



SUNY DOWNSTATE Medical Center

University Bookstore

January 13, 2012

Bookstore Update For FSA BOD Meeting 1/18/12

- As of the November 30th, the Bookstore financial statement is showing a \$3,800.00 loss before Administration fees.
- Salaries and benefits for year end closing should be \$5K lower then budget
- Operation Expenses for year end closing should be \$3K. lower then budget.
- Clothing and Novelties sales are up by \$4K for this period compared to last year. December 2011 monthly sales was up \$1,700. from last year. This was due to increased direct marketing and the update of our web page of new clothing.
- Commission paid by our Diploma frame vender was \$445. For direct sales of frames from our web site, plus we sold 57 in store sale to date.
- Will continue planning ahead for increased direct marketing to parents and students for clothing and novelties etc.
- Researching the current availability of DMC textbook titles for textbook rental service. WE know nationally textbook rentals have been popular with students to increase sales and save them money, but previously DMC graduate level and medical texts were unavailable in national book rental programs.

Submitted by,
Kenneth Carlton, Bookstore Manger