

SALES

<u>Publication (# of issues 74-75)</u>	<u>1974-75</u>	<u>1975-76</u>
Alt. to Aliens (4)	2,570.	2,827.
Art Soc (6)	1,343.	1,477.
Body Politic (6)	3,095.	3,404.
BFP (8)	5,755.	6,550.
Brant Connection (3)	1,272.	1,399.
CCU/CTCU (7)	1,479.	1,626.
Chung Oh	1,504.	--
Federation (non-chevron)	5,268.	5,794.
Chevron (684 pages)	40,528.	44,580.
Ind. Socialists (5)	1,252.	1,377.
Kopy Kwik	2,315.	2,546.
Kit. Free Press	5,801.	--
Miscellaneous (under \$50.)	3,426.	3,768.
" (over \$50.)	9,198.	10,117.
Other Woman (6)	1,602.	1,762.
SAC-WLU (non Cord)	5,086.	5,594.
Cord (316 pages)	16,074.	17,681.
True North	1,111.	--
Waffle	1,689.	--
Whats on	14,568.	--
Women's Press	1,512.	--
Regular accounts under \$1000	<u>8,041.</u>	<u>8,845.</u>
	134,489.	119,347.
Other Sources (books)		
Women at Work		1,540.
Jesse's book		?
Lou's book		500.
Better Read book		1,500.
Pat Bird's book		1,200.
OFY books?		<u>600.</u>
books sub-total		5,340.
Rentals		
Lount (IDB)	2,410.	2,410.
Lount (perforator)	300.	300.
Women's Press (perforator)	300.	300.
Reeve Bean		<u>3,600.</u>
rentals sub-total	<u>3,010.</u>	6,610.
Total Sales	137,499.	131,297.

Projected figures do not take into account any payment for bad debtors such as Chung Oh and Carl Dow, nor are there any projections for books coming in.

Projected figures for regular work are simply 10% increments of last years work.

EXPENSES

	<u>1973-74</u>	<u>1974-74</u>	<u>1975-76</u>
Production Supplies	11,914.00	27,368.25	17,518.00 *
Printing	46,311.00	50,457.30	53,902.00 *
Bad debts	362.00	1,179.38	1,000.
Business tax	51.	55.72	55.
Insurance	363.	577.46	700.
Interest & Service Ch.	1,249.	1,565.38	2,000.
Office Supplies	373.	290.31	350.00
Professional Fees	520.	172.30	200.
Rent	2,450.	2,817.00	2,772.
Repair & Maintenance	1,292.	1,573.27	2,000.
Tele & Tele (vision)	600.	902.09	1,200.
Travel	181.	81.90	100.
Trucks	536.	943.32	1,300.
Utilities (\$35/month)	230.	1,034.99	500.
Misc. expenses	267.	1,139.96	1,500.
Education Fees	--	143.00	220.
Provision for taxes	1,780.	272.56	400.
Wages (includes bonus '75)	32,204.	46,971.71	?
P. Corp. Tax	510.	436.46	} 273.
F. Corp. Tax	600.	619.36	
Leasehold improvements	1,000.	309.16	250.
Machinery	4,421.	3,234.53	2,000.
Loans	2,256.	5,910.00	5,310.
Workies Comp.	436.00	--	--
	<u>109,006.00</u>	<u>137,717.12</u>	<u>93,150.</u>

Using our calculations of possible revenue,  
 probable income 134,757.00  
 probable expenses 93,150.00  
 Leaving, for wages: 41,607.00

Which doesn't pay a lot of people a lot of money (see wage tables)+!!!

But then, it isn't counting on a lot of work (see sales predictions) like no books.

So that we can probably decide how much more commercial work we want to do, keeping in mind that both production supplies and printing costs go up with sales, by the following approximate rates, per dollar of sales:

	book (Not publ.)	book (publ.)	tab comm.	camera & print (the bo
production supplies	\$.20	?	.11	.06
printing	--	?	.35	.66

It would be interesting, but difficult, to find an estimate of what percentage of sales goes into wages for each type of job. It was .34 last year for all work.

Wage Tables

Gross Monthly Pay	Take Home Pay	Cost for 12 full months	* Reduced for UIC, OFY, etc. in summer (.73)	Number of empl.	** Into Extra Acc. per emp. per month
\$450.	\$370.	\$70,200.	\$51,246.	13	\$20.50
"	"	81,000.	59,130.	15	"
"	"	91,800.	67,014.	17	"
500.	400.	78,000.	56,940.	13	25.50
"	"	90,000.	65,700.	15	"
"	"	102,000.	74,460.	17	"
550.	430.	85,800.	62,634.	13	30.15
"	"	99,000.	72,270.	15	"
"	"	112,200.	81,906.	17	"
570.	450.	88,920.	64,911.	13	24.11
"	"	102,600.	74,898.	15	"
"	"	116,280.	84,884.	17	"

\* This year, our payroll was divided in the following way:

- 36,000. spent in 7 months (Sept-Mar)
- 9,000. spent in 5 months (April-Aug)
- 4,000. spent on bonuses

This reduction of payroll expenses over the summer months is reflected in the column with the asterisk. But these figures should only be considered if we intend to continue with uic stuff, and OFY. As well, the figures are probably low when we take into account that the Civic Awareness people will be not working full time at the shop in the fall.

\*\* This indicates how much each person puts into the extra account each month.