SANTA BARBARA CITY COLLEGE

CAMPUS BOOKSTORE

STATEMENT OF OPERATIONS

for the

SECOND QUARTER OF FISCAL 1972-73
(Estimated)
SALES:

NEW BOOKS $ 17,282.30
Less Refunds & Overrings (777.20) $ 16,505.10

USED BOOKS $ 631.72
Less Refunds & Overrings (168.26) 463.46

SUPPLIES $ 8,213.99
Less Refunds & Overrings (140.34) 8,073.65

NON-TAXABLE ITEMS $ 3,043.68
Less Refunds & Overrings (11.53) 3,032.15

CIGARETTES $ 1,261.04
Less Refunds & Overrings (3.91) 1,257.13

TOTAL SALES (Sales Tax Excluded) $ 29,331.49

LESS COST OF GOODS SOLD: *

NEW BOOKS (80% of Sales) $ 13,204.08
USED BOOKS (67% of Sales) 310.52
SUPPLIES (60% of Sales) 4,844.19
NON-TAXABLE (75% of Sales) 2,274.12
CIGARETTES (75% of Sales) 942.84

TOTAL COST OF GOODS SOLD (21,575.75)

GROSS INCOME $ 7,755.74

LESS OPERATING EXPENSES:

BOOKSTORE SALARIES $ 8,199.44
STUDENT FINANCE SALARIES 4,404.00
FIRST QUARTER PAYROLL TAXES 574.80
FREIGHT 2,007.91
ADVERTISING 144.00
TELEPHONE 227.99
OPERATING EXPENSES 311.68
TAXES 43.73
NEW EQUIPMENT 188.90
SECURITY GUARDS FOR SEPTEMBER RUSH 526.75
MISCELLANEOUS EXPENSES 305.33
OVERAGES & SHORTAGES 32.13

TOTAL OPERATING EXPENSES (16,966.66)

NET INCOME $(9,210.92)

* (Derived by the Gross Profit method, utilizing the percentages indicated)

DR:cl
SANTA BARBARA CITY COLLEGE
CAMPUS BOOKSTORE

2nd QUARTER COMPARATIVE STATEMENT OF OPERATIONS

<table>
<thead>
<tr>
<th></th>
<th>2nd Quarter 1972-1973</th>
<th>2nd Quarter 1971-1972</th>
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</thead>
<tbody>
<tr>
<td><strong>SALES:</strong> (Sales Tax Included)</td>
<td>$ 30,658.61</td>
<td>$ 29,897.48</td>
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<td><strong>COST OF GOODS SOLD</strong> (Estimated)</td>
<td>(21,575.75)</td>
<td>(21,023.91)</td>
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<tr>
<td><strong>GROSS INCOME</strong></td>
<td>$ 9,082.86</td>
<td>$ 8,873.57</td>
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**EXPENSES:**

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<tbody>
<tr>
<td><strong>SALARIES (Bookstore &amp; Student Finance)</strong></td>
<td>12,603.44</td>
<td>11,438.15</td>
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<tr>
<td><strong>FREIGHT</strong></td>
<td>2,007.91</td>
<td>2,400.09</td>
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<tr>
<td><strong>ADVERTISING</strong></td>
<td>144.00</td>
<td>19.40</td>
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<tr>
<td><strong>TELEPHONE</strong></td>
<td>227.99</td>
<td>319.72</td>
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<tr>
<td><strong>OPERATING EXPENSES</strong></td>
<td>311.68</td>
<td>335.87</td>
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<tr>
<td><strong>NEW EQUIPMENT</strong></td>
<td>188.90</td>
<td>282.45</td>
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<tr>
<td><strong>SECURITY GUARDS FOR SEPTEMBER RUSH</strong></td>
<td>526.75</td>
<td>170.00</td>
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<tr>
<td><strong>TAXES (Including First Quarter Payroll taxes)</strong></td>
<td>618.53</td>
<td>233.60</td>
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<tr>
<td><strong>MISCELLANEOUS EXPENSES</strong></td>
<td>305.33</td>
<td>285.67</td>
</tr>
<tr>
<td><strong>OVERAGES &amp; SHORTAGES</strong></td>
<td>32.13</td>
<td>*</td>
</tr>
<tr>
<td><strong>NET INCOME (Sales Tax Included)</strong></td>
<td>$(7,883.80)</td>
<td>$(6,619.38)</td>
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<tr>
<td><strong>ESTIMATED SALES TAX LIABILITY</strong></td>
<td>$(1,327.12)</td>
<td>$(1,427.31)</td>
</tr>
<tr>
<td><strong>NET INCOME FROM OPERATIONS</strong></td>
<td>$(9,210.92)</td>
<td>$(8,046.69)</td>
</tr>
</tbody>
</table>

*Not Recorded*
SALES:
NEW BOOKS $ 154,897.16
USED BOOKS 18,241.06
SUPPLIES 21,658.25
NON-TAXABLE ITEMS 4,050.01
CIGARETTES 1,647.49
TOTAL SALES (Sales Tax Excluded) $ 200,493.97

LESS COST OF GOODS SOLD:*
NEW BOOKS (80% of Sales) $ 123,917.73
USED BOOKS (67% of Sales) 12,221.51
SUPPLIES (60% of Sales) 12,994.95
NON-TAXABLE ITEMS (75% of Sales) 3,037.52
CIGARETTES (75% of Sales) 1,235.61
TOTAL COST OF GOODS SOLD (153,407.32)
GROSS INCOME $ 47,086.65

LESS OPERATING EXPENSES:
BOOKSTORE SALARIES $ 18,457.11
STUDENT FINANCE SALARIES 8,142.78
FREIGHT 3,587.11
ADVERTISING 144.00
TELEPHONE 394.13
TAXES 1,144.46
OFFICE EXPENSES 533.73
NEW EQUIPMENT 188.90
SECURITY GUARDS 526.75
MISCELLANEOUS EXPENSES 330.33
OVERAGES & SHORTAGES 135.41
TOTAL OPERATING EXPENSES (33,584.71)
NET INCOME FROM OPERATIONS $ 13,501.94

LESS NON-OPERATING EXPENSES:
CO-CURRICULAR ACTIVITIES SUPPORT ( 10,000.00)

NET INCOME $ 3,501.94

* Derived by the Gross Profit method, utilizing the percentages indicated.