736 | 1,475,736 |
| 103,687 | 73,880 | <29,807> | 810,895 | 742,300 | <68,595> | 68,950 | 656,509 |
| 59,032 | 37,497 | <21,535> | 486,666 | 409,581 | <77,085> | 53,185 | 456,184 |
| 167,732 | 109,342 | <58,390> | 1,272,692 | 1,118,450 | <154,242> | 113,367 | 1,093,912 |
| 127,324 | 104,948 | <22,376> | 915,667 | 978,135 | 62,468 | 81,472 | 907,759 |
| 13,941 | 24,673 | 10,732 | 187,380 | 236,865 | 49,485 | 24,177 | 223,460 |
| 53,139 | 62,929 | 9,790 | 565,920 | 629,290 | 63,370 | 59,172 | 575,732 |
| 771,949 | 611,273 | <160,676> | 6,265,994 | 6,084,683 | <181,311> | 589,660 | 5,790,864 |
| | | | | | | | |
| <991,561> | <74,702> | <916,859> | <3,954,018> | <1,147,505> | <2,806,513> | <155,936> | <1,161,901> |

UCLA RESTAURANTS
INCOME STATEMENT

| MAY. 10(04/26/20-05/23/20) | | | FISCAL YEAR 19-20 | | | FISCAL YEAR 18-19 | |
|----------------------------|-----------|-------------|------------------------------|-------------|-------------|-------------------|-------------|
| CURRENT MONTH | | | YTD 10 MO(07/28/19-05/23/20) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 0 | 231,873 | <231,873> | 1,401,649 | 2,010,363 | <608,714> | 206,111 | 1,851,080 |
| 0 | 367,151 | <367,151> | 1,775,655 | 3,025,755 | <1,250,100> | 232,144 | 1,936,983 |
| 41 | 215,240 | <215,199> | 1,215,392 | 1,811,350 | <595,958> | 186,041 | 1,681,027 |
| 0 | 314,685 | <314,685> | 1,746,167 | 2,750,652 | <1,004,485> | 279,798 | 2,517,244 |
| 0 | 368,415 | <368,415> | 1,793,101 | 3,082,827 | <1,289,726> | 301,958 | 2,717,875 |
| <636> | 217,213 | <217,849> | 1,572,825 | 2,213,328 | <640,503> | 384,581 | 2,154,641 |
| <596> | 1,714,577 | <1,715,173> | 9,504,789 | 14,894,275 | <5,389,486> | 1,590,632 | 12,858,849 |
| 5,271 | 575,484 | 570,213 | 3,330,863 | 5,052,891 | 1,722,028 | 546,802 | 4,338,120 |
| <885.1> | 33.6 | 918.6 | 35.0 | 33.9 | <1.1> | 34.4 | 33.7 |
| <5,867> | 1,139,093 | <1,144,960> | 6,173,927 | 9,841,384 | <3,667,457> | 1,043,830 | 8,520,729 |
| 985.1 | 66.4 | 918.6 | 65.0 | 66.1 | <1.1> | 65.6 | 66.3 |
| 0.0 | 66.1 | <66.1> | 63.4 | 66.1 | <2.7> | 65.2 | 65.7 |
| 0.0 | 65.5 | <65.5> | 64.3 | 65.2 | <0.9> | 66.3 | 66.1 |
| <655.6> | 67.9 | <723.5> | 67.7 | 67.5 | 0.1 | 65.5 | 67.4 |
| 0.0 | 68.6 | <68.6> | 65.6 | 67.8 | <2.3> | 66.9 | 67.9 |
| 0.0 | 65.9 | <65.9> | 64.1 | 65.1 | <1.0> | 67.1 | 65.7 |
| 102.9 | 65.0 | 37.8 | 65.5 | 65.7 | <0.2> | 63.6 | 66.1 |
| 17,876 | 239,092 | <221,216> | 1,524,134 | 2,181,790 | <657,656> | 246,504 | 2,066,859 |
| 12,009 | 1,378,185 | <1,366,176> | 7,698,060 | 12,023,174 | <4,325,114> | 1,290,334 | 10,587,588 |
| | | | | | | | |
| | | | | | | | |
| 368,014 | 314,181 | <53,833> | 3,148,014 | 3,210,846 | 62,832 | 288,573 | 3,028,160 |
| 1,000 | 3,456 | 2,456 | 17,675 | 31,104 | 13,429 | 5,495 | 44,521 |
| 43,453 | 379,004 | 335,551 | 2,888,287 | 3,553,028 | 664,741 | 349,799 | 3,216,352 |
| 0 | <43,635> | <43,635> | <294,753> | <403,342> | <108,589> | <40,486> | <420,175> |
| 412,467 | 653,006 | 240,539 | 5,759,224 | 6,391,636 | 632,412 | 603,381 | 5,868,858 |
| <69,258.2> | 38.1 | 69,296.3 | 60.6 | 42.9 | <17.7> | 37.9 | 45.6 |
| 254,123 | 166,320 | <87,803> | 1,693,284 | 1,719,610 | 26,326 | 159,568 | 1,592,480 |
| 298 | 1,310 | 1,012 | 13,794 | 17,375 | 3,581 | 1,377 | 18,287 |
| 2,767 | 3,745 | 978 | 44,054 | 37,540 | <6,514> | 4,511 | 31,502 |
| 0 | 1,000 | 1,000 | 275 | 10,000 | 9,725 | 0 | 0 |
| 0 | 3,000 | 3,000 | 17,093 | 31,000 | 13,907 | 2,000 | 13,655 |
| <3> | 76,961 | 76,964 | 452,489 | 671,757 | 219,268 | 72,223 | 585,466 |
| 0.6 | 4.5 | 3.9 | 4.8 | 4.5 | <0.3> | 4.5 | 4.6 |
| 688 | 6,401 | 5,713 | 60,235 | 63,410 | 3,175 | 8,218 | 69,829 |
| <6,333> | <16,000> | <9,667> | <123,616> | <154,000> | <30,384> | <13,914> | <121,209> |
| 1,332 | 3,535 | 2,203 | 41,769 | 36,590 | <5,179> | 5,656 | 59,138 |
| 40 | 7,941 | 7,901 | 40,988 | 65,837 | 24,849 | 6,781 | 58,420 |
| 86 | 969 | 883 | 21,785 | 16,496 | <5,289> | 2,739 | 25,286 |
| 170 | 3,620 | 3,450 | 36,318 | 50,397 | 14,079 | 1,134 | 35,805 |
| 0 | 500 | 500 | 0 | 5,000 | 5,000 | 0 | 0 |
| 0 | 0 | 0 | 229 | 0 | <229> | 163 | 632 |
| 2,887 | 8,492 | 5,605 | 102,487 | 83,962 | <18,525> | 10,193 | 94,847 |
| 3,935 | 55,240 | 51,305 | 323,799 | 492,672 | 168,873 | 51,676 | 421,215 |
| 0 | 2,991 | 2,991 | 16,590 | 25,263 | 8,673 | 2,537 | 22,237 |
| 0 | 1,249 | 1,249 | 5,180 | 11,314 | 6,134 | 185 | <2,732> |
| 0 | 0 | 0 | 139 | 0 | <139> | 5 | 166 |
| 0 | 0 | 0 | 1,516 | 500 | <1,016> | 2,467 | 9,288 |
| 0 | 0 | 0 | 5,266 | 0 | <5,266> | 141 | 141 |
| 238 | 410 | 172 | 5,085 | 5,500 | 415 | 238 | 3,572 |
| 0 | 0 | 0 | 640 | 0 | <640> | 0 | 11,804 |
| 0 | 0 | 0 | 2,373 | 2,900 | 527 | 3,576 | 11,869 |
| 0 | 22,945 | 22,945 | 92,425 | 307,683 | 215,258 | 23,601 | 265,053 |
| 8,290 | 0 | <8,290> | 62,500 | 0 | <62,500> | 0 | 0 |
| 268,517 | 350,629 | 82,112 | 2,916,698 | 3,500,806 | 584,108 | 345,075 | 3,206,751 |
| 680,984 | 1,003,635 | 322,651 | 8,675,921 | 9,892,442 | 1,216,521 | 948,455 | 9,075,609 |
| | | | | | | | |
| <668,975> | 374,550 | <1,043,525> | <977,861> | 2,130,732 | <3,108,593> | 341,879 | 1,511,978 |
| | | | | | | | |
| 44,079 | 57,254 | 13,175 | 464,950 | 546,826 | 81,876 | 48,674 | 489,267 |
| 1,973 | 74,407 | 72,434 | 492,731 | 690,070 | 197,339 | 70,802 | 595,616 |
| 966 | 35,632 | 34,666 | 237,458 | 332,100 | 94,642 | 32,602 | 264,296 |
| 550 | 18,085 | 17,535 | 144,809 | 181,622 | 36,813 | 25,148 | 186,422 |
| 1,562 | 52,735 | 51,173 | 379,163 | 496,177 | 117,014 | 53,605 | 435,692 |
| 112,115 | 92,427 | <19,688> | 806,294 | 861,433 | 55,139 | 71,740 | 799,330 |
| 12,276 | 21,730 | 9,454 | 164,999 | 208,600 | 43,601 | 21,289 | 196,769 |
| 55,014 | 74,027 | 19,013 | 663,790 | 740,270 | 76,480 | 72,646 | 741,586 |
| 228,535 | 426,297 | 197,762 | 3,354,194 | 4,057,098 | 702,904 | 396,506 | 3,708,978 |
| <897,510> | <51,747> | <845,763> | <4,332,055> | <1,926,366> | <2,405,689> | <54,628> | <2,197,000> |
| 0 | 386,076 | <386,076> | 2,172,923 | 3,353,349 | <1,180,426> | 334,417 | 3,042,128 |
| 0 | 121,627 | <121,627> | 729,634 | 1,102,210 | <372,576> | 115,873 | 1,093,091 |
| 0 | 264,449 | <264,449> | 1,443,289 | 2,251,140 | <807,850> | 218,544 | 1,949,037 |
| 0 | 7 | 0 | 7 | 7 | 0 | 7 | 7 |
| 0 | 9 | 0 | 10 | 10 | 0 | 9 | 9 |
| 0 | 6 | 0 | 6 | 6 | <0> | 6 | 6 |
| 7,799 | 31,057 | 23,258 | 256,652 | 301,060 | 44,408 | 30,606 | 292,475 |
| <0.08> | 55.21 | <55.28> | 37.03 | 49.47 | <12.43> | 51.97 | 43.97 |

LICENSING & SERVICES
INCOME STATEMENT

| MAY. 10(04/26/20-05/23/20) | | | FISCAL YEAR 19-20 | | | FISCAL YEAR 18-19 | |
|----------------------------|---------|-----------|------------------------------|-----------|-----------|-------------------|-----------|
| CURRENT MONTH | | | YTD 10 MO(07/28/19-05/23/20) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 6,300 | 26,000 | <19,700> | 109,406 | 154,690 | <45,284> | 32,203 | 167,877 |
| 6,300 | 26,000 | <19,700> | 109,406 | 154,690 | <45,284> | 32,203 | 167,877 |
| 0 | 520 | 520 | 1,579 | 3,093 | 1,514 | 0 | 1,972 |
| 6,300 | 25,480 | <19,180> | 107,827 | 151,597 | <43,770> | 32,203 | 165,905 |
| 100.0 | 98.0 | 2.0 | 98.6 | 98.0 | 0.6 | 100.0 | 98.8 |
| 100.0 | 98.0 | 2.0 | 98.6 | 98.0 | 0.6 | 100.0 | 98.8 |
| 136,125 | 357,772 | <221,647> | 2,453,019 | 3,026,191 | <573,172> | 186,208 | 2,615,933 |
| 117,280 | 132,441 | <15,161> | 1,214,061 | 1,302,722 | <88,661> | 113,734 | 1,114,713 |
| 17,625 | 17,625 | 0 | 176,250 | 176,250 | 0 | 20,700 | 186,300 |
| 271,030 | 507,838 | <236,808> | 3,843,330 | 4,505,163 | <661,833> | 320,642 | 3,916,946 |
| 277,330 | 533,318 | <255,988> | 3,951,157 | 4,656,760 | <705,603> | 352,845 | 4,082,851 |
| | | | | | | | |
| | | | | | | | |
| 48,412 | 49,914 | 1,502 | 474,401 | 499,140 | 24,739 | 35,776 | 435,161 |
| 1,166 | 730 | <436> | 8,637 | 6,925 | <1,712> | 678 | 2,367 |
| 49,577 | 50,644 | 1,067 | 483,038 | 506,065 | 23,027 | 36,454 | 437,529 |
| 787.0 | 194.8 | <592.2> | 441.5 | 327.2 | <114.4> | 113.2 | 260.6 |
| 26,397 | 23,794 | <2,603> | 238,373 | 237,940 | <433> | 14,881 | 216,251 |
| 47 | 314 | 267 | 1,494 | 3,140 | 1,646 | 52 | 3,057 |
| 506 | 475 | <31> | 8,325 | 4,550 | <3,775> | 726 | 10,803 |
| 0 | 205 | 205 | 2,131 | 2,145 | 14 | 369 | 1,349 |
| 0 | 3,050 | 3,050 | 40,325 | 57,175 | 16,850 | 4,226 | 20,481 |
| 0 | 1,600 | 1,600 | 9,001 | 21,000 | 11,999 | 0 | 8,381 |
| 0 | 1,550 | 1,550 | 52,665 | 15,350 | <37,315> | 14,724 | 36,402 |
| 0 | 0 | 0 | 1,129 | 0 | <1,129> | 0 | 226 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | <11,062> |
| 3,200 | 2,417 | <783> | 9,385 | 30,170 | 20,785 | 600 | 12,139 |
| 0 | 400 | 400 | 0 | 4,000 | 4,000 | 0 | 3,658 |
| 0 | 2,300 | 2,300 | 898 | 24,432 | 23,534 | 0 | 21,064 |
| 31,100 | 81,593 | 50,493 | 248,106 | 395,107 | 147,001 | 34,707 | 273,247 |
| 4,850 | 5,261 | 411 | 164,924 | 162,804 | <2,120> | 10,876 | 180,143 |
| 0 | 48,559 | 48,559 | 0 | 714,666 | 714,666 | 33,322 | 635,525 |
| 66,101 | 171,518 | 105,417 | 776,755 | 1,672,479 | 895,724 | 114,483 | 1,411,664 |
| 115,678 | 222,162 | 106,484 | 1,259,793 | 2,178,544 | 918,751 | 150,937 | 1,849,192 |
| 161,652 | 311,156 | <149,504> | 2,691,364 | 2,478,216 | 213,148 | 201,909 | 2,233,659 |
| | | | | | | | |
| | | | | | | | |
| 5,298 | 4,440 | <858> | 39,661 | 43,679 | 4,018 | 2,941 | 36,655 |
| 30,600 | 18,441 | <12,159> | 208,959 | 172,741 | <36,218> | 13,188 | 157,798 |
| 15,496 | 9,736 | <5,760> | 107,389 | 91,248 | <16,141> | 6,262 | 71,098 |
| 8,822 | 4,941 | <3,881> | 63,409 | 49,613 | <13,796> | 4,830 | 49,677 |
| 25,067 | 14,410 | <10,657> | 166,674 | 136,760 | <29,914> | 10,295 | 119,081 |
| 57,431 | 47,264 | <10,167> | 413,023 | 440,468 | 27,445 | 36,749 | 409,456 |
| 6,288 | 11,125 | 4,837 | 84,520 | 106,796 | 22,276 | 10,905 | 100,794 |
| 2,610 | 4,268 | 1,658 | 29,506 | 42,680 | 13,174 | 3,043 | 53,942 |
| 151,612 | 114,625 | <36,987> | 1,113,140 | 1,083,985 | <29,155> | 88,213 | 998,502 |
| 10,040 | 196,531 | <186,491> | 1,578,223 | 1,394,231 | 183,992 | 113,696 | 1,235,157 |

**UCLA STUDENT UNION
INCOME STATEMENT**

| MAY. 10(04/26/20-05/23/20) | | | FISCAL YEAR 19-20 | | | FISCAL YEAR 18-19 | |
|----------------------------|-----------|-----------|------------------------------|-------------|-----------|-------------------|-------------|
| CURRENT MONTH | | | YTD 10 MO(07/28/19-05/23/20) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 422 | 61,248 | <60,826> | 382,710 | 610,103 | <227,393> | 26,586 | 519,731 |
| 550 | 44,197 | <43,647> | 247,438 | 389,950 | <142,512> | 31,278 | 351,115 |
| 972 | 105,445 | <104,473> | 630,148 | 1,000,053 | <369,905> | 57,864 | 870,846 |
| 550 | 43,224 | 42,674 | 243,542 | 381,370 | 137,828 | 32,122 | 343,339 |
| <119> | 15,514 | 15,633 | 79,410 | 142,259 | 62,849 | 4,902 | 120,615 |
| 431 | 58,738 | 58,307 | 322,952 | 523,629 | 200,677 | 37,024 | 463,954 |
| 44.3 | 55.7 | 11.4 | 51.3 | 52.4 | 1.1 | 64.0 | 53.3 |
| 541 | 46,707 | <46,166> | 307,196 | 476,424 | <169,228> | 20,839 | 406,893 |
| 55.7 | 44.3 | 11.4 | 48.8 | 47.6 | 1.1 | 36.0 | 46.7 |
| 128.3 | 74.7 | 53.6 | 79.3 | 76.7 | 2.6 | 81.6 | 76.8 |
| 0.0 | 2.2 | <2.2> | 1.6 | 2.2 | <0.6> | <2.7> | 2.2 |
| 0 | 2,800 | <2,800> | 5,270 | 36,550 | <31,280> | 1,780 | 19,609 |
| 0 | 52,280 | <52,280> | 169,543 | 209,107 | <39,564> | 44,024 | 212,313 |
| 99 | 8,265 | <8,166> | 46,091 | 72,971 | <26,880> | 5,407 | 72,297 |
| 99 | 63,345 | <63,246> | 220,904 | 318,628 | <97,724> | 51,211 | 304,219 |
| 640 | 110,052 | <109,412> | 528,100 | 795,052 | <266,952> | 72,050 | 711,111 |
| | | | | | | | |
| | | | | | | | |
| 34,872 | 34,841 | <31> | 345,837 | 348,409 | 2,572 | 33,825 | 338,352 |
| 1,458 | 0 | <1,458> | 14,631 | 0 | <14,631> | 0 | 0 |
| 19,937 | 24,432 | 4,495 | 245,860 | 239,339 | <6,521> | 21,182 | 215,314 |
| 56,267 | 59,273 | 3,006 | 606,327 | 587,748 | <18,579> | 55,007 | 553,666 |
| 5,788.8 | 56.2 | <5,732.6> | 96.2 | 58.8 | <37.5> | 95.1 | 63.6 |
| 3,824.7 | 20.5 | <3,804.2> | 39.8 | 20.2 | <19.6> | 39.6 | 21.6 |
| 18,942 | 17,425 | <1,517> | 163,555 | 174,239 | 10,684 | 16,856 | 162,581 |
| 3 | 708 | 705 | 7,605 | 10,393 | 2,788 | 1,207 | 11,058 |
| 2,237 | 2,982 | 745 | 31,575 | 29,690 | <1,885> | 3,260 | 22,707 |
| 0 | 0 | 0 | 3,115 | 2,180 | <935> | 0 | 2,192 |
| 0 | 0 | 0 | 3,411 | 6,508 | 3,097 | 0 | 5,890 |
| <1,055> | 0 | 1,055 | <672> | 6,556 | 7,228 | 1,192 | 6,266 |
| 0 | 200 | 200 | 6,225 | 6,000 | <225> | 1,824 | 8,498 |
| 0 | 886 | 886 | 41,527 | 35,277 | <6,250> | 6,917 | 39,758 |
| <192> | 45,444 | 45,636 | 127,790 | 163,399 | 35,609 | 31,114 | 152,267 |
| 0 | 140 | 140 | 79 | 1,740 | 1,661 | 0 | <0> |
| 0 | 0 | 0 | 1,400 | 2,000 | 600 | 0 | 974 |
| 0 | 80 | 80 | 2,936 | 5,164 | 2,228 | <193> | 3,190 |
| <553> | 250 | 803 | 2,759 | 2,500 | <259> | 0 | 2,995 |
| 1,234 | 2,540 | 1,306 | 20,974 | 33,642 | 12,668 | 1,071 | 24,686 |
| 131 | 1,039 | 908 | 7,012 | 9,164 | 2,152 | 1,063 | 9,979 |
| 0 | 50 | 50 | <29> | 500 | 529 | <71> | 534 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 66 |
| 0 | 0 | 0 | 2,926 | 2,890 | <36> | 0 | 2,787 |
| 30 | 0 | <30> | 30 | 0 | <30> | 0 | 0 |
| 15,417 | 15,417 | 0 | 154,167 | 154,170 | 3 | 15,417 | 154,167 |
| 0 | 24,000 | 24,000 | 70,841 | 124,750 | 53,909 | 17,233 | 117,698 |
| 36,194 | 111,161 | 74,967 | 647,227 | 770,762 | 123,535 | 96,888 | 728,291 |
| 92,462 | 170,434 | 77,972 | 1,253,555 | 1,358,510 | 104,955 | 151,895 | 1,281,958 |
| <91,821> | <60,382> | <31,439> | <725,455> | <563,458> | <161,997> | <79,845> | <570,846> |
| | | | | | | | |
| 6,014 | 5,196 | <818> | 49,556 | 50,574 | 1,018 | 4,438 | 46,341 |
| 118 | 5,831 | 5,713 | 36,618 | 48,849 | 12,231 | 4,077 | 45,858 |
| 60 | 3,078 | 3,018 | 18,099 | 25,765 | 7,666 | 1,936 | 20,868 |
| 34 | 1,562 | 1,528 | 11,034 | 14,077 | 3,043 | 1,493 | 14,750 |
| 97 | 4,556 | 4,459 | 28,986 | 38,500 | 9,514 | 3,183 | 34,636 |
| 69,647 | 57,371 | <12,276> | 500,875 | 534,702 | 33,827 | 44,565 | 496,549 |
| 7,626 | 13,489 | 5,863 | 102,498 | 129,488 | 26,990 | 13,225 | 122,234 |
| 23,457 | 19,450 | <4,007> | 236,371 | 194,500 | <41,871> | 22,838 | 191,421 |
| 107,053 | 110,533 | 3,480 | 984,038 | 1,036,455 | 52,417 | 95,754 | 972,657 |
| <198,874> | <170,915> | <27,959> | <1,709,493> | <1,599,913> | <109,580> | <175,600> | <1,543,503> |

FACILITIES
EXPENSE STATEMENT

| MAY. 10(04/26/20-05/23/20) | | | FISCAL YEAR 19-20 | | | FISCAL YEAR 18-19 | |
|----------------------------|-----------|----------|------------------------------|-------------|-----------|-------------------|-------------|
| CURRENT MONTH | | | YTD 10 MO(07/28/19-05/23/20) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 216,509 | 154,348 | <62,161> | 1,419,690 | 1,395,236 | <24,454> | 120,346 | 1,288,386 |
| 4,959 | 9,353 | 4,394 | 54,236 | 72,630 | 18,394 | 6,350 | 60,091 |
| 1,549 | 1,454 | <95> | 8,188 | 10,668 | 2,480 | 749 | 3,470 |
| <116> | <225> | <109> | <8,817> | <1,800> | 7,017 | <162> | <3,281> |
| <11,749> | <11,297> | 452 | <114,916> | <112,421> | 2,495 | <12,200> | <111,932> |
| 0 | <2,500> | <2,500> | <23,397> | <25,000> | <1,603> | 0 | <21,141> |
| 211,152 | 151,133 | <60,019> | 1,334,985 | 1,339,313 | 4,328 | 115,082 | 1,215,592 |
| 136,694 | 91,448 | <45,246> | 824,248 | 835,834 | 11,586 | 72,315 | 749,750 |
| 141 | 175 | 34 | 2,390 | 1,603 | <787> | 399 | 1,687 |
| 830 | 768 | <62> | 10,386 | 7,360 | <3,026> | 748 | 6,422 |
| 25 | 0 | <25> | 6,054 | 1,800 | <4,254> | 824 | 2,872 |
| 2,273 | 5,624 | 3,351 | 39,822 | 51,076 | 11,254 | 5,632 | 49,791 |
| 233.8 | 5.3 | <228.5> | 6.3 | 5.1 | <1.2> | 9.7 | 5.7 |
| 2,412 | 5,590 | 3,178 | 48,659 | 58,885 | 10,226 | 5,223 | 54,075 |
| 608 | 1,234 | 626 | 15,456 | 14,007 | <1,449> | 1,023 | 14,008 |
| 569 | 440 | <129> | 4,732 | 6,288 | 1,556 | 412 | 5,201 |
| 23,403 | 31,245 | 7,842 | 278,022 | 322,385 | 44,363 | 28,990 | 349,301 |
| 2,113 | 4,150 | 2,037 | 38,549 | 44,500 | 5,951 | 3,694 | 30,598 |
| 0 | 250 | 250 | 2,420 | 3,250 | 830 | 0 | 801 |
| 96 | 1,700 | 1,604 | 14,845 | 17,000 | 2,155 | 119 | 41,637 |
| 0 | 300 | 300 | 8,342 | 3,000 | <5,342> | 0 | 2,209 |
| 2,041 | 3,075 | 1,034 | 41,893 | 45,050 | 3,157 | 1,769 | 82,711 |
| 9,358 | 12,810 | 3,452 | 97,583 | 114,515 | 16,932 | 11,600 | 106,985 |
| 3,173 | 3,247 | 74 | 44,268 | 36,698 | <7,570> | 2,475 | 35,378 |
| 400 | 1,275 | 875 | 13,931 | 12,750 | <1,181> | 1,153 | 8,898 |
| 0 | 0 | 0 | 6,600 | 0 | <6,600> | 36 | 24,159 |
| 2,910 | 0 | <2,910> | 7,534 | 0 | <7,534> | 0 | 0 |
| 187,047 | 163,331 | <23,716> | 1,505,734 | 1,576,001 | 70,267 | 136,412 | 1,566,484 |
| 398,199 | 314,464 | <83,735> | 2,840,719 | 2,915,314 | 74,595 | 251,494 | 2,782,076 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 24,172 | 34,167 | 9,995 | 231,801 | 341,670 | 109,869 | 22,128 | 253,710 |
| 24,172 | 34,167 | 9,995 | 231,801 | 341,670 | 109,869 | 22,128 | 253,710 |
| 422,372 | 348,631 | <73,741> | 3,072,519 | 3,256,984 | 184,465 | 273,622 | 3,035,786 |
| <366,517> | <302,010> | 64,507 | <2,635,858> | <2,814,738> | <178,880> | <234,526> | <2,613,094> |
| <8,946> | <8,946> | 0 | <89,484> | <89,484> | 0 | <8,138> | <81,380> |
| <3,497> | <3,497> | 0 | <34,978> | <34,978> | 0 | <3,180> | <31,808> |
| <12,954> | <9,553> | 3,401 | <93,159> | <88,274> | 4,885 | <8,289> | <92,354> |
| <30,458> | <24,625> | 5,833 | <219,041> | <229,510> | <10,469> | <19,489> | <217,149> |
| <422,371> | <348,631> | 73,740 | <3,072,519> | <3,256,984> | <184,465> | <273,622> | <3,035,785> |
| 0 | 0 | <0> | 0 | 0 | 0 | 0 | 0 |

UTILITIES
EXPENSE STATEMENT

| MAY. 10(04/26/20-05/23/20) | | | FISCAL YEAR 19-20 | | | FISCAL YEAR 18-19 | |
|----------------------------|----------|----------|------------------------------|-----------|-----------|-------------------|-----------|
| CURRENT MONTH | | | YTD 10 MO(07/28/19-05/23/20) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 4,449 | 10,027 | 5,578 | 86,827 | 144,549 | 57,722 | 11,339 | 129,519 |
| 30,677 | 51,473 | 20,796 | 403,169 | 470,013 | 66,844 | 51,873 | 459,262 |
| 6,476 | 10,002 | 3,526 | 78,515 | 80,471 | 1,956 | 10,342 | 75,784 |
| 6,838 | 5,792 | <1,046> | 49,766 | 52,095 | 2,329 | 5,511 | 55,642 |
| <135> | 3,890 | 4,025 | 19,224 | 32,985 | 13,761 | 2,665 | 28,862 |
| 0 | 1,551 | 1,551 | 0 | 15,510 | 15,510 | 0 | 9,303 |
| 48,305 | 82,735 | 34,430 | 637,501 | 795,623 | 158,122 | 81,730 | 758,372 |
| 48,305 | 82,735 | 34,430 | 637,501 | 795,623 | 158,122 | 81,730 | 758,372 |
| <40,132> | <71,017> | <30,885> | <539,397> | <681,753> | <142,356> | <69,596> | <643,257> |
| <2,459> | <2,459> | 0 | <24,598> | <24,598> | 0 | <2,798> | <27,988> |
| <961> | <961> | 0 | <9,618> | <9,618> | 0 | <1,093> | <10,938> |
| <1,418> | <2,509> | <1,091> | <19,064> | <24,083> | <5,019> | <2,460> | <22,735> |
| <3,335> | <5,789> | <2,454> | <44,824> | <55,571> | <10,747> | <5,783> | <53,455> |
| <48,305> | <82,735> | <34,430> | <637,501> | <795,623> | <158,122> | <81,730> | <758,372> |
| <0> | 0 | 0 | 0 | 0 | <0> | 0 | <0> |