

SENATE AGENDA
REGULAR MEETING
ACADEMIC SENATE OF GROSSMONT COLLEGE
September 18, 1995
Room 370, 11:10 a.m. - 12:20 p.m.

I. PRELIMINARY ITEMS

- A. Call to Order
- B. Approval of Agenda
- C. Approval of Minutes of August 28, 1995.

II. ACTION ITEMS

- A. Committee Approvals
 - Curriculum Committee
 - Petitions Committee
 - Program Review

III. SPECIAL ITEMS

- A. Discussion on Classroom Management Practices: Q and A with Dr. Jack Daniels, Vice President of Academic Affairs

IV. OTHER MATTERS

- A. President's Report
 - Update on the Bookstore
- B. Committee Reports
 - U.F. -Interests

**The next regular meeting of the Academic Senate
is scheduled for Monday October 2, 1995**

Preview: On October 2 Charlene Mc Mahan, Vice Chancellor of Human Resources will be speaking on hiring procedures, Kim Metli, Director of Campus Business will answer questions on the bookstore. Get your questions ready.

Bookstore Margin Survey

California Colleges

03/15/9

School	Bookstore	Text Markup	Text Margin	Syllabus Margin	Not Returnable	Date Verified
Allan Hancock College	Allan Hancock College Bookst	25%	20%	N/A	30%	9/94
American River College	Beaver Bookstore	33%	25%	25%	40%	10/94
Cabrillo College	Cabrillo Bookstore	33%	25%	25%	33%	3/95
Calif State University-Fullerton	Titan Shops	35%	26%	26%	26%	10/94
Calif State University-Hayward	Pioneer Bookstore	33%	25%	30%	30%	10/94
Calif. Poly State Univ., San Luis Obi	El Corral Bookstore	33%	25%	25%*	27%	10/94
Calif. State Univ., Bakersfield	Golden Empire Bookstore	37%	27%	27%	27%	10/94
Calif. State Univ., Chico	A.S. Bookstore	33%	25%	35%	25%	10/94
Calif. State Univ., Long Beach	Forty-Niner Shops, Inc.	35%	26%	n/a	30%	10/94
Calif. State Univ., Sacramento	Hornet Bookstore	33%	25%	25%	25%	10/94
Calif. State Univ., San Bernadino	Coyote Bookstore	30%	23%	10%	23%	10/94
Canada College	Canada College	33%	25%	25%	25%	11/94
Chabot College	Chabot College	39%	28%	30%	28%	10/94
City College of San Francisco	CCSF Bookstore	33%	25%	30%	30%	3/95
College of Alameda	College of Alameda Bookstore	39%	28%	N/A	28%	3/95
College of Marin	College of Marin Bookstore	33%	25%	25%	25%	3/95
College of San Mateo	College of San Mateo	33%	25%	25%	25%	11/94
College of the Redwoods	College of the Redwoods Bkst	35%	26%	26%	26%	10/94
Contra Costa College	Contra College College Store	33%	25%	#	#	
Cuesta College	Cuesta College Bookstore	33%	25%	25%*	30%	10/94
Cypress College	Cypress College Bookstore	33%	25%	25%	25%	10/94
De Anza Community College	De Anza College Bookstore	35%	26%	26%	40%	10/94
Diablo Valley College	The Book Center	50%	33.3%	20%	33.3%	10/94
Evergreen Valley College	E.V.C. Bookstore	35%	26%	#	#	9/94
Fresno City College	F.C.C. Bookstore	35%	26%	26%	26%	10/94
Glendale College	Glendale College Bookstore	37%	27%	100%	27%	10/94
Grossmont College	Grossmont College Bookstore	35%	26%	29%	26%	10/94
Hartnell College	Hartnell College Store	33%	25%	#	#	9/94
Humboldt State University	H.S.U. Bookstore	37%	27%	20%	27%	10/94
Laney College	Laney College Bookstore	39%	28%	#	#	
Long Beach City College	Long Beach City College Book	35%	26%	20%	26%	10/94
Los Angeles Harbor College	Los Angeles Harbor College Bk	38%	27.7%	35%	32%*	10/94
Los Angeles Pierce College	Los Angeles Pierce College Bk:	38%	27.7%	#	#	9/94
Los Angeles Trade Tech	Los Angeles Trade Tech	38%	27.7%	40%	40%	10/94
Los Mendanos College	Mustang Corner Bookshop	33%	25%	25%	25%	3/95

Bookstore Margin Survey

California Colleges

03/15/95

Mendocino College	Mendocino College Bookstore	33%	25%	25%	25%	10/94
Merced College	Merced College Bookstore	33%	25%	25%	25%	10/94
Merritt College	Merritt College Bookstore	39%	28%	N/A	28%	3/95
Moorpark Community College	Moorpark	35%	26%	.04/page	26%	10/94
Mt. San Antonio College	Sac Book Rac	33%	25%	25%	25%	10/94
Mt. San Jacinto College	MSJC Bookstore	37%	27%	27%	#	9/94
Napa Valley College	Napa Valley College Bookstore	33%	25%	25%	25%	3/95
Ohlone College	Ohlone College Bookstore	35%	26%	26%	33.3%	10/94
Pacific Union College	Pacific Union College Bookstore	33%	25%	40%	25%	10/94
Palomar College	Palomar College Bookstore	35%	26%	30%	26%	10/94
Riverside City College	R.C.C. Bookstore	33%	25%	12 per page	40%	10/94
Sacramento City College	Student Book Exchange	33%	25%	25%	40%	10/94
San Francisco State Univ.	Franciscan Shops	33%	25%	33%	25%	10/94
San Joaquin Delta College	San Joaquin Delta College Bks	28%	22%	40%	40%	10/94
San Jose City College	San Jose City College Bookstore	35%	26%	#	33.3%	9/94
San Jose State University	Spartan Bookstore	33%	25%	25%	25%	10/94
Santa Barbara City College	Santa Barbara City College Bookstore	32%	24%	#	24%	9/94
Santa Monica College	S.M.C. Bookstore	35%	26%	26%	26%	10/94
Santa Rosa Junior College	Santa Rosa J.C. Bookstore	33%	25%	25%	25-30%	3/95
Shasta College	Shasta College Bookstore	33%	25%	25%	25%	10/94
Sierra College	Sierra College Bookstore	28%	22%	#	#	9/94
Skyline College	Skyline College	33%	25%	25%	#	11/94
Solano College	Solano College Bookstore	33%	25%	25%	25%	10/94
Southwestern College	Campus Store	30%	23%	40%	25%	10/94
Univ of Calif., Santa Barbara	U.C.S.B. Bookstore	33%	25%	25%	*	10/94
Univ of Calif., Santa Cruz	Bay Tree Bookstore	33%	25%	N/A	*	11/94
University of Nevada, Reno	A.S.U.N. Bookstore	33%	25%	20%	20%	10/94
University of Southern Calif.	U.S.C. Bookstore	37%	27%	27%	33%	10/94
Univ of Calif., Davis	Off-Campus Books			list 1.5 per page	#	12-8-1993
Univ. of Calif., Davis	U.C.D. Bookstore	25%	20%	25%	20%	10/94
Ventura College	Ventura College Bookstore	35%	26%	#	#	9/94
Victor Valley College	Ram's Bookstore	35%	26%	33%	26%	10/94
Vista College	Campus Textbooks	25%	20%+	20%	20%	3/95
Foothill College	Foothill College Bookstore	33%	25%	#	#	11/94

information not supplied

GROSSMONT COLLEGE BOOKSTORE
STATEMENT OF INCOME AND EXPENSE
JUNE 30, 1995

	CURRENT MONTH	%SALES	YEAR-TO-DATE	%SALES
OPERATING EXPENSE	40,484.25	15.17-	497,309.94	14.42-
Salaries & Wages	11,662.80	4.37-	137,457.26	3.99-
Payroll Benefits & Exp	1,348.87	0.51-	17,825.62	0.52-
Computer Maintenance	4,166.63	1.56-	50,000.00	1.45-
District & College Svcs	2,871.02	1.08-	41,577.27	1.21-
Store & Office Supplies	1,125.13	0.42-	7,235.38	0.21-
Repairs & Maintenance	0.00	0.00	1,302.03	0.04-
Repairs & Maint - Truck	4,897.30	1.84-	63,072.89	1.83-
Depreciation	514.25	0.19-	6,362.85	0.18-
Insurance	0.00	0.00	0.00	0.00
Rentals	310.95	0.12-	3,332.85	0.10-
Rent - Storage Units	795.60	0.30-	2,649.15	0.08-
Staff Development	5.08	0.00-	3,033.29	0.09-
Advertising & Promotion	29.65	0.01-	528.59	0.02-
Cash Over/Short	0.00	0.00	1,860.00	0.05-
Dues & Subscriptions	236.97	0.09-	2,741.84	0.08-
Security	2,990.74	1.12-	5,750.58	0.17-
Bad Debts	279.82	0.10-	13,390.78	0.39-
Bank Service Charges	232.71	0.09-	1,655.73	0.05-
Communications	71,951.77	26.96-	857,086.05	24.86-
TOTAL OPERATING EXPENSE				
NET PROFIT / OPERATIONS	2,896.09-	1.09	110,110.68-	3.19
OTHER INCOME	1,397.55-	0.52	9,822.22-	0.28
Commissions	265.00-	0.10	318.22-	0.01
Miscellaneous Income	2,061.28-	0.77	12,292.42-	0.36
Interest Earned	100.00-	0.04	160.00-	0.00
Jewelry	0.00	0.00	4,500.00	0.13-
Consultant Fees-Hay Group	276.62-	0.10	3,088.89-	0.09
Rec'd on Bad Accounts	0.00	0.00	528.00	0.02-
Penalties & Interest	398.00-	0.15	4,704.40-	0.14
Commissions - Citations	58.14-	0.02	2,087.27-	0.06
Discounts Earned	398.00	0.15-	4,704.40	0.14-
Parking Cite Coll Wages	4,158.59-	1.56	22,741.02-	0.66
TOTAL OTHER INCOME				
PROFIT BEFORE ASGC EXP	7,054.68-	2.64	132,851.70-	3.85
OTHER EXPENSE	291.63	0.11-	3,500.00	0.10-
ASGC Services	7,789.52	2.92-	69,053.53	2.00-
Distributions to ASGC	8,081.15	3.03-	72,553.53	2.10-
TOTAL ASGC EXPENSE				
TOTAL NET PROFIT	1,026.47	0.38-	60,298.17-	1.75

GROSSMONT COLLEGE BOOKSTORE
STATEMENT OF INCOME AND EXPENSE
JUNE 30, 1995

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	CURRENT MONTH	%SALES	YEAR-TO-DATE	%SALES
SALES				
Books	272,599.66-	102.16	3,393,752.25-	98.42
Supplies	22,544.62-	8.45	418,378.89-	12.13
Specials	0.00	0.00	359.50-	0.01
U.S. Government	2,579.91-	0.97	22,472.77-	0.65
Food	1,521.82-	0.57	20,069.35-	0.58
TOTAL SALES	299,246.01-	112.15	3,855,032.76-	111.80
LESS RETS & ADJS TO SALES				
Books	26,994.54	10.12-	349,888.36	10.15-
Supplies	113.18	0.04-	5,348.94	0.16-
Restocking Charge	4,091.17	1.53-	3,199.37-	0.09
Student Discounts	1,211.34	0.45-	54,878.56	1.59-
TOTAL RETS & ADJ TO SALES	32,410.23	12.15-	406,916.49	11.80-
NET INCOME FROM SALES	266,835.78-	100.00	3,448,116.27-	100.00
COST OF GOODS SOLD				
Beginning Inventory	934,750.00	350.31-	1,408,167.00	40.84-
PURCHASES				
Books	570,299.72	213.73-	2,484,611.73	72.06-
Supplies	45,442.74	17.03-	279,170.03	8.10-
Food	1,216.66	0.46-	12,592.90	0.37-
Freight In	11,897.95	4.46-	60,032.90	1.71-
TOTAL PURCHASES	628,857.07	235.67-	2,836,407.56	81.26-
LESS RETURNS & ALLOWANCES				
Books	2,687.96-	1.01	386,513.77-	11.21
Supplies	2,249.71-	0.84	12,611.84-	0.37
Resale	0.00	0.00	6,481.96-	0.19
Loss/Gain from Debit Memo	3,828.18-	1.43	3,730.72-	0.11
Freight Out	38.30-	0.01	8,498.27	0.25-
TOTAL RETURNS & ALLOW	8,804.15-	3.30	400,840.02-	11.62
COST OF GOODS AVAIL/SALE	1,554,802.92	582.68-	3,843,734.54	111.47-
Less Ending Inventory	1,362,815.00-	510.73	1,362,815.00-	39.52
NET COST OF GOODS SOLD	191,987.92	71.95-	2,480,919.54	71.95-
GROSS MARGIN ON SALES	74,847.86-	28.05	967,196.73-	28.05