

**WASHBURN UNIVERSITY
GENERAL FUND**

Analysis of Memorial Union Bookstore Operations
For the Fiscal Years Ended June 30, 2008 and 2007

	2008		2007	
	Amount	%	Amount	%
Sales: BOOKS AND PAPER BACKS	\$2,578,845	100.0%	\$2,744,272	100.0%
Cost of Goods Sold	1,996,800	77.4%	1,979,661	72.1%
Gross Profit	\$582,045	22.6%	\$764,611	27.9%
Sales: INSTRUCTIONAL SUPPLIES & SUNDRY	\$108,212	100.0%	\$112,860	100.0%
Cost of Goods Sold	74,485	68.8%	85,677	75.9%
Gross Profit	\$33,727	31.2%	\$27,183	24.1%
Sales: COMPUTER SALES	\$91,193	100.0%	\$73,902	100.0%
Cost of Goods Sold	73,490	80.6%	58,387	79.0%
Gross Profit	\$17,703	19.4%	\$15,515	21.0%
Sales: IMPRINTED GOODS	\$341,007	100.0%	\$355,649	100.0%
Cost of Goods Sold	212,654	62.4%	225,613	63.4%
Gross Profit	\$128,353	37.6%	\$130,036	36.6%
SUMMARY SALES	\$3,119,257	100.0%	\$3,286,683	100.0%
Cost of Goods Sold	2,357,429	75.6%	2,349,338	71.5%
Gross Profit	761,828	24.4%	937,345	28.5%
EXPENSES				
Salaries	384,919		356,767	
Benefits	98,417		80,288	
Other personnel costs	24,811		24,284	
Subtotal: Personnel Costs	508,147		461,339	
Services	20,818		28,530	
Supplies and operating expenses	50,581		46,287	
Telephone	4,632		5,068	
Advertising and marketing	11,401		13,889	
Credit card expense	34,653		30,001	
Building and equipment repairs & maintenance	19,654		28,987	
Computer software	2,843		-	
Tuition and program fees	4,197		-	
Utilities	15,603		15,241	
Insurance	2,125		2,408	
Travel	13,712		14,492	
Conference and seminar registration	4,585		4,693	
Dues, memberships and subscriptions	2,847		2,609	
Equipment	2,768		6,120	
Transfer change fund to General Fund	3,320		-	
Other	633		1,775	
Total Expenses	702,519		661,439	
NET INCOME FROM OPERATIONS	59,309		275,907	
OTHER ACTIVITY				
Miscellaneous Income	12,998		14,664	
Commission income	27,904		22,470	
Employee benefit reimbursement	123,228		104,572	
NET INCOME	\$223,439		\$417,613	