ASSOCIATED STUDENTS
UCLA

FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES
June (05/28/23 - 07/01/23)

Prepared
July 19, 2023
ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES

TABLE OF CONTENTS

Income and Loss Summary Statement –
   Divisions at Contribution Level

Income and Loss Summary Statement –
   Divisions Fully Allocated

P/L Reconciliation

Balance Sheet

Statement of Cash Flows

Cash Reserve Computation

Capital Expenditures

Accounts Receivable Aging Report

Aged Accounts Balances Graph

Past Due Accounts Balances Graph

UCLA Store Operations Operating Summary Statement

UCLA Restaurants Operating Summary Statement

Services Division Operating Summary Statement

Student Support/Union Operating Summary Statement

Administrative & Support Services Operating Summary Statement

Maintenance Operating Summary Statement

Utilities Operating Summary Statement
## ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES
### INCOME AND LOSS SUMMARY - JUNE 2023 ($000's)
#### DIVISIONS AT CONTRIBUTION LEVEL

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<th>JUNE (05/28/23 - 07/01/23)</th>
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### FY 21-22

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### WAGES & BENEFITS

| UCLA Store | 7,143 | 7,235 | (97) | 178 | 0.6% | 6,452 | 16.9% |
| UCLA Restaurants | 9,094 | 9,691 | (697) | 597 | (8.4%) | 7,174 | 69.0% |
| Licenses & Services | 603 | 788 | (185) | 185 | 2.5% | 723 | 12.6% |
| UCLA Student Union | 875 | 1,073 | (198) | 230 | (22.7%) | 681 | 40.6% |
| **TOTAL** | 33,689 | 37,570 | 52.5% | 3,881 | (2.8%) | 6,367 | 1.6% | 27,322 | 48.1% |

### OTHER CONTROLLABLES

| UCLA Store | 2,422 | 1,908 | 514 | 318 | 0.0% | 2,104 | 4.4% |
| UCLA Restaurants | 1,687 | 2,215 | 528 | 226 | 0.0% | 1,461 | 13.1% |
| Licenses & Services | 1,912 | 1,887 | 25 | 63 | 0.0% | 1,849 | 32.1% |
| UCLA Student Union | 602 | 678 | 76 | 16 | 0.0% | 531 | 17.2% |
| **TOTAL** | 6,683 | 6,688 | 9.4% | 0.5 | 738 | 0.6% | 5,945 | 10.5% |

### CONTRIBUTION

| UCLA Store | 5,329 | 5,121 | 208 | 2,544 | 2.1% | 3,785 | 9.9% |
| UCLA Restaurants | 662 | 2,255 | 1,593 | 71 | 1,999 | 16.1 | (137) | 120 | 3.0% |
| Licenses & Services | 3,479 | 3,568 | 90 | 297 | 2.7 | 3,181 | 55.3% |
| UCLA Student Union | 418 | 1,151 | 739 | 598 | (39.6) | 180 | 10.7% |
| **TOTAL** | 9,051 | 12,095 | 16.9% | 3,044 | (3.6) | 3,242 | 3.1 | 5,809 | 10.2% |

### ALLOCATED EXPENSES

| Admin&Support Services | 9,134 | 8,787 | 356 | 1,486 | 0.0 | 7,648 | 10.3% |
| Facilities | 3,116 | 2,980 | 46 | (36) | 0.0 | 3,077 | 5.4% |
| Utilities | 949 | 713 | 236 | 61 | 0.0 | 588 | 1.0% |
| Depreciation | 1,877 | 2,224 | 347 | 27 | 0.0 | 1,850 | 3.3% |
| **TOTAL** | 14,776 | 14,695 | 20.5% | 813 | (1.3) | 1,613 | 1.4 | 13,163 | 23.2% |

### NET INCOME (LOSS)

| FROM OPERATIONS | 5,729 | 2,600 | 3,125 | 4,829 | 4.5 | 7,354 | 12.9% |

### OTHER INC/(EXP)

| Non-Recurent Inc/(Exp) | 717 | 1,151 | 695 | 2.2 | 2,658 | 4.0% |
| Interest Income | 522 | 197 | 325 | 0.5 | 426 | 0.6 | 96 | 0.2% |
| Interest (Expense) | (154) | (154) | 0 | 0 | 196 | 0.3% |
| Income Taxes | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Pension & Benefits | 2,093 | 2,924 | 77 | 13 | 2,902 | 5.1% |
| **TOTAL** | 4,086 | 2,989 | 1,097 | 988 | (2.9) | 5,074 | 8.9% |

| NET INCOME (LOSS) | (1,639) | 389 | 0.5 | (2,028) | (2.9) | 641 | 1.6 | (2,280) | (4.0)% |
### ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES

#### INCOME AND LOSS SUMMARY - JUNE 2023 ($000's)

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</tr>
</tbody>
</table>

**NET INCOME (LOSS)**

**FROM OPERATIONS**

| UCLA Store                  |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |
| UCLA Restaurants            |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |
| UCLA Licensing & Services  |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |
| UCLA Student Union         |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |
| **TOTAL**                   |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |
| **TOTAL**                   |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |
| **OTHER INCOME/EXPENSE**    |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |
| UCLA Store                  |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |
| UCLA Restaurants            |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |
| UCLA Licensing & Services  |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |
| UCLA Student Union         |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |
| **TOTAL**                   |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |
| **TOTAL**                   |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |
| **TOTAL**                   |          |                   |            |            |              |            |              |                 |      |      |      |      |      |      |      |      |

**ASUCLA Finance Division**
# Financial Analysis

<table>
<thead>
<tr>
<th>Section</th>
<th>$000's</th>
<th>Jun-23</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Budgeted Net Income/(Loss)</strong></td>
<td>439</td>
<td>409</td>
</tr>
</tbody>
</table>

## UCLA Store

**Gross Margin:**

- Bearwear above plan due to an increase in the summer campus population and campus events: 243
- Fastrack below plan due to discounting for out-of-date goods: -28
- Graduation ETC above plan mostly strong sales of regalia and larger than anticipated ancillary purchases: 28
- Campus Portrait Studio below plan: less traffic based on yearbook department restrictions and reduced CPS Express expansion orders: -28
- Market above plan due to strong water sales for graduation, successful Cal Fresh EBT program, the acceptance of RedHall meal vouchers and an active marketing strategy: 75
- E-Commerce below plan due to shift of business to in-person purchases: -73
- Used Text below plan as the shift to Inclusive Access reduced sales of traditional print books: -73
- Bookzone below plan due to timing (large department order occurred in prior month): -74
- Custom Shop above plan: mostly strong graduation tote bag program: 20
- Computer Store above plan: a large HP order from the College Library, consumer demand for Apple following the early launch of Apple's summer offer and higher PC desktop sales: 24
- HSS Dental above plan due to new dental assistants to the program and processing remaining May kit sales as back-stock inventory arrived: 182
- Hilltop above plan due to increased traffic from the resident hall food voucher program: 78
- Total Wages above plan (mostly student): 184
- Other, negative controllables (mostly payment to UCLA): 412
- Total Contribution: 0

## UCLA Restaurants

**Gross Margin:**

- Northern Lights below plan due to reduced traffic, and the location closed for summer operations (to reduce service points for unanticipated plan certain virtual summer classes): -17
- Anderson Cafe ahead of plan due to increasing customer trends for several areas across campus and positive response to new marketing campaigns: 22
- Cafe Sonapye below plan: rebound to 2019 traffic and sales levels have not materialized: -22
- ScrubJay Cafe below plan: initial sales expectations lower than projected (no history for first budget): -35
- South Cafe below plan: planned location will not go forward: -69
- LuValle Food Service below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized, and impact of closure for construction on Public Policy building: -30
- Cafe 415 below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized, and location is closed for the summer (virtual classes versus in-person): -27
- Jimmy's below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized, and impact of closure for construction on Public Policy building: -18
- Taco Bell below plan due to expectation for rebound to 2019 traffic and sales levels have not materialized, and location is closed for the summer (virtual classes versus in-person): -24
- Catering above plan mostly due to several multi-day and high volume events: 10
- Total Wages below plan: 64
- Other, positive controllables ($122K) slightly offset by various gross margin variances: 95
- Total Contribution: 43

## Licensing & Services

**Gross Margin:**

- Licensing Domestic above plan: better than anticipated sales to the UCLA Store and Amazon: 103
- Licensing Campus Sourcing slightly above plan: 3
- Leased Ops ahead of plan: higher utility charges and unplanned CSSC Wescom ATM: 6
- Photography above plan due to a higher number of photography jobs for commencement: 9
- Marketing Ventures below plan: level of new advertising business has not been achieved and is slightly offset by sponsorship income for a new commencement package: -25
- Total Wages below plan: 18
- Other, negative controllables mostly Licensing: -72
- Total Contribution: 42

## UCLA Student Union

**Gross Margin:**

- Event Services above plan due to increase in commencements held in our spaces and student events: 77
- Student Union Ops. below plan mostly due to lower strategic funding opportunities: -32
- Total Wages below plan: 15
- Other, negative controllables: (5)
- Total Contribution: (234)

## Allocated Expenses and Other

- A&SS above plan in various accounts: -19
- Facilities above plan in various wage and benefit accounts and unrealized cost sharing with UCLA: (76)
- Utilities above plan due mostly to higher water and elec-non air consumption and unrealized cost sharing with UCLA, with some offset for lower steam consumption: 9
- Depreciation below plan due to timing of capital expenditures: 28
- Non-recurrent higher than plan: 470
- Student Union Fees higher than plan: 42
- Interest income higher than plan: 47
- Total: 119

## Actual Net Income/(Loss)

<table>
<thead>
<tr>
<th>Section</th>
<th>$000's</th>
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</thead>
<tbody>
<tr>
<td>UCLA Store</td>
<td></td>
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<tr>
<td>UCLA Restaurants</td>
<td></td>
<td></td>
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<tr>
<td>Licensing &amp; Services</td>
<td></td>
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</tr>
<tr>
<td>UCLA Student Union</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Allocated Expenses and Other</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Actual Income/(Loss)</td>
<td>499</td>
<td></td>
</tr>
</tbody>
</table>

ASUCLA Finance Division
# Financial Analysis
## Budgeted Net Income/(Loss) $000’s

### UCLA Store
#### Gross Margin:
- Bearwear above plan: strong sales for Spring Break, Score Big promotions, men’s and women’s basketball, March Madness, gymnastics the holidays and summer traffic 1,196
- Fastrack below plan: discounting of out-of-stock product (changes to the department) (125)
- Graduation ETC. above plan due to an increase in retail purchases for undergraduate and graduate regalia 139
- Campus Portrait Studio below plan due to less traffic due to yearbook deadlines (155)
- Market above plan: strong CalFresh/EBT program, new food items, accepting ResHall meal vouchers and redemption of marketing coupons for Joe N Go coffee 253
- Essentials below plan due to a change in the materials and supplies students use, and some impact from the UAW strike (111)
- E-Commerce below plan due to supply chain issues, timing for the fall catalog and shift from students shopping remotely in 2021 to in-store Bearwear sales (335)
- Used Text below plan: impact of remote learning and strong transition to Inclusive Access titles reduced sales of traditional print textbooks (225)
- Custom Shop below plan due to less bulk orders and marked out slow sellers (106)
- HSS Dental above plan: overall strong results and an increase in dental assistants to the program (302)
- Hilltop above plan: more visitors and expanded product selection and accepting the resident hall food voucher program 285
- Total Wages above plan 208
- Other, mostly negative controllables (510)
- Total Contribution 208

### UCLA Restaurants
#### Gross Margin:
- ScrubJay Café below plan: new operation opened January 25, 2023 (538)
- South Café below plan: location will not go forward as planned (648)
- LuValle Food Servers below plan, the rebound to 2019 traffic and sales levels have not materialized and the negative impact of the UAW strike (281)
- Cafe 451 below plan as the assumption of rebound to 2019 traffic and sales levels have not materialized (143)
- Jimmy's below plan as the assumption of rebound to 2019 traffic and sales has not occurred (199)
- Cooperage below plan: summer traffic less than previous years, some summer classes virtual rather than in person, and closed buildings due to hot weather (36)
- Taco Bell below plan: summer traffic less than previous years, some summer classes virtual rather than in person, and closed buildings due to hot weather (162)
- Concessions above plan: higher attendance related to MBB, Softball and Gymnastics 181
- Total Wages lower than plan (mostly student) 547
- Other, positive controllables ($578K) slightly offset by various negative gross margin variances 439
- Total Contribution 1,593

### Licensing & Services
#### Gross Margin:
- Licensing Domestic above plan: better than expected Nike income and fall shipments, and many retailers showing positive increases over prior year 932
- Licensing Foreign below plan: overall lower sales than expected (383)
- Licensing Campus Sourcing below plan due to less campus product requests (106)
- Marketing Ventures below plan: mostly higher utilities and unplanned ATM (772)
- Total Wages below plan 132
- Other, mostly positive controllables 35
- Total Contribution (90)

### UCLA Student Union
#### Gross Margin:
- Event Services above plan due to an increase in student programming and commencements held in our spaces 151
- Student Union Ops. below plan mostly due to lower strategic funding opportunities (510)
- Total Wages below plan 140
- Other, positive controllables 105
- Total Contribution 1,569

### Allocated Expenses and Other
- A&SS above plan in various accounts (356)
- Facilities above plan: higher wages, benefits and various other controllables including unrealized budgeted cost sharing with UCLA (136)
- Utilities below plan: UCLA rebate for prior cliffer water costs and lower consumption, slightly offset by unrealized cost sharing with UCLA 64
- Depreciation lower than plan due to timing of capitals 347
- Non-recurring higher than plan 695
- Interest Income higher than plan 325
- Student Union Fees higher than plan 77
- Total 1,016
- Actual Net Income/(Loss) (1,639)
# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

## BALANCE SHEETS

($000)

### ASSETS

**CURRENT ASSETS:**

<table>
<thead>
<tr>
<th></th>
<th>Current Month</th>
<th>Prior Month</th>
<th>Prior Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>18,383</td>
<td>18,974</td>
<td>22,810</td>
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<tr>
<td>Accounts receivable</td>
<td>8,897</td>
<td>9,141</td>
<td>6,727</td>
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<tr>
<td>Less: Allowance for doubtful accounts</td>
<td>(476)</td>
<td>(465)</td>
<td>(425)</td>
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<tr>
<td>Accounts receivable, net</td>
<td>8,421</td>
<td>8,677</td>
<td>6,302</td>
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<tr>
<td>Student fees receivable</td>
<td>0</td>
<td>0</td>
<td>258</td>
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<tr>
<td>Inventories</td>
<td>7,419</td>
<td>7,802</td>
<td>7,220</td>
</tr>
<tr>
<td>Prepaid expenses and other current assets</td>
<td>1,040</td>
<td>1,058</td>
<td>872</td>
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<tr>
<td><strong>Total current assets</strong></td>
<td><strong>35,264</strong></td>
<td><strong>36,510</strong></td>
<td><strong>37,462</strong></td>
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**LONG TERM ASSETS**

<table>
<thead>
<tr>
<th></th>
<th>Current Month</th>
<th>Prior Month</th>
<th>Prior Year</th>
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</thead>
<tbody>
<tr>
<td>Property, equipment and improvements</td>
<td>76,614</td>
<td>76,415</td>
<td>75,569</td>
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<tr>
<td>Less: Accumulated depreciation</td>
<td>(59,459)</td>
<td>(59,286)</td>
<td>(57,740)</td>
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<td><strong>Total long term assets</strong></td>
<td><strong>17,155</strong></td>
<td><strong>17,129</strong></td>
<td><strong>17,828</strong></td>
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**TOTAL ASSETS**

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<th>Current Month</th>
<th>Prior Month</th>
<th>Prior Year</th>
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<tbody>
<tr>
<td></td>
<td>52,419</td>
<td>53,639</td>
<td>55,290</td>
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### LIABILITIES AND RETAINED EARNINGS

**CURRENT LIABILITIES:**

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<th>Current Month</th>
<th>Prior Month</th>
<th>Prior Year</th>
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</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>9,073</td>
<td>9,168</td>
<td>9,394</td>
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<tr>
<td>Wages and payroll taxes payable</td>
<td>37,034</td>
<td>37,656</td>
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<td>Sales tax payable &amp; other liabilities</td>
<td>1,053</td>
<td>1,190</td>
<td>1,191</td>
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<td>Interest payable</td>
<td>13</td>
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<td>37</td>
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<tr>
<td>Deferred income</td>
<td>1,968</td>
<td>2,756</td>
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<td>Funds held for others</td>
<td>439</td>
<td>440</td>
<td>268</td>
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<tr>
<td>Current portion of long term debt</td>
<td>1,087</td>
<td>1,087</td>
<td>1,040</td>
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<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>50,667</strong></td>
<td><strong>52,296</strong></td>
<td><strong>50,811</strong></td>
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**LONG TERM DEBT:**

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<th>Prior Year</th>
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<tr>
<td>AU expansion loan</td>
<td>2,119</td>
<td>2,119</td>
<td>3,206</td>
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<tr>
<td><strong>Total long term debt</strong></td>
<td><strong>2,119</strong></td>
<td><strong>2,119</strong></td>
<td><strong>3,206</strong></td>
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**TOTAL LIABILITIES**

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<td></td>
<td>52,786</td>
<td>54,414</td>
<td>54,017</td>
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**RETAINED EARNINGS:**

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<th>Prior Year</th>
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</thead>
<tbody>
<tr>
<td>Beginning Balance</td>
<td>1,272</td>
<td>1,272</td>
<td>4,337</td>
</tr>
<tr>
<td>Year-to-date net income/(loss)</td>
<td>(1,639)</td>
<td>(2,047)</td>
<td>(3,064)</td>
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<tr>
<td><strong>Ending Balance</strong></td>
<td>(367)</td>
<td>(775)</td>
<td>1,273</td>
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**TOTAL LIABILITIES AND RETAINED EARNINGS**

<table>
<thead>
<tr>
<th></th>
<th>Current Month</th>
<th>Prior Month</th>
<th>Prior Year</th>
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<tbody>
<tr>
<td></td>
<td>52,419</td>
<td>53,639</td>
<td>55,290</td>
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## Statements of Cash Flows

**June 2023**

($000's)

<table>
<thead>
<tr>
<th></th>
<th>Current Month</th>
<th>Year to Date</th>
<th>Prior Year to Date</th>
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<tbody>
<tr>
<td><strong>CASH FLOWS FROM OPERATING ACTIVITIES:</strong></td>
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</tr>
<tr>
<td>Net income/(loss)</td>
<td>409</td>
<td>(1,639)</td>
<td>(2,280)</td>
</tr>
<tr>
<td>Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:</td>
<td></td>
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<tr>
<td>Depreciation</td>
<td>174</td>
<td>1,877</td>
<td>1,850</td>
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<tr>
<td><strong>Increase/(decrease) in current assets:</strong></td>
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<tr>
<td>Accounts receivable</td>
<td>255</td>
<td>(2,119)</td>
<td>(5,140)</td>
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<tr>
<td>Student fees receivable</td>
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<td>258</td>
<td>0</td>
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<tr>
<td>Inventories</td>
<td>382</td>
<td>(199)</td>
<td>(287)</td>
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<tr>
<td>Prepaid expenses and other current assets</td>
<td>18</td>
<td>(168)</td>
<td>(340)</td>
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<tr>
<td><strong>Increase/(decrease) in current liabilities:</strong></td>
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<tr>
<td>Accounts payable</td>
<td>(95)</td>
<td>193</td>
<td>(28)</td>
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<tr>
<td>Sales tax payable &amp; other liabilities</td>
<td>(137)</td>
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<td>27</td>
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<tr>
<td>Wages and payroll taxes payable</td>
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<td>1,212</td>
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<td>Interest payable</td>
<td>14</td>
<td>(27)</td>
<td>(28)</td>
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<tr>
<td>Deferred Income</td>
<td>(788)</td>
<td>(137)</td>
<td>213</td>
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<tr>
<td>Funds held for others</td>
<td>(1)</td>
<td>171</td>
<td>78</td>
</tr>
<tr>
<td><strong>Net cash provided/(used) by operating activities</strong></td>
<td>(391)</td>
<td>(1,671)</td>
<td>(4,723)</td>
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<tr>
<td><strong>CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:</strong></td>
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<td></td>
</tr>
<tr>
<td>Purchase of property, equipment and improvements</td>
<td>(200)</td>
<td>(1,717)</td>
<td>(1,097)</td>
</tr>
<tr>
<td><strong>Net cash used in investing activities</strong></td>
<td>(200)</td>
<td>(1,717)</td>
<td>(1,097)</td>
</tr>
<tr>
<td><strong>CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Principal payments on AU expansion loan</td>
<td>0</td>
<td>(1,040)</td>
<td>(992)</td>
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<tr>
<td><strong>Net cash provided/(used) by financing activities</strong></td>
<td>0</td>
<td>(1,040)</td>
<td>(992)</td>
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<tr>
<td><strong>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</strong></td>
<td>(591)</td>
<td>(4,427)</td>
<td>(6,812)</td>
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<td>18,974</td>
<td>22,810</td>
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<td>18,383</td>
<td>18,383</td>
<td>21,707</td>
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### ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
### CASH RESERVE COMPUTATION
### June 2023
### ($000's)

<table>
<thead>
<tr>
<th></th>
<th>Current Month</th>
<th>Prior Month</th>
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<td></td>
<td>June 2023</td>
<td>May 2023</td>
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<tr>
<td>CASH AND CASH EQUIVALENTS</td>
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<td>6,973</td>
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<tr>
<td>RESERVE SURPLUS (DEFICIT)</td>
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## Capital Expenditures - Current Year Projects ($000's)

### FY 2022-2023 June 2023

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<thead>
<tr>
<th>PROJECT NAME</th>
<th>BUDGET</th>
<th>PROJECTED</th>
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<td><strong>Total Services</strong></td>
<td></td>
<td><strong>Total Payments</strong></td>
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<tr>
<td><strong>2022-001 Store General Replacement</strong></td>
<td>100.0</td>
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<tr>
<td><strong>2022-002 MCT Refrigerators/Freezers</strong></td>
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<tr>
<td><strong>2022-003 Copy/Printers</strong></td>
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<tr>
<td><strong>2022-004 Misc Miscellaneous and Unanticipated</strong></td>
<td>50.0</td>
<td>37.7</td>
</tr>
<tr>
<td><strong>2022-005 Patio Furniture Upgrade</strong></td>
<td>20.0</td>
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<tr>
<td><strong>2022-006 Event Services Equipment</strong></td>
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<td>18.9</td>
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<tr>
<td><strong>2022-007 Dining Room Upgrades</strong></td>
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<tr>
<td><strong>2022-008 Replacement/Kitchen Cooking Equipment</strong></td>
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<tr>
<td><strong>2022-009 Division-wide Loyalty Program</strong></td>
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<td><strong>2022-010 Smoothie Robot Equipment</strong></td>
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<td><strong>2022-011 Network Infrastructure Upgrade</strong></td>
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<td><strong>2022-012 Printer Replacement</strong></td>
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<tr>
<td><strong>2022-013 Misc hardware/Software (Marketing/Info Photo)</strong></td>
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<td><strong>2022-025 CSSC Roof Waterproofing</strong></td>
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<td><strong>2022-027 EDO Suite and Staircase Flooring</strong></td>
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<td><strong>2022-029 Meeting Room/Venue Upgrades</strong></td>
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<td><strong>2022-031 SU Occupancy Counter System</strong></td>
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<td><strong>2022-033 EMBI Capabilities Upgrade</strong></td>
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<td><strong>2022-034 Meeting Room Flooring</strong></td>
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<tr>
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<td><strong>2022-055 Lu Valle Commons M&amp;W</strong></td>
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<td><strong>2022-058 Lu Valle Fishmonger TGIF</strong></td>
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<td><strong>2022-059 ASUCLA App</strong></td>
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<td><strong>2022-060 Brain Voice</strong></td>
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<td><strong>2022-061 RISE Center Floor Upgrades</strong></td>
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<tr>
<td><strong>2022-062 RISE Center Floor Upgrades</strong></td>
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<tr>
<td><strong>2022-063 Campus Tours Buildout</strong></td>
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<tr>
<td><strong>Total Other</strong></td>
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<tr>
<td><strong>Total All Others</strong></td>
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<tr>
<td><strong>Total All</strong></td>
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### Payments

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<th>Status</th>
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<th>Remaining</th>
<th>Balance</th>
<th>Over (Under)</th>
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</tr>
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<td>0.0</td>
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<td>146.8</td>
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### Trademarks & Licensing

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<tbody>
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### ASUCLA SERVICES AND ENTERPRISES

ASUCLA Finance Division
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<th>Date</th>
<th>Current</th>
<th>%</th>
<th>30+</th>
<th>%</th>
<th>60+</th>
<th>%</th>
<th>90+</th>
<th>%</th>
<th>120+</th>
<th>%</th>
<th>150+</th>
<th>%</th>
<th>Total</th>
<th>%</th>
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<td>$171,362</td>
<td>100%</td>
<td>$205,443</td>
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<td>$227,681</td>
<td>100%</td>
<td>$8,102,811</td>
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</table>
Total Accounts Receivable Balances
12 Month History
Aug 22 to Jun 23
Aged Accounts Receivable Balances
> 60 Days Past Due

Percentages represent delinquency to outstandings

ASUCLA Finance Division
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<th>VARIANCE</th>
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<td>&lt;4,948&gt;</td>
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<tr>
<td>7,528</td>
<td>8,163</td>
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<tr>
<td>299</td>
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<tr>
<td>3,442</td>
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</tr>
<tr>
<td>7,918</td>
<td>1,503</td>
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<tr>
<td>76,444</td>
<td>64,540</td>
<td>&lt;11,904&gt;</td>
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<td>21,425</td>
<td>&lt;17,715&gt;</td>
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<td>287,633</td>
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<td>Variance</td>
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<td>32,770</td>
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<td>GROSS CONTRIBUTION TO INCOME STATEMENT</td>
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<td>TOTAL CONTROLLABLE EXP</td>
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<td>32,770</td>
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**ASUCLA Finance Office 07/23 Page 200**

**UCLA RESTAURANTS**

**INCOME STATEMENT**

**FY 21-22**

- **Central Division**
  - **Sales**
  - **Less: Cost of Sales**
  - **Gross Margin**
  - **Less: Controllable Exp**
  - **Gross Contribution to Income Statement**
  - **Total Controllable Exp**

- **North Campus Division**
  - **Sales**
  - **Less: Cost of Sales**
  - **Gross Margin**
  - **Less: Controllable Exp**
  - **Gross Contribution to Income Statement**
  - **Total Controllable Exp**

- **South Division**
  - **Sales**
  - **Less: Cost of Sales**
  - **Gross Margin**
  - **Less: Controllable Exp**
  - **Gross Contribution to Income Statement**
  - **Total Controllable Exp**

**FY 22-23**

- **Central Division**
  - **Sales**
  - **Less: Cost of Sales**
  - **Gross Margin**
  - **Less: Controllable Exp**
  - **Gross Contribution to Income Statement**
  - **Total Controllable Exp**

- **North Campus Division**
  - **Sales**
  - **Less: Cost of Sales**
  - **Gross Margin**
  - **Less: Controllable Exp**
  - **Gross Contribution to Income Statement**
  - **Total Controllable Exp**

- **South Division**
  - **Sales**
  - **Less: Cost of Sales**
  - **Gross Margin**
  - **Less: Controllable Exp**
  - **Gross Contribution to Income Statement**
  - **Total Controllable Exp**

**Last Year (YTD 11/02/21)**

- **Central Division**
  - **Sales**
  - **Less: Cost of Sales**
  - **Gross Margin**
  - **Less: Controllable Exp**
  - **Gross Contribution to Income Statement**
  - **Total Controllable Exp**

- **North Campus Division**
  - **Sales**
  - **Less: Cost of Sales**
  - **Gross Margin**
  - **Less: Controllable Exp**
  - **Gross Contribution to Income Statement**
  - **Total Controllable Exp**

- **South Division**
  - **Sales**
  - **Less: Cost of Sales**
  - **Gross Margin**
  - **Less: Controllable Exp**
  - **Gross Contribution to Income Statement**
  - **Total Controllable Exp**

**Notes:**
- GROSS CONTRIBUTION TO SVCS AND ENTERPRISES
- 186,938 206,266 13,328 Employee Benefits
- 67,997 10,781,065 159,642
- 2,368 18,568 432,623
- 2,776,337 2,778,061 158,684
- 6,860 1,775,025 10,781,065
- 203,075 276,411 73,336 TOTAL CUSTOMER COUNT
- 2,139,510 32,770 0.63%
**INCOME STATEMENT**

### FISCAL YEAR 22-23

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<th>VARIANCE</th>
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<td>3,980</td>
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<td>489,604</td>
<td>394,415</td>
<td>95,189</td>
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</table>

Less: Cost of Sales

| 1,333 | 92,360 | 92,027    |
| 211   | 448.4  | 236.8    |
| 16,994| 22,364 | 5,370    |
| 32    | 375    | 343      |
| 388   | 470    | 82       |
| 37    | 85     | 48       |
| 5,378 | 8,334  | 2,956    |
| 0     | 0      | 0        |
| 150   | 750    | 600      |
| 1,333 | 4,267  | 2,934    |
| 41,776| 6,459  | <35,317  |
| 0     | 0      | 0        |
| 615   | 0      | <615     |
| 3,987 | 5,575  | 1,588    |
| 0     | 1,750  | 1,750    |
| 5,134 | 5,134  | 5,134    |
| 24,727| 14,190 | <10,537  |
| 83,756| 33,889 | <49,867  |
| 181,673| 111,168| <70,505  |
| 213,379| 160,494| <52,885  |
| 276,225| 233,921| 42,304   |
| 3,574 | 3,787  | 213      |
| 16,398| 14,373 | <2,025   |
| 10,707| 9,678  | <1,029   |
| 5,972 | 4,942  | <1,030   |
| 33,077| 10,056 | <23,021  |
| 51,966| 41,129 | <10,837  |
| 10,760| 9,557  | <1,203   |
| 133,945| 96,092 | <37,848  |
| 142,280| 137,824| 4,456    |

Less: Allocated Exp

### FISCAL YEAR 21-22

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<th>VARIANCE</th>
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<td>143,000</td>
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<td>924,000</td>
<td>&lt;719,824</td>
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<td>10,000</td>
<td>90,000</td>
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<tr>
<td>402,419</td>
<td>394,415</td>
<td>95,189</td>
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Less: Controllable Exp

| 1,984 | 0      | <2>      |
| 349   | 0      | <3>      |
| 4,314 | 0      | <4>      |
| 19,819| 0      | <5>      |
| 199,298| 0      | <6>      |
| 51,966| 0      | <7>      |
| 204,176| 0      | <8>      |
| 201,196| 0      | <9>      |

### TOTAL OTHER CONTROL

| 2,104,706| 2,132,489| 27,783 |
| 146,310  | 2,085,348|
| 2,515,455| 2,675,056| 159,601|
| 2,515,455| 2,675,056| 159,601|
| 276,225  | 233,921  | 42,304 |
| 3,477,847| 3,568,435| <90,561|

Less: Allocated Exp

### TOTAL CONTROLLABLE EXP

| 1,394,230| 1,375,387| <18,843|
| 103,631  | 2,193,048|
| 1,084    | 10,000   |
| 1,203    | 2,956    |
| 1,203    | 2,956    |
| 3,477,847| 3,568,435| <90,561|

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**ASUCLA Finance Office 07/23**

Page 300
## UCLA Student Union

### Income Statement

**Fiscal Year 22-23**

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<th>Description</th>
<th>Budget</th>
<th>Actual</th>
<th>Variance</th>
<th>YTD 11 MO (07/31/22-07/01/23)</th>
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### Budget Analysis

**Current Month**

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<th>Variance</th>
<th>VARIANCE</th>
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<td><strong>COST OF SALES</strong></td>
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<td>173,457</td>
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<td><strong>GROSS MARGIN</strong></td>
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</table>

### Expense Analysis

**CURRENT MONTH**

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<th>Variance</th>
<th>VARIANCE</th>
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</thead>
<tbody>
<tr>
<td><strong>EVENT SERVICES OFFICE</strong></td>
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<td></td>
</tr>
<tr>
<td><strong>AU POST OFFICE</strong></td>
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<tr>
<td><strong>TOTAL SALES</strong></td>
<td>217,003</td>
<td>217,003</td>
<td></td>
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</tr>
<tr>
<td><strong>COST OF SALES</strong></td>
<td>173,457</td>
<td>173,457</td>
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<tr>
<td><strong>GROSS MARGIN</strong></td>
<td>43,568</td>
<td>43,568</td>
<td></td>
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<tr>
<td><strong>NET INCOME (LOSS)</strong></td>
<td>192,431</td>
<td>192,431</td>
<td></td>
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</tbody>
</table>

### Notes

- **VARIANCE** indicates the difference between the budget and actual figures as a percentage of the budget.
- **Net Income (Loss)** represents the total financial performance after all expenses are accounted for.
- The budget and actual figures are compared for the current and previous fiscal years, highlighting variances and performance metrics.

---

**FISCAL YEAR 22-23**

**Last Year Actual**

<table>
<thead>
<tr>
<th>Description</th>
<th>Budget</th>
<th>Actual</th>
<th>Variance</th>
<th>YTD 11 MO (07/31/22-07/01/23)</th>
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<tbody>
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<td><strong>SALES</strong></td>
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<td><strong>COST OF SALES</strong></td>
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<tr>
<td><strong>GROSS MARGIN</strong></td>
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<td><strong>NET INCOME</strong></td>
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### Budget Analysis

**Last Year Actual**

<table>
<thead>
<tr>
<th>Description</th>
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<th>Variance</th>
<th>VARIANCE</th>
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<tbody>
<tr>
<td><strong>EVENT SERVICES OFFICE</strong></td>
<td>116,746</td>
<td>116,746</td>
<td>&lt;116,746</td>
<td>&lt;117.7%</td>
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<tr>
<td><strong>AU POST OFFICE</strong></td>
<td>100,237</td>
<td>100,237</td>
<td>&lt;100,237</td>
<td>&lt;17.2%</td>
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<tr>
<td><strong>TOTAL SALES</strong></td>
<td>217,003</td>
<td>217,003</td>
<td>&lt;217.0%</td>
<td>&lt;6.2%</td>
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<tr>
<td><strong>COST OF SALES</strong></td>
<td>173,457</td>
<td>173,457</td>
<td>&lt;173,457</td>
<td>&lt;19.0%</td>
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<tr>
<td><strong>GROSS MARGIN</strong></td>
<td>43,568</td>
<td>43,568</td>
<td>&lt;43,568</td>
<td>&lt;17.7%</td>
</tr>
<tr>
<td><strong>NET INCOME (LOSS)</strong></td>
<td>192,431</td>
<td>192,431</td>
<td>&lt;192,431</td>
<td>&lt;8.2%</td>
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### Expense Analysis

**Last Year Actual**

<table>
<thead>
<tr>
<th>Description</th>
<th>Budget</th>
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<th>Variance</th>
<th>VARIANCE</th>
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<tbody>
<tr>
<td><strong>EVENT SERVICES OFFICE</strong></td>
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<td>192,431</td>
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**YTD 11 MO (07/31/22-07/01/23)**

<table>
<thead>
<tr>
<th>Description</th>
<th>Budget</th>
<th>Actual</th>
<th>Variance</th>
<th>VARIANCE</th>
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<tr>
<td><strong>EVENT SERVICES OFFICE</strong></td>
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<tr>
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</tr>
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<td>192,431</td>
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**Budget**

<table>
<thead>
<tr>
<th>Description</th>
<th>Budget</th>
<th>Actual</th>
<th>Variance</th>
<th>VARIANCE</th>
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</thead>
<tbody>
<tr>
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<td>&lt;6.2%</td>
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<tr>
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<td>192,431</td>
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<td>&lt;8.2%</td>
</tr>
</tbody>
</table>

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---

**ASUCLA Finance Office 07/23**

Page 400
### Budget Statement

**Administrative and Support Services**

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Actual</th>
<th>Budget</th>
<th>Variance</th>
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</thead>
<tbody>
<tr>
<td><strong>YTD 11 MO(07/31/22-07/01/23)</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>FISCAL YEAR 22-23</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>CURRENT MONTH</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>LAST ACTUAL YEAR</strong></td>
<td></td>
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#### Current Month

<table>
<thead>
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<tr>
<td><strong>TOTAL WAGES</strong></td>
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<td><strong>VARIANCE</strong></td>
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<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL OTHER</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL CONTROLLABLE EXP</strong></td>
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</table>

#### Last Actual Year

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Actual</th>
<th>Budget</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOTAL CONTROLLABLE EXP</strong></td>
<td>10,205,397</td>
<td>10,205,397</td>
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<tr>
<td><strong>Overs/Shorts</strong></td>
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<td><strong>WAGE % TO TOTAL SALES</strong></td>
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<tr>
<td><strong>TOTAL ALLOCATED EXP</strong></td>
<td>10,205,397</td>
<td>10,205,397</td>
<td>0</td>
</tr>
<tr>
<td><strong>TOTAL OTHER</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>TOTAL CONTROLLABLE EXP</strong></td>
<td>10,205,397</td>
<td>10,205,397</td>
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</table>

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**Budget Breakdown**

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<thead>
<tr>
<th>Item Description</th>
<th>5/28/23-07/01/23</th>
<th>6/1/23-06/30/23</th>
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</thead>
<tbody>
<tr>
<td><strong>Career Wages</strong></td>
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<td><strong>Telephone</strong></td>
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<td><strong>Postage</strong></td>
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<td><strong>Travel/Trips/Conference</strong></td>
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<td><strong>Periodical Subscription</strong></td>
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<td><strong>Operating Supplies</strong></td>
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<td><strong>Freight Out</strong></td>
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<td><strong>Overs/Shorts</strong></td>
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<tr>
<td><strong>UCLA Reccharge Expense</strong></td>
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**Less: Allocated Exp**

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<tr>
<td><strong>Student Med Supp Fund</strong></td>
<td>53,175</td>
<td>53,175</td>
<td>0</td>
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<tr>
<td><strong>UCLA Reccharge Expense</strong></td>
<td>92,423</td>
<td>92,423</td>
<td>0</td>
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<tr>
<td><strong>Events</strong></td>
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**FISCAL YEAR 22-23**

<table>
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<th>Item Description</th>
<th>Actual</th>
<th>Budget</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Allocated-Svs and Ent</strong></td>
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<tr>
<td><strong>Allocated-USAC</strong></td>
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<tr>
<td><strong>Allocated-Comm Board</strong></td>
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**FISCAL YEAR 21-22**

<table>
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<th>Budget</th>
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<td><strong>Allocated-Svs and Ent</strong></td>
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**ASUCLA Finance Office 07/23**

**Page 500**
## EXPENSE STATEMENT

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<thead>
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<th>CURRENT MONTH</th>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>VARIANCE</th>
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</thead>
<tbody>
<tr>
<td>179,391</td>
<td>148,875</td>
<td>&lt;30,516</td>
<td>Career Wages 1,998,911</td>
</tr>
<tr>
<td>1,243</td>
<td>15,117</td>
<td>13,874</td>
<td>Limited Appointment 7,389</td>
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<tr>
<td>2,306</td>
<td>1,332</td>
<td>&lt;974</td>
<td>Student Wages 9,474</td>
</tr>
<tr>
<td>&lt;2,308</td>
<td>&lt;760</td>
<td>1,548</td>
<td>Labor Recharge  &lt;15,463&gt;</td>
</tr>
<tr>
<td>&lt;12,519</td>
<td>&lt;12,427&gt;</td>
<td>92</td>
<td>Billed Labor Costs &lt;110,697&gt;</td>
</tr>
<tr>
<td>0</td>
<td>&lt;4,000</td>
<td>&lt;4,000</td>
<td>Capitalized Wages &lt;21,939&gt;</td>
</tr>
</tbody>
</table>

| TOTAL WAGES   | 168,114| 148,137| <19,977> | 1,767,676 | 1,759,647 | <8,029> | 135,270 | 1,566,961 |

<table>
<thead>
<tr>
<th>CURRENT MONTH</th>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>VARIANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>105,786</td>
<td>89,956</td>
<td>&lt;15,830</td>
<td>Employee Benefits 1,097,961</td>
</tr>
<tr>
<td>265</td>
<td>480</td>
<td>215</td>
<td>Office Supplies 4,132</td>
</tr>
<tr>
<td>1,475</td>
<td>1,035</td>
<td>&lt;440</td>
<td>Telephone 9,973</td>
</tr>
<tr>
<td>1,116</td>
<td>0</td>
<td>&lt;1,116</td>
<td>Trav/Trps/Conference 5,331</td>
</tr>
<tr>
<td>0</td>
<td>0</td>
<td>0</td>
<td>Training Programs 0</td>
</tr>
<tr>
<td>8,669</td>
<td>5,200</td>
<td>&lt;3,469</td>
<td>Paper 87,847</td>
</tr>
<tr>
<td>3.8</td>
<td>4.3</td>
<td>0.5</td>
<td>Paper % To Sales 10.4</td>
</tr>
<tr>
<td>7,306</td>
<td>3,420</td>
<td>&lt;3,886</td>
<td>Cleaning Supplies 46,719</td>
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<tr>
<td>1,907</td>
<td>1,715</td>
<td>&lt;192</td>
<td>Replacements 18,589</td>
</tr>
<tr>
<td>417</td>
<td>390</td>
<td>&lt;27</td>
<td>Laundry 6,635</td>
</tr>
<tr>
<td>31,811</td>
<td>27,550</td>
<td>&lt;4,261</td>
<td>Repairs &amp; Maintenance 284,588</td>
</tr>
<tr>
<td>4,173</td>
<td>4,650</td>
<td>477</td>
<td>Repairs &amp; Mtce-Elevator 51,605</td>
</tr>
<tr>
<td>219</td>
<td>0</td>
<td>&lt;219</td>
<td>Repairs &amp; Mtce-Equip 2,406</td>
</tr>
<tr>
<td>208</td>
<td>600</td>
<td>392</td>
<td>Painting Program 5,039</td>
</tr>
<tr>
<td>1,581</td>
<td>500</td>
<td>&lt;1,081</td>
<td>Incidental Proj Exp 1,704</td>
</tr>
<tr>
<td>&lt;1,633</td>
<td>4,900</td>
<td>6,533</td>
<td>Air Conditioning-Maint 44,494</td>
</tr>
<tr>
<td>17,501</td>
<td>10,990</td>
<td>&lt;6,521</td>
<td>Rub Rmvl/Hauling 121,763</td>
</tr>
<tr>
<td>3,047</td>
<td>3,909</td>
<td>862</td>
<td>Rodent &amp; Pest Control 30,530</td>
</tr>
<tr>
<td>894</td>
<td>775</td>
<td>&lt;119</td>
<td>Rentals-Truck 16,963</td>
</tr>
<tr>
<td>0</td>
<td>1,200</td>
<td>1,200</td>
<td>COVID-19 0</td>
</tr>
<tr>
<td>&lt;32,066</td>
<td>&lt;32,066</td>
<td>&lt;32,066</td>
<td>UCLA Cost Sharing &lt;243,529&gt;</td>
</tr>
</tbody>
</table>

| TOTAL OTHER CONTROL | 184,741| 125,194| <59,547> | 1,592,751 | 1,450,285 | <142,466 | 168,132 | 1,754,114 |

| TOTAL CONTROLLABLE EXP | 352,855| 273,331| <79,524> | 3,360,426 | 3,209,932 | <150,494 | 303,402 | 3,321,075 |

Less: Allocated Exp

| 31,298 | 32,112 | 814 | Depreciation 322,780 | 353,230 | 30,450 | 26,412 | 276,332 |

| TOTAL ALLOCATED EXP | 31,298 | 32,112 | 814 | 322,780 | 353,230 | 30,450 | 26,412 | 276,332 |

| NET EXPENSE | 384,153| 305,443| <78,710> | 3,683,206 | 3,563,162 | <120,044 | 328,814 | 3,597,047 |

| TOTAL OTHER | <332,676> | <263,220> | 69,456 | Allocated-Svs and Ent <3,174,627> | <3,077,111> | 97,516 | <283,877> | <3,095,323> |
| <8,885 | <8,585> | 0 | Allocated-USAC <94,435> | <94,435> | 0 | <8,761> | <96,395> |
| <3,322 | <3,322> | 0 | Allocated-GSA <36,542> | <36,542> | 0 | <3,410> | <37,150> |
| <11,837 | <8,451> | 3,396 | Allocated-Comm Board <112,961> | <99,421> | 13,540 | <10,101> | <110,139> |
| <27,732 | <21,865> | 5,867 | Allocated-A & SS <264,641> | <255,653> | 8,988 | <23,664> | <258,030> |

| TOTAL OTHER | <384,153> | <305,443> | 78,710 | <3,683,206> | <3,563,162> | 120,044 | <328,814> | <3,597,047> |

| TOTAL EXPENSE | <0> | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
## UTILITIES EXPENSE STATEMENT

### JUN. 11(05/28/23-07/01/23)

<table>
<thead>
<tr>
<th>CURRENT MONTH</th>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>VARIANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chiller Water</td>
<td>14,312</td>
<td>147,340</td>
<td>&lt;1,905&gt;</td>
</tr>
<tr>
<td>Elect-Non Air Cond.</td>
<td>44,914</td>
<td>517,947</td>
<td>77,849</td>
</tr>
<tr>
<td>Water-Non Air Cond.</td>
<td>8,105</td>
<td>100,877</td>
<td>&lt;11,005&gt;</td>
</tr>
<tr>
<td>Steam-Non Air Cond.</td>
<td>9,245</td>
<td>69,293</td>
<td>30,743</td>
</tr>
<tr>
<td>Gas</td>
<td>3,082</td>
<td>46,242</td>
<td>&lt;2,929&gt;</td>
</tr>
<tr>
<td>Energy Management</td>
<td>0</td>
<td>46,242</td>
<td>&lt;2,929&gt;</td>
</tr>
<tr>
<td>UCLA Cost Sharing</td>
<td>1,877</td>
<td>9,245</td>
<td>&lt;8,368&gt;</td>
</tr>
<tr>
<td>TOTAL OTHER CONTROL</td>
<td>71,294</td>
<td>768,083</td>
<td>66,530</td>
</tr>
</tbody>
</table>

### TOTAL CONTROLLABLE EXP

<table>
<thead>
<tr>
<th></th>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>VARIANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>701,553</td>
<td>768,083</td>
<td>66,530</td>
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</tbody>
</table>

### FISCAL YEAR 22-23

<table>
<thead>
<tr>
<th>YTD 11 MO(07/31/22-07/01/23)</th>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>VARIANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL OTHER</td>
<td>701,553</td>
<td>768,083</td>
<td>66,530</td>
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</tbody>
</table>

### FISCAL YEAR 21-22

<table>
<thead>
<tr>
<th>LAST YEAR ACTUAL</th>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>VARIANCE</th>
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<tbody>
<tr>
<td>TOTAL OTHER</td>
<td>701,553</td>
<td>768,083</td>
<td>66,530</td>
</tr>
</tbody>
</table>