

Tulsa Community College Regular Meeting of the Board of Regents

MINUTES

The regular meeting of the Board of Regents of Tulsa Community College was held on **Thursday**, **March 23**, **2017 at 3:00 p.m. at West Campus**.

Board Members Present: Paul Cornell, Robin Ballenger, Ronald Looney, Bill McKamey

Board Members Absent: Martin Garber, Samuel Combs, Caron Lawhorn

Others Present: President Leigh B. Goodson

Clerk for the Board College Administrators

Faculty and Staff Legal Counsel

CALL TO ORDER

Board Chair, Paul Cornell, called the meeting to order at 3:00 p.m.

President Goodson confirmed compliance with the Open Meetings Act.

ROLL CALL

The clerk called the roll and the meeting proceeded with a quorum.

APPROVAL OF THE MINUTES

A motion was made by Regent Looney and seconded by Regent Ballenger to approve the minutes of the regular meeting of the Tulsa Community College Board of Regents held on Thursday, February 16, 2017 as presented. The Chair called for a vote. **Motion carried unanimously by voice vote.**

PRESIDENT'S REPORT

- Voters approved two bond issues for Glenpool Public Schools which include the purchase of the TCC Glenpool Community Campus for district classrooms and office space. TCC and Glenpool Public Schools are discussing the continuation of TCC class offerings at the Glenpool site.
- Four TCC students have been named semifinalists to compete for the highly-competitive Jack Kent Cooke Foundation Undergraduate Transfer Scholarship worth up to \$120,000. Amanda Thompson, Anna Platt, Amairani Perez Chamu, and Joshua Navarro are among 597 semifinalists selected from nearly 3,000 community college student applications across the country. Scholarship recipients will be announced in April. TCC has had seven winners of the Cooke Undergraduate Transfer Scholarship.
- TCC held a joint news conference with the City of Broken Arrow and the Broken Arrow Fire Department to announce our new internship program for TCC students. Students are participating in the 20-week Broken Arrow Fire Training Academy alongside Broken Arrow's cadets. Students gain hands-on training and college credit.
- Deborah Benton, who retired from TCC in January, received an honorary life membership to the College and University Professional Association for Human Resources. Honorary life membership is the highest honor for recognizing retired or soon-to-be-retired CUPA-HR members.
- TCC student Taylor Finley was selected for the NASPA Undergraduate Fellow Program as reported in January. In her role as a fellow, she's been selected as the student representative to the NASPA Region IV – West Advisory Board as the only undergraduate student on the board.
- Signature Symphony music director Andres Franco hosted a media lunch to announce the 2017-2018 season. Twenty-two people, including media representatives from *Tulsa World, Tulsa Kids, Tulsa Voice*, KRMG, KOTV, and KTUL at Southeast Campus, attended.
- BluePrint hosted nearly 200 students plus 400 parents or guests more than
 double the number at last year's event. The Saturday morning program helps
 students and parents learn about Tulsa Achieves and TCC degree options. KRMG
 and KOTV did interviews and stories. President Goodson recognized Tim
 Fernandez and the Tulsa Achieves program.
- The Overture gala, hosted by the TCC Foundation, successfully raised approximately \$50,000 for Higher Scale our music outreach program.

STUDENT SUCCESS UPDATE

Presented by Jessica Heavin, Director of Wellness Services

1. Student Wellness Program

From Health to Wellness

- Philosophical change to better meet students' needs
- From Reactive to PROACTIVE
- · Training & Collaboration with Campus Police, Faculty and Staff

Structure

Student Wellness Services fall under Dean of Student Affairs, Judicial Affairs and Safety - Darin Behara.

Two additional positions fall under the Director of Wellness Services – Licensed Professional Counselor (currently an open position), and Health Promotions Coordinator, Randi Harrald.

American College Health Association-National College Health Assessment (ACHA-NCHA) Survey-Spring 2016

- 167 schools and over 95,671 students surveyed
- The top four mental health issues for students:
 - (1) stress (33.8%)
 - (2) anxiety (24.4%)
 - (3) sleep difficulties (22.2%)
 - (4) depression (16.2%)

Wellness Services/Overview of Services Offered

- Short term Counseling & Connection
- Campus Police training
- Faculty & Staff training
- College-wide health education programming
- Departmental Collaboration

BHS Student Assistance Program

- The Student Assistance Program (SAP) is an extension of Wellness Services.
- Provides students with "in the moment" support
 - 24/7 access to a Master's level clinician

- Problem assessment, assistance with emergencies, connection to the appropriate resource
- Follow up

Three Key Points

- Wellness Services includes Director, another LPC, and a Health Promotions Coordinator
- Short-term Counseling and Connection for students
- 24/7 Student Assistance Program

ACADEMIC AFFAIRS AND STUDENT SUCCESS COMMITTEE REPORT

Regent Ballenger gave the report.

1. Changes in Academic Programs

Attachment: Changes in Academic Programs

A motion from the Academic Affairs and Student Success Committee was made to approve the changes in academic programs as delineated in the attachment. The Chair called for a vote. Motion carried unanimously by voice vote.

COMMUNITY RELATIONS AND WORKFORCE DEVELOPMENT COMMITTEE REPORT

Lauren Brookey gave the report.

- The TCC Foundation conducted 53 feasibility study interviews to discuss future plans for the Foundation and community education needs. A comprehensive report will be delivered later in the spring. The interviews were held with community leaders, long-time financial supporters of the College and individuals on various boards of philanthropies that support Tulsa Community College. Future projects and funding plans were shared with participants. The feasibility study is the first step in building a multi-year development campaign to support the College and its goals.
- The Foundation concluded its fifth annual Believe Campaign with employees and exceeded last year's participation rate with just over 30 percent of employees contributing to support a culture of giving at TCC and supporting programs of the TCC Foundation.

PERSONNEL REPORT

President Goodson gave the report.

1. Information Items

President Goodson introduced recently appointed faculty and professional staff.

Mackenzie Wilfong, General Counsel

Monica Champ, Director of Major Gifts

2. Consent Agenda

Approval was requested for the following personnel consent agenda items:

Recommendation for Approval of Professional Staff Appointments

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.

Aaron Kennedy, Assistant Professor of Design and Technical Theatre Southeast Campus Salary: \$63,000

Start Date: August 1, 2017

Retirement of Professional Staff Members

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

Cheryl Marrs, Academic Program Accountability Manager Conference Center

Effective Date: July 1, 2017

A **motion** was made by Regent Ballenger and seconded by Regent McKamey to approve the consent agenda. The Chair called for a vote. **Motion carried unanimously by voice vote.**

FACILITIES COMMITTEE REPORT

Regent Looney gave the report.

- Southeast Campus Career Placement and Student Success Center Vision 2025
 TCC staff continues meeting bi-weekly with GH2, assessing departmental space allocation along with potential interior and exterior design elements. Additionally TCC staff met with City of Tulsa representatives to discuss contract specifics. TCC has also learned that funding should be available by early June.
- Southeast Campus Chat Room and Student Union Remodel Phase 2
 Beck Design met with the Facilities Committee at the March meeting, and received valuable input from the committee relating to incorporation of visual technologies and providing engaging and timeless design. Bids are scheduled to be sent out to contractors by mid-April.

• Master Planning Process

College staff is currently working on a Request for Qualifications for the master planning process, consistent with strategic plan. The Facilities Committee will provide updates on this process as it unfolds.

FINANCE AND AUDIT COMMITTEE REPORT

Regent Cornell gave the report.

1. Purchase Item Agreements (>\$100K)

No items

2. Consent Agenda – Purchases between \$50,000 and \$100,000

Purchase of Human Resources Consulting Services

Authorization was requested to enter into a contractual agreement with Hogan Taylor LLP for human capital and organizational strategies consulting services at a total purchase of \$95,000.

Sean Weins, Vice President of Administration, commented that about 300 frontline staff and supervisors have received customer service training provided by Hogan Taylor. It was determined that additional initiatives and projects are needed, such as the President's Leadership Academy.

A motion from the Finance Committee was made to approve the purchasing consent agenda. The Chair called for a vote. Motion carried unanimously by voice vote.

3. Monthly Financial Report – February 2017

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

- Routine financial statements;
- There was a mid-year state revenue failure. TCC's state allocation was reduced by \$169,000, which is factored into the College budget.

Attachment: Financial Statements for February 2017

A motion from the Finance Committee was made to approve the financial report for February 2017. The Chair called for a vote. Motion carried unanimously by voice vote.

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]

There was none.

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.

CARRYOVER ITEMS

There were no carryover items.

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.]

A confidential report was given by General Counsel for TCC and Jones Gotcher legal counsel concerning pending litigation, investigations and claims.

A **motion** was made to recess into executive session by Regent McKamey and seconded by Regent Looney. The Chair called for a vote. **Motion carried unanimously by voice vote.**

A motion was made to reconvene into regular session by Regent Ballenger and seconded by Regent Looney. The Chair called for a vote. **Motion carried unanimously by voice vote.**

ADJOURNMENT

The meeting adjourned March 23, 2017 at 4:20 p.m.

The next regular meeting of the Tulsa Community College Board of Regents will be held on Thursday, April 20, 2017, 3:00 p.m., in Room 617 at Metro Campus, 909 S. Boston, Tulsa, Oklahoma.

Respectfully submitted,

Leigh B. Goodson President & CEO

Paul H. Cornell, Chairman Board of Regents

ATTEST:

Martin Garber, Secretary

Board of Regents

Tulsa Community College Changes in Academic Programs March 2017

PROGRAM	REASON FOR CHANGE						
PROGRAM/OPTION DELETIONS & SUSPENSIONS							
Management AAS, Internship option -delete option	Low student demand. The AAS in Management will continue to provide an industry recognized credential that prepares graduates for roles in supervision, management, and leadership while still providing an internship opportunity for students.						
PROGRAM/OPTION REQUIREMENT CHA	ANGES						
Cardiovascular Technology AAS - substantive curriculum change, credit hours reduced from 68 to 64	Removing CHEM 1114 as a required course as it does not significantly contribute to the achievement of the CVT program learning outcomes.						
Health Information Technology/Medical Records AAS - substantive change, change of course requirements and change of program name - no change in cedit hours	The term "Medical Records" is out of date within the profession and will be removed from the degree name. HITC 1231 Management of Medical Document Processing will be deleted as the course focuses on medical transcription and due to voice recognition technology, there are very limited opportunities for transcriptionists. Limited exposure and training in this area will be incorporated into another course. A new course HITC 2512 HIT Professional Review will be added and the credit hours in HITC 2412 Professional Practice Experience II will be lowered to one (1). Course will become HITC 2411.						
Pre-Nursing AS - substantive change to reclassify current Controlled (required) Electives to Recommended Electives - no change in credit hours	Currently the electives in this degree are classified as <i>controlled</i> , meaning students must select electives from designated courses. Changing the electives to <i>recommended</i> will allow more flexibility for students to choose courses that will transfer to the university they plan to attend.						
Information Technology AAS, all options - substantive change to modify Math requirement - no change in credit hours	The current Mathematics requirement is for three (3) credit hours selected from either BUSN 1353 Business Mathematics or MATH 1513 College Algebra. MATH 1513 is being replaced by MATH 1473 Quantitative Reasoning which is the math pathway for non-STEM majors.						
Liberal Arts AA, American Studies and International options - substantive change to modify Math requirement - no change in credit hours	This change will replace the current requirement for MATH 1513 College Algebra with MATH 1473 Quantitative Reasoning.						
Computer Information Systems AS - substantive change to modify Math requirement - no change in credit hours	Students may currently select from any General Education Math course to meet the Mathematics requirement for this degree. With this change, students will be required to select MATH 1513 Precalculus.						

TULSA COMMUNITY COLLEGE

FINANCIAL REPORT

MONTH ENDING FEBRUARY 2017

TULSA COMMUNITY COLLEGE

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TULSA COMMUNITY COLLEGE STATEMENT OF REVENUE AND EXPENDITURES COMPARISON FOR THE PERIOD ENDING FEBRUARY 28, 2017 AND FEBRUARY 29, 2016

FEBRUARY FY17 FEBRUARY FY16 Percent of Percent of Percent **Budget** Year to date **Budget Budget** Year to date **Budget** \$ Change Change Revenue **Education & General** 30,408,023 69.0% 36,600,023 \$ 22,195,019 60.6% \$ -5.5% **State Appropriations** 20,985,364 Ś (1,209,655) 135.4% 2,839,046 101.0% **Revolving Fund** 2,336,458 3,163,335 2,866,040 297,294 10.4% **Resident Tuition** 28,523,326 25,472,011 89.3% 27,636,535 24,698,619 89.4% 773,392 3.1% 97.5% 87.4% Non-Resident Tuition 2,467,093 2,404,566 2,578,634 2,254,192 150,375 6.7% Student Fees 5,096,398 90.4% 6,180,408 86.7% (264,824)-4.9% 5,634,788 5,361,222 39,167,963 11,500,000 29.4% 37,683,613 -25.8% **Local Appropriations** 15,500,000 41.1% (4,000,000)108,537,651 63.2% 113,518,259 72,875,091 64.2% (4,253,417)-5.8% Total 68,621,673 **Auxiliary Enterprises** Campus Store \$ 6,500,000 \$ 6,165,987 94.9% \$ 8,816,213 \$ 6,507,182 73.8% \$ (341,195)-5.2% 1,909,488 93.8% 80.3% -3.8% **Student Activities** 2,035,500 2,471,419 1,984,388 (74,900)Other Auxiliary Enterprises 8,464,500 7,745,885 3,277,753 38.7% 3,316,427 42.8% (38,674)-1.2% \$ 17,000,000 11,353,229 66.8% 19,033,517 11,807,997 62.0% (454,768)-3.9% Total Ś Restricted Ś 70.5% \$ 7,732,911 \$ 57.2% \$ -27.0% Institutional Grants 4,576,625 Ś 3,225,743 4,421,537 (1,195,794)State Student Grants 2,277,003 3,615,768 158.8% 4,392,014 2,738,311 62.3% 877,457 32.0% 99.8% 59.1% -4.4% Total 6,853,628 6,841,511 12,124,925 7,159,849 (318,337) **TOTAL REVENUE** \$132,391,279 \$86,816,414 65.6% \$144,676,701 \$91,842,937 63.5% (5,026,523) -5.5% \$ Expenditures **Education & General** 44,743,446 24,981,462 47,642,238 \$ 24,973,331 52.4% \$ 0.0% Instruction \$ 55.8% \$ 8.132 88,116 12.8% 544,020 83,918 15.4% 4,198 5.0% **Public Service** 687,735 Academic Support 19,888,729 9,436,382 47.4% 20,099,642 12,232,316 60.9% (2,795,934)-22.9% **Student Services** 8,359,380 6,138,030 73.4% 9,029,409 5,512,094 61.0% 625,935 11.4% Institutional Support 13,073,440 8,860,611 67.8% 14,079,500 9,678,050 68.7% (817,438)-8.4% 52.2% 64.0% Operation/ Maintenance of Plant 16,128,554 8,418,958 16,307,411 10,436,134 (2,017,176)-19.3% 3,309,309 93.4% 3,185,412 94.4% 3.9% **Tuition Waivers** 3,544,500 3,375,756 123,896 96.0% 98.3% Scholarships 4,350,000 4,177,763 4,145,100 4,075,109 102,654 2.5% Total 110,775,784 65,410,630 59.0% 115,223,076 70,176,363 60.9% (4,765,733)-6.8% **Auxiliary Enterprises** 6,355,000 5,598,548 88.1% \$ 7,241,877 6,177,714 85.3% \$ (579, 165)-9.4% Campus Store 2,385,500 55.5% 2,439,017 59.8% (135,204)-9.3% Student Activities 1,323,188 1,458,392 Other Auxiliary Enterprises 8,626,500 2,487,107 28.8% 7,736,844 2,795,524 36.1% (308,417)-11.0% Total 17,367,000 9,408,844 54.2% 17,417,738 10,431,630 59.9% (1,022,786)-9.8% Restricted \$ \$ \$ \$ \$ Institutional Grants 4,576,625 3,207,111 70.1% 7,732,911 4,647,227 60.1% (1,440,116)-31.0% State Student Grants 2,277,003 3,327,179 146.1% 4,392,014 2,751,641 62.7% 575,538 20.9% Total 6,853,628 6,534,289 95.3% 12,124,925 7,398,868 61.0% (864,579)-11.7% **TOTAL EXPENDITURES** \$ 134,996,412 81,353,763 60.3% \$ 144,765,739 88,006,862 60.8% (6,653,098)-7.6% \$ \$

TULSA COMMUNITY COLLEGE EXPENDITURE SUMMARY BY CATEGORY FOR THE PERIOD ENDING FEBRUARY 28, 2017 AND FEBRUARY 29, 2016

FEBRUARY FY17 FEBRUARY FY16 Percent of Percent Percent of **Budget** Year to date **Budget Budget** Year to date **Budget** \$ Change Change **EDUCATION AND GENERAL** Salaries & Wages Faculty 17,550,232 10,058,143 57.3% \$ 18,288,189 10,243,806 56.0% \$ (185,663)-1.8% 11,700,000 52.5% 47.2% 0.9% Adjunct Faculty 6,142,295 12,893,590 6,089,801 52,495 12,405,669 6,987,763 -9.3% Professional 56.3% 11,599,149 7,706,887 66.4% (719, 124)Classified Exempt 54.5% 4,479,153 62.1% -18.6% 4,158,105 2,265,650 2,782,497 (516,848)59.9% Classified Hourly 13,316,054 8,432,987 63.3% 14,440,059 8,643,240 (210, 254)-2.4% TOTAL 59,130,060 33,886,838 57.3% 61,700,140 35,466,232 57.5% (1,579,394)-4.5% Staff Benefits \$ 21,569,019 12,461,656 57.8% \$ 22,047,079 \$ 13,294,253 60.3% (832,597)-6.3% 51.0% **Professional Services** 2,835,900 1,304,940 46.0% 3,522,742 1,797,452 (492,513)-27.4% **Operating Services** 14,527,578 8,391,060 57.8% 16,759,682 9,292,930 55.4% (901,870)-9.7% Travel 452,420 211,554 46.8% 750,533 367,773 49.0% (156,219)-42.5% Utilities 1,908,500 1,015,678 53.2% 2,015,900 1,134,116 56.3% (118,438)-10.4% **Tuition Waivers** 3,309,309 93.4% 3,375,756 3,185,412 94.4% 3,544,500 123,896 3.9% Scholarships 4,350,000 4,177,763 96.0% 4,145,100 4,075,109 98.3% 102,654 2.5% Furniture & Equipment 2,457,807 26.5% 906,144 172.5% (911,252) -58.3% 651,833 1,563,085 TOTAL \$ 110,775,784 65,410,630 59.0% \$ 115,223,076 70,176,363 60.9% (4,765,732) -6.8%

TULSA COMMUNITY COLLEGE EXPENDITURE SUMMARY BY CATEGORY FOR THE PERIOD ENDING FEBRUARY 28, 2017 AND FEBRUARY 29, 2016

FEBRUARY FY17 FEBRUARY FY16 Percent of Percent of Percent **Budget** Year to date **Budget Budget** Year to date **Budget** \$ Change Change **CAMPUS STORE** Salaries & Wages **Professional & Classified Exempt** \$ 258,122 \$ 194,636 75.4% \$ 306,629 \$ 220,425 71.9% \$ (25,789)-11.7% 373,658 599,206 357,875 4.4% Classified Hourly 447,291 83.5% 59.7% 15,783 \$ **Total Salaries & Wages** 705,413 \$ 568,294 80.6% \$ 905,835 \$ 578,300 63.8% \$ (10,006)-1.7% Staff Benefits \$ 224,587 \$ 162,475 72.3% \$ 320,542 \$ 183,293 57.2% \$ (20,817)-11.4% 0.0% 0.0% -100.0% **Professional Services** 8,048 (8,048)590,000 4.0% 180,500 27,079 15.0% -13.5% **Operating Services** 23,422 (3,657)Travel 5,000 1,051 21.0% 15,000 1,375 9.2% (323)-23.5% Utilities 40,000 39.4% -10.4% 85,000 14,105 16.6% 15,751 (1,646)Items for Resale - Campus Store 4,745,000 4,829,200 101.8% 5,780,000 5,363,868 92.8% (534,668)-10.0% Furniture & Equipment 0.0% 0.0% 0.0% TOTAL \$ 6,355,000 5,598,548 88.1% 7,241,877 6,177,714 85.3% (579,165)-9.4% **STUDENT ACTIVITIES** Salaries & Wages \$ 613,385 \$ 328,825 53.6% \$ 564,340 \$ 381,184 67.5% \$ (52,359)-13.7% Professional Classified Hourly 686,230 358,957 52.3% 808,166 424,898 52.6% (65,940)-15.5% \$ \$ **Total Salaries & Wages** 1,299,615 \$ 687,782 52.9% \$ 1,372,506 \$ 806,082 58.7% (118,300)-14.7% Staff Benefits \$ 520,385 \$ 261,071 50.2% \$ 396,565 \$ 320,347 80.8% \$ -18.5% (59,275)**Professional Services** 46,181 9,750 21.1% 39,260 13,718 34.9% (3,968)-28.9% 435,766 58.2% **Operating Services** 369,319 262,600 71.1% 253,472 9,128 3.6% Travel 40,000 18,487 46.2% 104,920 20,980 20.0% (2,493)-11.9% 0.0% 254.1% Furniture & Equipment 10,000 43,511 435.1% 12,288 31,223 Items for Resale 100,000 39,986 40.0% 90,000 31,505 35.0% 8,481 26.9% TOTAL 2,385,500 1,323,188 55.5% 2,439,017 1,458,392 59.8% (135,204) -9.3% OTHER AUXILIARY ENTERPRISES Salaries & Wages \$ \$ \$ Professional 120,789 90,475 74.9% \$ 82,000 90,475 110.3% \$ 0.0% 114,372 60.8% 146,713 147,589 Adjunct Faculty 188,132 100.6% (33,217)-22.5% Classified Hourly 304,705 170,071 55.8% 320,000 217,611 68.0% (47,540)-21.8% \$ 613,626 \$ 374,918 61.1% \$ \$ 83.0% \$ **Total Salaries & Wages** 548,713 455,675 (80,757)-17.7% Staff Benefits \$ \$ 65,978 \$ \$ 72,603 110.7% \$ 98,374 67.1% 65,613 (6,625)-9.1% 447,082 54.2% 398,000 227,078 57.1% **Professional Services** 242,169 15,091 6.6% **Operating Services** 4,813,558 748,184 15.5% 3,847,418 1,078,165 28.0% (329,981)-30.6% Travel 0.0% 17,654 0.0% 10.6% 19,523 1,869 Utilities 750,000 401,065 53.5% 870,000 425,294 48.9% (24,229)-5.7% Scholarship & Refunds 3,417 0.0% 0.0% 100.0% 3,417 **Bond Principal and Expense** 1,800,000 626,746 34.8% 2,000,000 432,958 21.6% 193,788 44.8% Furniture & Equipment 100,000 3,911 3.9% 84,938 0.0% (81,027)-95.4% Items for Resale 3,860 1,197 31.0% 7,100 1,159 16.3% 38 3.3% 7,736,844 TOTAL 8,626,500 2,487,107 28.8% 2,795,524 36.1% (308,416)-11.0%

TULSA COMMUNITY COLLEGE-CAMPUS STORE STATEMENT OF REVENUE, EXPENDITURES AND CAMPUS STORE EQUITY FOR THE EIGHT MONTHS ENDING FEBRUARY 28, 2017 AND FEBRUARY 29, 2016

	FEB FY17		FEB FY16			
		Percent of		Percent of	Increase/	Percent
	Current Year	Sales	Prior Year	Sales	(Decrease)	Change
Income From Sales						
Sales (From 07-01-16 To 02-28-17)						
Textbooks, Supplies, and Soft Goods	\$ 6,119,398		\$ 6,498,356		\$ (378,958)	-5.8%
Total Sales	6,119,398	100.0%	6,498,356	100.0%	(378,958)	-5.8%
Less: Cost of Goods Sold	4,592,413	75.0%	4,574,291	70.4%	18,122	0.4%
Gross Income/(Loss) on Sales	1,526,985	25.0%	1,924,065	29.6%	(397,080)	-20.6%
Operating Expenses	FC0 204	0.20/	F70 200	0.00/	(10.000)	1 70/
Selling Expenses	568,294	9.3%	578,300	8.9%	(10,006)	-1.7%
Total Selling Expense	568,294	9.3%	578,300	8.9%	(10,006)	-1.7%
Administrative Expenses		a ==:/	100.000	• • • • •	(22.24=)	
Personnel Benefits	162,475	2.7%	183,293	2.8%	(20,817)	-11.4%
Travel	1,051	0.0%	1,375	0.0%	(323)	-23.5%
Operating Expense	37,527	0.6%	50,878	0.8%	(13,350)	-26.2%
Total Administrative Expense	201,054	3.3%	235,545	3.6%	(34,491)	-14.6%
Total Selling and Administrative Expense	769,348	12.6%	813,845	12.5%	(44,497)	-5.5%
Net Selling Income/(Loss)	757,637	12.4%	1,110,220	17.1%	(352,583)	-31.8%
Other Income/(Loss)						
Commission Income	39,484	0.6%	24,550	0.4%	14,934	60.8%
Other Expense	-	0.0%	300,000	4.6%	(300,000)	-100.0%
	39,484	0.6%	(275,450)	-4.2%	314,934	-114.3%
Net Income/(Loss)	\$ 797,121	13.0%	\$ 834,770	12.8%	(37,649)	-4.5%
Equity Balance July 1, 2016	6,606,607		6,734,225		(127,618)	-1.9%
Equity Balance February 28, 2017	\$ 7,403,728		\$ 7,568,994		(165,266)	-2.2%

	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	5,120,347	5,085,157	35,190	0.7%
Total Purchases	5,120,347	5,085,157	35,190	0.7%
Freight-In	102,527	73,795	28,731	
	5,222,874	5,158,952	63,922	1.2%
Cost of Goods Available for Sale	6,974,813	6,803,668	171,145	2.5%
Deduct Inventory February 28, 2017	2,382,400	2,229,377	153,023	6.9%
Cost of Goods Sold	\$ 4,592,413	\$ 4,574,291	18,122	0.4%