

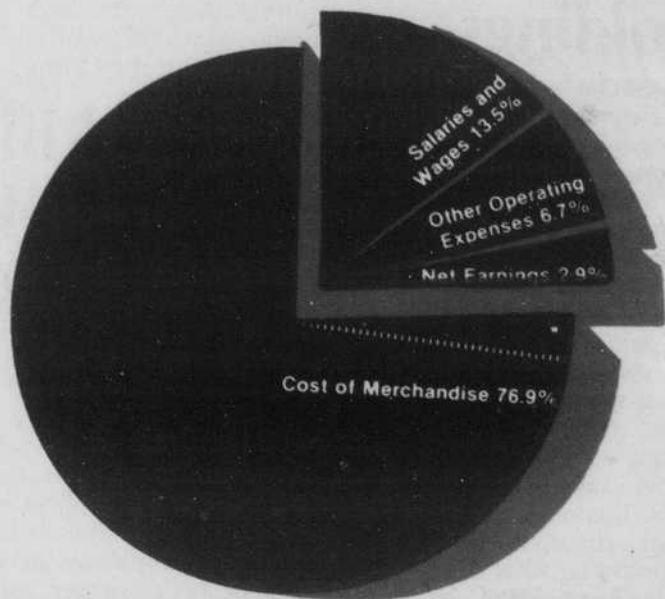
UO Bookstore

Annual Report To the Members of the Bookstore

All students, faculty and classified staff of the University of Oregon are Members of the UO Bookstore.

As a nonprofit corporation, any financial success the UO Bookstore realizes is returned to its Members in the form of lower prices, special discounts, improved merchandise selection and better services.

Our Members are special to us. We work together toward a positive relationship. The Board of Directors, elected by the Members, consists of eight students, two faculty and a classified staff member.



COST OF MERCHANDISE 76.9%

The largest percentage of the Bookstore's dollar goes to cost of merchandise. We strive to sell merchandise at the lowest possible price, which is reflected by our textbook discount.

*Customer theft accounts for approximately 1.6% of the cost of merchandise, or \$65,000 per year. This translates to approximately \$4 per member in increased costs.

SALARIES AND WAGES 13.5%

The Bookstore employs approximately 80 people, half of whom are students

OTHER OPERATING EXPENSES 6.7%

The Bookstore has its bills to pay: rent, utilities, phone, postage and freight, mortgage payments, repairs and maintenance. Through cost-saving measures, the Bookstore staff reduced operating expenses as a percentage of sales.

NET EARNINGS 2.9%

The Bookstore's net earnings are returned to you — our Members. You saved money with: regular discounts, our 11% discount on textbooks, special sales and two storewide 20% discount sales.

The Bookstore returned over \$308,000 to the Membership through the textbook discount. Fewer than 10 of the 2500 College Bookstores nationwide discount textbooks. We are among the highest in dollars returned to members.

(Net earnings are the smallest percentage of the total revenue. The prices you pay are primarily for the cost of merchandise and operating expenses.)

UO BOOKSTORE BOARD OF DIRECTORS

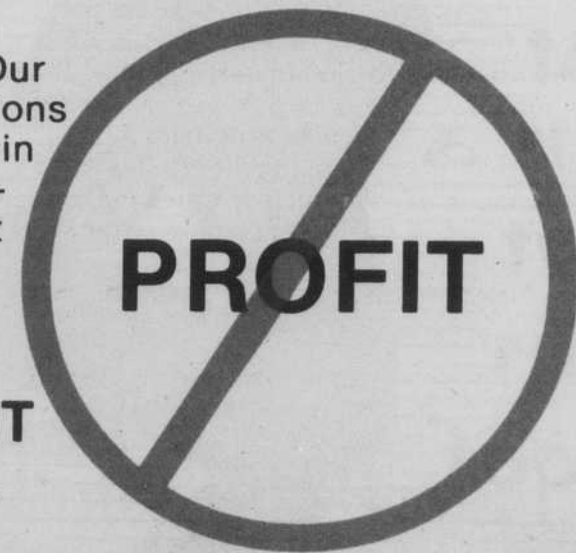


TOP: Dick Schminke (Faculty), Fred Wilhelm (Classified Staff) MIDDLE: David Gold (Grad Student), Henry Jacobson (Grad Student), Marie Hitz (Sophomore) FRONT: Tim McCloskey (Junior), Andy Storment (Senior), Dale Penegor (Senior) NOT PICTURED: Michael Larson, Muriel Jackson, Andrew Siegel.

The Board of Directors' purpose is to ensure the Bookstore is servicing the needs of its members. The Board's long-term goals for the Bookstore are: 1) to provide the merchandise and services you need during your years at the University, 2) to provide the best product for the price, 3) give the highest priority to academic supplies at the lowest cost.

This year the Board initiated a 10% discount on all books (text and general) to our Members. By giving the discount we will be able to maintain the quality selection now available in our General Book Department.

Service to our Members is our priority. Our members can help by giving us suggestions and comments. On the stairway landing in the Book Dept. is an area called "Sounding Board." Many of the improvements at the Bookstore have resulted from suggestions made there.



**WE DON'T MAKE A PROFIT
SO OUR MEMBERS WILL**

STATEMENT OF DISPOSITION OF REVENUE FOR YEAR ENDING JUNE 30, 1983

SOURCES OF REVENUE

MERCHANDISE SALES.....	\$6,007,315
INTEREST INCOME.....	31,872
OTHER INCOME.....	33,969
TOTAL INCOME.....	\$6,073,156

HOW REVENUE WAS SPENT

COST OF MERCHANDISE SOLD.....	\$4,618,420
SALARIES AND WAGES.....	808,032
DEPRECIATION.....	45,339
OTHER OPERATING EXPENSES.....	421,884
INTEREST EXPENSE.....	7,636
TOTAL COSTS & EXPENSES.....	\$5,901,311
EXCESS OF REVENUES OVER EXPENSES.....	\$171,845

Serving Our Members Since 1920

**UO
BOOKSTORE**

13th & Kincaid
M - F 7:30 - 5:30
Sat 10 - 3
Supplies 686-4331