

**WASHBURN UNIVERSITY
GENERAL FUND**

Analysis of Memorial Union Bookstore Operations
For the Fiscal Years Ended June 30, 2006 and 2005

	2006		2005	
	Amount	%	Amount	%
Sales: BOOKS AND PAPER BACKS	\$2,593,570	100.0%	\$2,601,463	100.0%
Cost of Goods Sold	1,934,443	74.6%	1,911,312	73.5%
Gross Profit	\$659,127	25.4%	\$690,151	26.5%
Sales: INSTRUCTIONAL SUPPLIES & SUNDRY	\$109,945	100.0%	\$115,369	100.0%
Cost of Goods Sold	74,659	67.9%	78,518	68.1%
Gross Profit	\$35,286	32.1%	\$36,851	31.9%
Sales: COMPUTER SALES	\$65,149	100.0%	\$52,826	100.0%
Cost of Goods Sold	53,427	82.0%	40,354	76.4%
Gross Profit	\$11,722	18.0%	\$12,472	23.6%
Sales: IMPRINTED GOODS	\$344,721	100.0%	\$357,445	100.0%
Cost of Goods Sold	222,109	64.4%	224,486	62.8%
Gross Profit	\$122,612	35.6%	\$132,959	37.2%
SUMMARY SALES	\$3,113,385	100.0%	\$3,127,103	100.0%
Cost of Goods Sold	2,284,638	73.4%	2,254,670	72.1%
Gross Profit	828,747	26.6%	872,433	27.9%
EXPENSES				
Salaries	346,377		329,399	
Benefits	80,864		89,294	
Other personnel costs	23,909		22,137	
Subtotal: Personnel Costs	451,150		440,830	
Services	35,852		48,712	
Supplies and operating expenses	43,678		37,473	
Telephone	4,792		3,627	
Advertising and marketing	16,008		6,349	
Credit card expense	32,803		33,656	
Building and equipment repairs & maintenance	17,545		35,644	
Computer software	2,885		458	
Tuition and program fees	-		3,729	
Utilities	16,269		14,040	
Insurance	2,457		2,261	
Travel	11,095		11,571	
Conference and seminar registration	7,519		4,951	
Dues, memberships and subscriptions	2,150		2,209	
Equipment	23,294		44,553	
Transfer change fund to General Fund	14,647		-	
Other	(158)		494	
Total Expenses	681,986		690,557	
NET INCOME FROM OPERATIONS	146,761		181,876	
OTHER ACTIVITY				
Miscellaneous Income	13,480		10,490	
Commission income	18,591		28,558	
Employee benefit reimbursement	104,773		111,431	
NET INCOME	<u>\$283,605</u>		<u>\$332,355</u>	