

Tulsa Community College Regular Meeting of the Board of Regents Thursday, February 16, 2017 Southeast Campus, Room 1320 3:00 p.m.

<u>AGENDA</u>

1. Call to Order

- 1.1 Open Meeting Compliance Statement
- 1.2 Roll Call
- 2. Old Business
 - 2.1 Recommendation for Approval of the Minutes for the Regular Meeting of the Tulsa Community College Board of Regents held on Thursday, January 19, 2017
 - 2.2 Carry Over Items
- 3. President's Report and Possible Discussion Presented by President Goodson
- 4. Student Success Update and Possible Discussion on: Presented by Susan O'Neal, Associate Professor and Honors Program Coordinator, William Hawkins and Rachel Keith, Honors Program Students
 - 4.1 TCC Honors Program
- 5. Highlighted Key Performance Indicators and Possible Discussion & Action on: Presented by President Leigh Goodson and Jenn Ivie, Director of Institutional Research and Assessment
 - 5.1 Cohort Reporting Requirements
- 6. Academic Affairs and Student Success Committee Report and Possible Discussion and Action on: Presented by Regent Ballenger
 - 6.1 Changes in Academic Programs

- 7. Community Relations and Workforce Development Committee Report and Possible Discussion Presented by Regent Garber
- 8. Personnel Report and Possible Discussion and Action on: Presented by President Goodson
 - 8.1 Information Items
 - 8.1.1 Introduction of Recently Appointed Staff
 - 8.2 Consent Agenda (Attachment 8.2)
 - 8.2.1 Recommendation for Approval of Professional Staff Appointments
 - 8.2.2 Retirement of Professional Staff Members
- 9. Facilities Committee Report and Possible Discussion Presented by Regent Combs
- 10. Finance and Audit Committee Report and Possible Discussion and Action on: Presented by Regent Lawhorn
 - 10.1 Purchase Item Agreements (>100k) No items
 - 10.2 Consent Agenda (Between \$50k and \$100k) No items
 - 10.3 Monthly Financial Report for January 2017 (Attachment 10.3)
- 11. New Business

[Pursuant to Title 25 Oklahoma Statutes, Section 311(A)(9), "...any matter not known about or which could not have been reasonably foreseen prior to the time of posting." 24 hours prior to meeting]

- 12. Persons Who Desire to Come Before the Board
- 13. Executive Session

[Proposed vote to go into executive session Pursuant to Title 25 Oklahoma Statutes, Section 307(B)(4), for confidential communications between a public body and its attorneys concerning pending investigations, claims or actions.]

- 13.1 Confidential Report by College Legal Counsel Concerning Pending Litigation, Investigations and Claims.
- 14. Adjournment
 - 14.1 Next Meeting Date:

The next regular meeting of the Tulsa Community College Board of Regents will be held on Thursday, March 23, 2017, 3:00 p.m., in Room I-232 at West Campus, Tulsa, Oklahoma.

1. Call to Order

1.1 Open Meeting Compliance Statement

"Statement of Compliance with the Oklahoma Open Meeting Act (Regularly scheduled meeting, February 16, 2017 at 3:00 pm)

This regularly scheduled meeting of the Tulsa Community College Board of Regents has been convened in accordance with the Oklahoma Open Meeting Act.

This meeting was preceded by advance notice of the date, time, and place, filed with the Oklahoma Secretary of State on December 15, 2016.

Notice of this meeting was also given at least twenty-four (24) hours in advance of the meeting by positing notice of the date, time, place, and agenda of the meeting at 1:30 p.m. on February 14, 2017 at the principal office of the Tulsa Community College Board of Regents, located at 6111 E. Skelly Drive, Tulsa, Oklahoma.

Leigh Goodson President & CEO

Present

Absent

1.2 Roll Call

	ribbon	11000III
Paul H. Cornell, Chair		
Robin F. Ballenger, Vice Chair		
Martin D. Garber, Jr., Secretary		
Samuel Combs, Member		
Caron A. Lawhorn, Member		
Ronald S. Looney, Member		
William R. McKamey, Member		

2. Old Business

2.1 Recommendation for Approval of the Minutes for the Regular Meeting of the Tulsa Community College Board of Regents held on Thursday, January 19, 2017

MOTION FOR APPROVAL OF THE MINUTES

MOTION:	
SECOND:	

<u>Totals</u>	<u>Totals</u>		otals		Motion Carried	
YES		NO	Other	YES	NO	

- 2.2 Carry Over Items
- 3. **President's Report and Possible Discussion** Presented by President Goodson

4. Student Success Update and Possible Discussion on:

Presented by Susan O'Neal, Associate Professor and Honors Program Coordinator, William Hawkins and Rachel Keith, Honors Program Students

4.1 TCC Honors Program

5. Highlighted Key Performance Indicators

Presented by President Leigh Goodson and Jenn Ivie, Director of Institutional Research and Assessment

- 5.1 Cohort Reporting Requirements
- 6. Academic Affairs and Student Success Committee Report and Possible Discussion and Action on:

Presented by Regent Ballenger

6.1 Changes in Academic Programs

Program Requirement Changes:

• <u>Science-Related Concentration, AS, Geology option</u>: Add MATH 2114 Analytic Geometry and Calculus I and MATH 2124 Analytic

Geometry and Calculus II as math options. Update General Education electives. No change in credit hours.

<u>Reason</u>: Adding higher level Mathematics courses to accommodate students with high test scores. Additional General Education elective courses are being added to give students exposure to a broader array of science courses.

MOTION FROM THE ACADEMIC AFFAIRS & STUDENT SUCCESS COMMITTEE FOR APPROVAL NO SECOND NEEDED

<u>Totals</u>		otals		Motion Carried		
YES		NO		Other	YES	NO

7. Community Relations and Workforce Development Committee Report and Possible Discussion

Presented by Regent Garber

- 8. **Personnel Report and Possible Discussion and Action on:** Presented by President Goodson
 - 8.1 Information Items
 - 8.1.1 Introduction of Recently Appointed Staff
 - 8.2 Consent Agenda
 - 8.2.1 <u>Recommendation for Approval of Professional Staff</u> <u>Appointments</u>

Appointments of full-time faculty and full-time professional grade 18 and above made since the last meeting of the Board of Regents of Tulsa Community College.

8.2.2 <u>Retirement of Professional Staff Members</u>

Retirement of full-time faculty and professional employees submitted since the last meeting of the Board of Regents of Tulsa Community College.

(Attachment 8.2: Addendum for Personnel Consent Items)

MOTION FOR APPROVAL OF THE CONSENT AGENDA

MOTION:	
SECOND:	

<u>Totals</u>		Moti		Motion (n Carried		
YES		NO		Other		YES	NO

- 9. Facilities Committee Report and Possible Discussion Presented by Regent Combs
- 10. Finance and Audit Committee Report and Possible Discussion and Action on: Presented by Regent Lawhorn
 - 10.1 Purchase Item Agreements (>\$100K): No items
 - 10.2 Consent Agenda (Between \$50k and \$100k): No items
 - 10.3 Monthly Financial Report

It is recommended by the Finance & Audit Committee that the monthly financial report for January 2017 be approved as presented.

(Attachment 10.3: Monthly Financial Report – January 2017)

MOTION FROM THE FINANCE & AUDIT COMMITTEE FOR APPROVAL NO SECOND NEEDED

<u>Totals</u>			Motion (<u>Carried</u>	
YES		NO	Other	YES	NO

11. New Business

[Pursuant to Title 25 Oklahoma Statutes, Section 311(A)(9), "...any matter not known about or which could not have been reasonably foreseen prior to the time of posting." 24 hours prior to meeting]

12. Persons Who Desire to Come Before the Board

Any person who desires to come before the Board shall notify the board chair or his or her designee in writing or electronically at least twelve (12) hours before the meeting begins. The notification must advise the chair of the nature and subject matter of their remarks and may be delivered to the president's office. All persons shall be limited to a presentation of not more than two minutes.

13. Executive Session

[Proposed vote to go into executive session Pursuant to Title 25 Oklahoma Statutes, Section 307(B)(4), for confidential communications between a public body and its attorneys concerning pending investigations, claims or actions.]

13.1 Confidential Report by College Legal Counsel Concerning Pending Litigation, Investigations and Claims.

MOTION FOR APPROVAL TO RECESS INTO EXECUTIVE SESSION

MOTION:	
SECOND:	

<u>Totals</u>		otals		Motion (Carried	
YES		NO		Other	YES	NO

MOTION FOR APPROVAL TO RECONVENE INTO REGULAR MEETING

MOTION:	
SECOND:	

<u>Totals</u>		'otals		Motion Carried		
YES		NO		Other	YES	NO

14. Adjournment

14.1 Next Meeting Date:

The next regular meeting of the Tulsa Community College Board of Regents will be held on Thursday, March 23, 2017, 3:00 p.m., in Room I-232 at West Campus, Tulsa, Oklahoma.

ADDENDUM FOR PERSONNEL CONSENT ITEMS:

Items listed under Personnel Consent Items will be approved by one motion without discussion. If discussion on an item is desired, the item will be removed from the "Consent Agenda" and considered separately at the request of a Board member.

APPOINTMENT:

Monica Champ, Director of Major Gifts, External Affairs February 20, 2017	Salary: \$75,000
RETIREMENTS:	
James Elder, Assistant Professor, Biology, Science & Mathematics Metro Campus	Date: June 1, 2017
Anita Hall, Associate Professor, Math, Science & Mathematics Southeast Campus	Date: May 1, 2017
Gary Hunt, Associate Professor, Biology, Science & Mathematics Metro Campus	Date: May 1, 2017
Vicki Jurries, Director of Clinical Education-PTA Program; Assistant Professor, Allied Health/Physical Therapy Assistant Program Metro Campus	Date: August 1, 2017
Patricia Knapp, Associate Professor, Humanities, Liberal Arts & Communications Southeast Campus	Date: June 1, 2017
Vladimir Kozhevnikov, Assistant Professor, Math & Physics, Science & Mathematics Metro Campus	Date: May 1, 2017
Terry McDevitt, Associate Professor, Math, Science & Mathematics West Campus	Date: May 1, 2017
Paulette Ramsey, Assistant Professor, Biology, Science & Mathematics Southeast Campus	Date: May 1, 2017
Carter Schell, Associate Professor, Political Science, Communications Southeast Campus	Date: June 1, 2017
Belinda Jane Varmecky, Associate Professor, Speech, Communication Services Southeast Campus	Date: August 1, 2017
Jocelyn Whitney, Associate Dean, Liberal Arts & Communications Southeast Campus	Date: July 1, 2017

TULSA COMMUNITY COLLEGE

FINANCIAL REPORT

MONTH ENDING JANUARY 2017

Home

TULSA COMMUNITY COLLEGE

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TULSA COMMUNITY COLLEGE STATEMENT OF REVENUE AND EXPENDITURES COMPARISON FOR THE PERIOD ENDING JANUARY 31, 2017 AND JANUARY 31, 2016

	JANUARY FY17			JANUARY FY16									
		Budget	,	/ear to date	Percent of Budget		Budget	,	Year to date	Percent of Budget		\$ Change	Percent Change
Revenue		Dudget			Duuget		Dudget			Duuget		y chunge	chunge
Education & General													
State Appropriations	\$	30,408,023	\$	18,539,862	61.0%	\$	36,600,023	\$	19,927,412	54.4%	\$	(1,387,550)	-7.0%
Revolving Fund		2,336,458		2,714,976	116.2%		2,839,046		2,557,316	90.1%		157,660	6.2%
Resident Tuition		28,523,326		25,430,095	89.2%		27,636,535		24,563,660	88.9%		866,435	3.5%
Non-Resident Tuition		2,467,093		2,402,190	97.4%		2,578,634		2,227,761	86.4%		174,429	7.8%
Student Fees		5,634,788		5,083,605	90.2%		6,180,408		5,313,972	86.0%		(230,367)	-4.3%
Local Appropriations		39,167,963		11,500,000	29.4%		37,683,613		13,500,000	35.8%		(2,000,000)	-14.8%
Total	\$	108,537,651	\$	65,670,728	60.5%	\$	113,518,259	\$	68,090,122	60.0%	\$	(2,419,394)	-3.6%
Auxiliary Enterprises													
Campus Store	\$	6,500,000	\$	5,822,381	89.6%	\$	8,816,213	\$	6,281,248	71.2%	\$	(458,867)	-7.3%
Student Activities	Ŷ	2,035,500	Ŷ	1,899,445	93.3%	Ŷ	2,471,419	Ŷ	1,966,224	79.6%	Ŷ	(66,779)	-3.4%
Other Auxiliary Enterprises		8,464,500		3,212,365	38.0%		7,745,885		3,224,729	41.6%		(12,364)	-0.4%
Total	\$	17,000,000	\$	10,934,191	64.3%	\$	19,033,517	\$	11,472,200	60.3%	\$	(538,009)	-4.7%
Restricted													
Institutional Grants	\$	4,576,625	\$	2,890,820	63.2%	\$	7,732,911	\$	3,961,210	51.2%	\$	(1,070,390)	-27.0%
State Student Grants	-	2,277,003		2,077,060	91.2%		4,392,014		1,823,972	41.5%		253,088	13.9%
Total	\$	6,853,628	\$	4,967,880	72.5%	\$	12,124,925	\$	5,785,182	47.7%	\$	(817,302)	-14.1%
TOTAL REVENUE	ç	5132,391,279		\$81,572,799	61.6%		\$144,676,701		\$85,347,504	59.0%	\$	(3,774,705)	-4.4%
Expenditures													
Education & General													
Instruction	Ś	44,743,446	\$	21,553,576	48.2%	\$	47,642,238	\$	21,557,934	45.2%	\$	(4,358)	0.0%
Public Service	Ŷ	687,735	Ŷ	78,876	11.5%	Ŷ	544,020	Ŷ	70,320	12.9%	Ŷ	8,556	12.2%
Academic Support		19,888,729		8,372,507	42.1%		20,099,642		10,817,999	53.8%		(2,445,492)	-22.6%
Student Services		8,359,380		5,456,467	65.3%		9,029,409		4,883,467	54.1%		572,999	11.7%
Institutional Support		13,073,440		7,773,502	59.5%		14,079,500		8,607,500	61.1%		(833,998)	-9.7%
Operation/ Maintenance of Plant		16,128,554		7,476,157	46.4%		16,307,411		9,346,310	57.3%		(1,870,153)	-20.0%
Tuition Waivers		3,544,500		3,164,709	89.3%		3,375,756		3,011,279	89.2%		153,430	5.1%
Scholarships		4,350,000		4,000,020	92.0%		4,145,100		4,036,631	97.4%		(36,611)	-0.9%
Total	\$	110,775,784	\$	57,875,814	52.2%	\$	115,223,076	\$	62,331,441	54.1%	\$	(4,455,627)	-7.1%
Auxiliary Enterprises													
Campus Store	\$	6,355,000	\$	4,713,455	74.2%	\$	7,241,877	\$	5,335,256	73.7%	\$	(621,801)	-11.7%
Student Activities		2,385,500		1,119,407	46.9%		2,439,017		1,278,827	52.4%		(159,420)	-12.5%
Other Auxiliary Enterprises Total	\$	8,626,500 17,367,000	\$	2,267,694 8,100,556	26.3% 46.6%	\$	7,736,844 17,417,738	\$	2,371,195 8,985,277	30.6% 51.6%	\$	(103,501) (884,721)	-4.4% -9.8%
Postrictod													
Restricted Institutional Grants	\$	4,576,625	\$	3,019,612	66.0%	\$	7,732,911	\$	3,965,879	51.3%	\$	(946,267)	-23.9%
State Student Grants	Ş	4,576,625 2,277,003	Ş	2,759,715	121.2%	Ş	4,392,014	ç	2,404,320	51.3% 54.7%	Ş	(946,267) 355,395	-23.9% 14.8%
Total	\$	6,853,628	\$	5,779,327	84.3%	\$		\$	6,370,198	52.5%	\$	(590,871)	-9.3%
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TOTAL EXPENDITURES	Ş	134,996,412	\$	71,755,697	53.2%	Ş	144,765,739	\$	77,686,917	53.7%	\$	(5,931,220)	-7.6%

TULSA COMMUNITY COLLEGE EXPENDITURE SUMMARY BY CATEGORY FOR THE PERIOD ENDING JANUARY 31, 2017 AND JANUARY 31, 2016

	JANUARY FY17				JANUARY FY16							
					Percent of				Percent of			Percent
		Budget	Y	ear to date	Budget	 Budget	<u>۱</u>	/ear to date	Budget		\$ Change	Change
EDUCATION AND GENERAL												
Salaries & Wages												
Faculty	\$	17,550,232	\$	8,640,886	49.2%	\$ 18,288,189	\$	8,780,298	48.0%	\$	(139,412)	-1.6%
Adjunct Faculty		11,700,000		5,328,822	45.5%	12,893,590		5,295,189	41.1%		33,633	0.6%
Professional		12,405,669		6,137,582	49.5%	11,599,149		6,764,706	58.3%		(627,123)	-9.3%
Classified Exempt		4,158,105		1,988,070	47.8%	4,479,153		2,428,430	54.2%		(440,360)	-18.1%
Classified Hourly		13,316,054		7,359,114	55.3%	14,440,059		7,578,087	52.5%		(218,973)	-2.9%
TOTAL	\$	59,130,060	\$	29,454,475	49.8%	\$ 61,700,140	\$	30,846,710	50.0%	\$	(1,392,235)	-4.5%
Staff Benefits	\$	21,569,019	\$	10,930,375	50.7%	\$ 22,047,079	\$	11,598,854	52.6%		(668,479)	-5.8%
Professional Services		2,835,900		1,150,163	40.6%	3,522,742		1,496,468	42.5%		(346,306)	-23.1%
Operating Services		14,527,578		7,560,461	52.0%	16,759,682		8,466,710	50.5%		(906,249)	-10.7%
Travel		452,420		168,190	37.2%	750,533		330,992	44.1%		(162,803)	-49.2%
Utilities		1,908,500		936,345	49.1%	2,015,900		1,027,042	50.9%		(90,696)	-8.8%
Tuition Waivers		3,544,500		3,164,709	89.3%	3,375,756		3,011,279	89.2%		153,430	5.1%
Scholarships		4,350,000		4,000,020	92.0%	4,145,100		4,036,631	97.4%		(36,611)	-0.9%
Furniture & Equipment		2,457,807		511,076	20.8%	906,144		1,516,754	167.4%		(1,005,678)	-66.3%
TOTAL	\$	110,775,784	\$	57,875,814	52.2%	\$ 115,223,076	\$	62,331,441	54.1%	\$	(4,455,627)	-7.1%

TULSA COMMUNITY COLLEGE EXPENDITURE SUMMARY BY CATEGORY FOR THE PERIOD ENDING JANUARY 31, 2017 AND JANUARY 31, 2016

	JANUARY FY17					JANUARY FY16							
		Budget	Y	ear to date	Percent of Budget		Budget	Y	ear to date	Percent of Budget		\$ Change	Percent Change
<u>CAMPUS STORE</u> Salaries & Wages													
Professional & Classified Exempt	\$	258,122	\$	170,973	66.2%	\$	306,629	\$	194,569	63.5%	\$	(23,597)	-12.1%
Classified Hourly		447,291		330,304	73.8%		599,206		313,682	52.3%		16,622	5.3%
Total Salaries & Wages	\$	705,413	\$	501,277	71.1%	\$	905,835	\$	508,251	56.1%	\$	(6,974)	-1.4%
Staff Benefits	\$	224,587	\$	141,554	63.0%	\$	320,542	\$	160,304	50.0%	\$	(18,750)	-11.7%
Professional Services		-		-	0.0%		-		8,048	0.0%		(8,048)	-100.0%
Operating Services		590,000		22,115	3.7%		180,500		26,002	14.4%		(3,887)	-14.9%
Travel		5,000		965	19.3%		15,000		1,138	7.6%		(173)	-15.2%
Utilities		85,000		13,003	15.3%		40,000		14,264	35.7%		(1,261)	-8.8%
Items for Resale - Campus Store		4,745,000		4,034,541	85.0%		5,780,000		4,617,249	79.9%		(582,708)	-12.6%
Furniture & Equipment		-		-	0.0%		-		-	0.0%		-	0.0%
TOTAL	\$	6,355,000	\$	4,713,455	74.2%	\$	7,241,877	\$	5,335,256	73.7%	\$	(621,801)	-11.7%
STUDENT ACTIVITIES													
Salaries & Wages													
Professional	\$	613,385	\$	289,221	47.2%	\$	564,340	\$	334,173	59.2%	\$	(44,952)	-13.5%
Classified Hourly		686,230		311,672	45.4%		808,166		369,040	45.7%		(57,368)	-15.5%
Total Salaries & Wages	\$	1,299,615	\$	600,893	46.2%	\$	1,372,506	\$	703,214	51.2%	\$	(102,320)	-14.6%
Staff Benefits	\$	520,385	\$	227,218	43.7%	\$	396,565	\$	280,909	70.8%	\$	(53,691)	-19.1%
Professional Services		46,181		6,250	13.5%		39,260		12,458	31.7%		(6,208)	-49.8%
Operating Services		369,319		216,188	58.5%		435,766		223,437	51.3%		(7,249)	-3.2%
Travel		40,000		14,624	36.6%		104,920		20,336	19.4%		(5,713)	-28.1%
Furniture & Equipment		10,000		35,894	358.9%		-		12,288	0.0%		23,606	192.1%
Items for Resale	<u> </u>	100,000	<u> </u>	18,339	18.3%	<u> </u>	90,000	<u> </u>	26,185	29.1%	<u> </u>	(7,846)	-30.0%
TOTAL	\$	2,385,500	\$	1,119,407	46.9%	\$	2,439,017	\$	1,278,827	52.4%	\$	(159,420)	-12.5%
OTHER AUXILIARY ENTERPRISES													
Salaries & Wages													
Professional	\$	120,789	\$	79,166	65.5%	\$	82,000	\$	79,166		\$	-	0.0%
Adjunct Faculty		188,132		97,194	51.7%		146,713		127,958	87.2%		(30,764)	-24.0%
Classified Hourly		304,705		160,965	52.8%		320,000		189,966	59.4%		(29,001)	-15.3%
Total Salaries & Wages	\$	613,626	\$	337,324	55.0%	\$	548,713	\$	397,090	72.4%	\$	(59,765)	-15.1%
Staff Benefits	\$	98,374	\$	58,464	59.4%	\$	65,613	\$	63,215	96.3%	\$	(4,751)	-7.5%
Professional Services		447,082		224,036	50.1%		398,000		216,578	54.4%		7,458	3.4%
Operating Services		4,813,558		659,789	13.7%		3,847,418		850,192	22.1%		(190,403)	-22.4%
Travel		-		17,100	0.0%		-		16,910	0.0%		190	1.1%
Utilities		750,000		358,081	47.7%		870,000		385,141	44.3%		(27,060)	-7.0%
Scholarship & Refunds		-		3,000	0.0%		-		-	0.0%		3,000	100.0%
Bond Principal and Expense		1,800,000		604,881	33.6%		2,000,000		432,958	21.6%		171,923	39.7%
Furniture & Equipment		100,000		3,911	3.9%		-		8,380	0.0%		(4,469)	-53.3%
Items for Resale		3,860		1,106	28.7%		7,100		731	10.3%		375	51.3%
TOTAL	\$	8,626,500	\$	2,267,694	26.3%	\$	7,736,844	\$	2,371,195	30.6%	\$	(103,501)	-4.4%

TULSA COMMUNITY COLLEGE-CAMPUS STORE STATEMENT OF REVENUE, EXPENDITURES AND CAMPUS STORE EQUITY FOR THE SEVEN MONTHS ENDING JANUARY 31, 2017 AND JANUARY 31, 2016

	JAN F	Y17	JAN F	Y16		
		Percent of		Percent of	Increase/	Percent
	Current Year	Sales	Prior Year	Sales	(Decrease)	Change
Income From Sales						
Sales (From 07-01-16 To 01-31-17)						
Textbooks, Supplies, and Soft Goods	\$ 6,012,416		\$ 6,267,971		\$ (255,555)	-4.1%
Total Sales	6,012,416	100.0%	6,267,971	100.0%	(255,555)	-4.1%
Less: Cost of Goods Sold	4,485,532	74.6%	4,486,542	71.6%	(1,010)	0.0%
Gross Income/(Loss) on Sales	1,526,884	25.4%	1,781,428	28.4%	(254,544)	-14.3%
Operating Expenses						
Selling Expenses	501,277	8.3%	508,251	8.1%	(6,974)	-1.4%
Total Selling Expense	501,277	8.3%	508,251	8.1%	(6,974)	-1.4%
Administrative Expenses						
Personnel Benefits	141,554	2.4%	160,304	2.6%	(18,750)	-11.7%
Travel	965	0.0%	1,138	0.0%	(173)	-15.2%
Operating Expense	35,118	0.6%	48,314	0.8%	(13,195)	-27.3%
Total Administrative Expense	177,637	3.0%	209,755	3.3%	(32,118)	-15.3%
Total Selling and Administrative Expense	678,914	11.3%	718,007	11.5%	(39,093)	-5.4%
Net Selling Income/(Loss)	847,970	14.1%	1,063,422	17.0%	(215,452)	-20.3%
Other Income/(Loss)						
Commission Income	39,484	0.7%	22,697	0.4%	16,787	74.0%
Other Expense	-	0.0%	300,000	4.8%	(300,000)	-100.0%
	39,484	0.7%	(277,303)	-4.4%	316,787	-114.2%
Net Income/(Loss)	\$ 887,454	14.8%	\$ 786,119	12.5%	101,335	12.9%
Equity Balance July 1, 2016	6,606,607		6,734,225		(127,618)	-1.9%
Equity Balance January 31, 2017	\$ 7,494,061		\$ 7,520,343		(26,283)	-0.3%

	Current Year	Prior Year	Increase/ (Decrease)	Percent Change	
Inventory July 1, 2016 Purchases	\$ 1,751,939	\$ 1,644,716	\$ 107,223	6.5%	
Textbooks, Supplies, and Soft Goods	5,200,491	5,477,609	(277,118)	-5.1%	
Total Purchases	5,200,491	5,477,609	(277,118)	-5.1%	
Freight-In	85,950	64,594	21,355		
	5,286,441	5,542,203	(255,762)	-4.6%	
Cost of Goods Available for Sale	7,038,380	7,186,919	(148,539)	-2.1%	
Deduct Inventory January 31, 2017	2,552,848	2,700,377	(147,529)	-5.5%	
Cost of Goods Sold	\$ 4,485,532	\$ 4,486,542	(1,010)	0.0%	