

# A REPORT TO OUR MEMBERS

You may not realize that as a student, faculty or staff person of the University of Oregon, you are a member of the University Bookstore. The purpose of this report is to inform you about the current operation of the Bookstore.

## Purpose of the Bookstore

Established as a non-profit organization in 1920, the University Bookstore is operated for the benefit of the students, faculty and staff of the University of Oregon. The Bookstore operates with the expressed commitment of providing required textbooks and supplies at the lowest possible price.

University of Oregon students pay less for their textbooks than most students elsewhere in the United States. The textbook discount, which was increased from 10% to 11% winter quarter, saves students over \$160,000 each year.

We belong to the Western College Bookstore Association (WCBA), a group of 55 major college bookstores located in the seven western states, enabling us to pool our buying power on paper goods and provide high quality paper supplies at low prices to our membership. You will find the selection of spirals and filler paper that is offered at the Bookstore to be the best in town.

The Bookstore also provides special services to its members ranging from no charge check cashing to free giftwrapping on store purchases.

## Board of Directors

The operation of the University Bookstore is governed by an elected Board of Directors comprised of 8 students and 2 faculty persons. The present members of the Board of Directors are:

JEFF WARREN	President	Senior, Urban Geography
PETE SHEPHERD	Vice-President	3rd year, Law
ANN NAKASHIMA	Secretary	Senior, Accounting
DAVE TYLER	Treasurer	Senior, Marketing
MARY SANDELL		2nd year, Law
MARK FARLEY		Junior, Chemistry
JANET EGGLESTON		Junior, Economics
ROCKY SCHATZ		Sophomore, Undeclared
STEVE GIRSCH		Res. Associate, Molecular Biology
MURIEL JACKSON		Director, University Relations

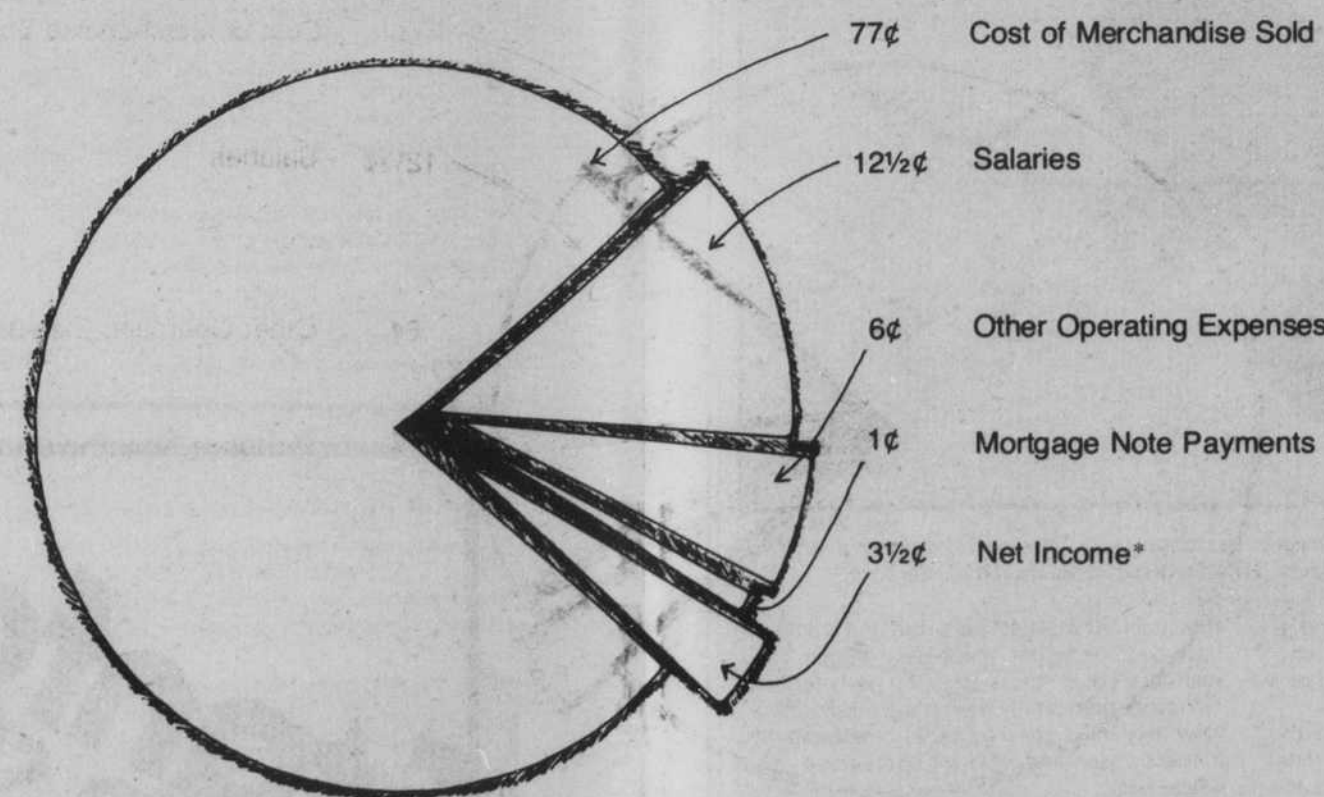
The Board is the policy making body of the Bookstore. The Board holds monthly meetings and the members are invited to attend. An agenda is posted in the Bookstore prior to each meeting. You can also contact the Bookstore's General Manager, Jim Williams, for details (686-4331).

## STATEMENT OF DISPOSITION OF REVENUE

Year Ended June 30, 1978

REVENUE - Merchandise sales		\$3,800,079
DISPOSITION OF REVENUE:		
Cost of merchandise sold		2,930,050
Salaries		474,421
Other operating expenses - Net		228,160
Principal and interest payments on building mortgage note		43,221
Other -		
Purchase of properties	47,033	
Increase merchandise inventory	161,815	
Other decreases in working capital	(84,621)	
		124,227
Total as above		\$3,800,079

## DISPOSITION OF SALES DOLLAR



\*Being a non-profit corporation, the Bookstore's income made after expenses is used toward improving the store's operation.

The figures on the above explain how the revenue from sales for Fiscal Year 1977-78 was utilized. The pie chart depicts the disposition of the sales dollar for the same period.

## Financial Information

The Bookstore is a bustling business. Thousands of customers pass through the doors every day availing themselves to the diversity of merchandise and services offered. Sales in Fiscal Year 1977-78 amounted to \$3,800,079, with close to 50% being textbook sales. Because the Bookstore discounts textbooks, it absorbs a financial loss with the sale of every new text.

The finances of the Bookstore are monitored closely by the Board of Directors to assure the Bookstore operates as close to the financial break-even point as possible, but realizing a cash flow adequate to remain in business. In an attempt to adjust the financial results so as to best benefit the membership, the Board recently raised the textbook discount from 10% to 11%. Any financial success the Bookstore enjoys is passed along to the membership in either lower prices, improved selection of merchandise or better service.

## Current Bookstore Activities

The Board of Directors has been working in the following areas:

*Responsiveness to the membership.* Through membership surveys, the Bookstore has responded to many membership suggestions. Expanded hours of operation (open until 5:30 p.m. on weekdays and 2:00 p.m. on Saturdays), cash-only line in the book department during book rushes, the sale of tickets to various campus events, a campus telephone and the addition of a bike rack and benches outside are examples of some changes and improvements. There is a Sounding Board box located on the second floor awaiting your suggestions.

*Internal improvements.* To better serve our members the Bookstore must be efficient. The board, after careful consideration, recently invested in a business computer and cash registers. It is the Board's intent that the investment will be repaid many times over through improved efficiency.

*Long term planning.* In order for the Bookstore to meet the future needs of the membership, long-range planning is needed now. The Board authorized a feasibility study to determine what alternatives, if any, the Bookstore has to expand its operation. The success of tomorrow depends a great deal on the quality of planning that is done today. Membership suggestions are actively sought.

# U. OF O. BOOKSTORE — SERVING ITS MEMBERS SINCE 1920