

	Current Period	Prior Year Period	Difference	Year-To-Date	Prior Year-To-Date	Difference	
SALES							
Gross Sales	265,875.39	443,689.74	177,814.35	5,233,705.59	5,787,817.96	554,112.37	9.57%
Sales Returns	(4,223.99)	(5,515.41)	1,291.42	(445,657.52)	(475,017.39)	29,359.87	6.18%
Sales Discounts	(1,610.98)	(1,679.66)	68.68	(13,642.38)	(16,071.80)	2,429.42	15.12%
Net Sales	260,040.42	436,494.67	176,454.25	4,774,405.69	5,296,728.77	522,323.08	9.86%
COST OF SALES							
Cost of Goods Sold	186,247.06	360,329.32	82.55	3,447,614.19	3,917,354.05	469,739.86	11.99%
Freight-In	22,918.79	20,872.83	4.78	98,732.42	106,089.64	7,357.22	6.93%
Freight-Out	722.66	1,317.18	30	10,902.06	11,158.12	256.06	2.29%
UPS	2,857.85	1,233.79	28	18,809.79	8,472.14	10,337.65	122.02%
Permisson Fees	3,147.36	2,615.98	60	3,282.96	4,321.41	1,038.45	24.03%
Purchase Discounts	(71.48)	.00	.00	(275.21)	(361.16)	85.95	23.80%
Purchase Allowance	125.61	1.66	.00	208.18	39.12	169.06	432.16%
Vendor Credit Write-Offs	.00	.00	.00	57.98	.00	57.98	100.00%
Inventory Write-Offs	16.83	341.15	324.32	1,999.81	4,584.98	2,585.17	56.38%
Inventory Returns Penalties	.00	.00	.00	329.85	454.54	124.69	27.43%
Inventory Returns Variances	(138.49)	(108.51)	29.98	395.74	1,221.67	825.93	67.61%
Inventory Shrinkage	3,548.14	6,622.64	3,074.50	70,479.84	36,749.46	33,730.38	91.78%
Total Cost of Sales	219,374.33	393,226.04	173,851.71	3,652,537.61	4,090,083.97	437,546.36	10.70%
GROSS PROFIT	40,666.09	43,268.63	2,602.54	1,121,868.08	1,206,644.80	84,776.72	7.03%
EXPENSES							
Managerial Pay	8,192.99	7,802.91	1.79	73,736.91	70,226.19	3,510.72	5.00%
Classified Pay	38,474.15	33,711.11	7.72	333,580.10	345,391.41	11,811.31	3.42%
Casual Pay	3,522.29	13,146.53	3.01	59,301.36	54,727.77	4,573.59	8.36%
Student Pay	47,032.01	30,233.45	6.93	377,149.25	338,174.00	38,975.25	11.53%
Benefits	20,143.37	18,906.70	4.33	190,276.10	181,578.47	8,697.63	4.79%
Salaries & Wages	117,364.81	103,800.70	13,564.11	1,034,043.72	990,097.84	43,945.88	4.44%
Cash Over/Short	120.00	37.60	.01	3,550.75	1,405.46	2,145.29	152.64%
Bad debts	1,000.00	1,000.00	.23	9,000.00	9,000.00	.00	.00%
Bankcard Discounts	2,293.57	1,497.83	.34	77,220.91	71,931.74	5,289.17	7.35%
Advertising	.00	100.00	.02	364.30	2,597.79	2,233.49	85.98%
Promotions	39.09	.00	.00	39.09	271.50	232.41	85.60%
Donations	.00	76.67	.02	1,749.80	1,657.20	92.60	5.59%
Merchandise Bags	.00	.00	.00	2,463.37	8,824.83	6,361.46	72.09%
Merchandise Labels	660.92	388.99	.09	2,148.03	1,734.41	413.62	23.85%
Misc Selling Expenses	4,597.82	4,128.54	.95	11,226.94	12,341.80	1,114.86	9.03%
Postage	57.11	214.94	.05	1,363.52	388.24	975.28	251.21%
Gas & Mileage	254.61	.00	.00	2,188.16	196.79	1,991.37	999.99%
Supplies	4,739.34	3,553.44	.81	25,706.29	19,624.77	6,081.52	30.99%
Rental Textbooks	.00	8,254.00	1.89	11,115.30	55,928.27	44,812.97	80.13%
Tools & Equipment	387.18	2,709.39	.62	9,928.16	6,291.72	3,636.44	57.80%
Misc Operating Expenses	1,338.35	333.93	.08	4,469.25	6,695.65	2,226.40	33.25%
Training	.00	.00	.00	.00	350.00	350.00	100.00%
Conferences & Travel	2,064.50	1,410.39	.32	5,016.96	6,630.12	1,613.16	24.33%
Memberships & Subscriptions	.00	.00	.00	6,243.25	7,568.25	1,325.00	17.51%
Communications	135.94	273.96	.06	1,350.57	1,790.49	439.92	24.57%
Technical Services & Support	3,303.02	1,373.86	.31	19,764.91	11,540.44	8,224.47	71.27%

DE ANZA COLLEGE BOOKSTORE

	Current Period	Prior Year Period	Difference	Year-To-Date	Prior Year-To-Date	Difference
Security	320.00	.00	320.00	742.54	985.68	243.14-
Physical Inventory	.00	.00	.00	.00	.00	.00
Rent & Lease	.00	.00	.00	.00	.00	.00
Utilities: Bookstore	1,491.00	1,491.00	.00	3,901.61	3,901.61	0.00
Maintenance: Building	298.00	.00	298.00	13,419.00	13,419.00	.00
Maintenance: AS/400	232.31	85.00	147.31	7,015.29	1,990.00	5,025.29
Maintenance: POS	1,037.09	228.24	809.85	2,164.71	1,903.86	260.85
Maintenance: Equipment	.00	160.00	160.00	9,286.96	7,321.89	1,965.07
Maintenance: Vehicles	956.14	.00	956.14	1,013.71	931.00	82.71
Maintenance: Misc	.00	.00	.00	956.14	29.95	926.19
Depreciation: Building	833.33	833.33	.00	7,499.97	7,499.97	.00
Depreciation: AS/400	475.91	475.91	.00	4,283.19	4,283.19	.00
Depreciation: POS	1,336.45	1,336.45	.00	12,028.05	12,028.05	.00
Depreciation: Equipment	4,101.56	4,186.60	85.04-	36,914.04	38,442.74	1,528.70-
Interest Expense	1,545.86	1,978.86	433.00-	15,223.83	19,073.50	3,849.67-
Operating Expenses	33,619.10	37,044.16	3,425.06-	309,358.60	334,678.30	25,319.70-
Total Expenses	150,983.91	140,844.86	10,139.05	1,343,402.32	1,324,776.14	18,626.18

	Current Period	Prior Year Period	Difference	Year-To-Date	Prior Year-To-Date	Difference
NET INCOME FROM OPERATIONS	(110,317.82)	(97,576.23)	12,741.59-	(221,534.24)	(118,131.34)	103,402.90-

	Current Period	Prior Year Period	Difference	Year-To-Date	Prior Year-To-Date	Difference
OTHER INCOME						
Rental & Service Fees	2,097.95	2,187.09	89.14-	20,103.16	20,158.68	55.52-
Textbook Rentals	2,174.00	728.00	1,446.00	6,463.34	35,899.50	28,564.04
Misc Income	184.80	455.09	270.29-	3,790.47	3,967.41	176.94-
Commissions	4,634.04	9,020.84	4,386.80-	44,055.19	78,263.86	34,208.67-
Interest Earnings	2,036.76	1,806.69	230.07	14,062.21	29,410.84	15,348.63-
Total Other Income	11,127.55	14,197.71	3,070.16-	146,474.57	167,700.29	21,225.72-

	Current Period	Prior Year Period	Difference	Year-To-Date	Prior Year-To-Date	Difference
NET INCOME BEFORE DISTRIBUTION	(99,190.27)	(83,378.52)	15,811.75-	(75,059.67)	49,568.95	124,628.62-

	Current Period	Prior Year Period	Difference	Year-To-Date	Prior Year-To-Date	Difference
Campus Expense Support	266.00	108.00	158.00	4,731.00	1,712.00	3,019.00
Campus Capital Support	.00	.00	.00	.00	.00	.00

	Current Period	Prior Year Period	Difference	Year-To-Date	Prior Year-To-Date	Difference
NET INCOME AFTER DISTRIBUTION	(99,456.27)	(83,486.52)	15,969.75-	(79,790.67)	47,856.95	127,647.62-