

May 4, 2012

To: UNC Press Board of Governors
From: Robbie Dircks
Subject: Financial highlights for May 16, 2012 Board Meeting

The Finance Committee of the BOG met on May 2, 2012 to review the FY13 – FY15 three-year budget for the UNC Press, as well as review and discuss the underlying assumptions on which the budget is based. The committee voted to present the FY13 – FY 15 Press budget to the Board of Governors for approval. A copy of the FY13 – FY15 budget and the budget highlights will be e-mailed separately to the Board.

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Through ten months (April 30, 2012), book sales for FY12 totaled \$4,762,786, which represents 89.9% of our \$5.3 million sales projection. FY12 ten-month sales are \$44,834 or 1% greater than last year's net sales of \$4,717,952. Gross sales are about \$127,000 less than last year, while sales returns are about \$170,740 less than last year. Through April 30, sales returns represent 20.9% of gross sales (compared to 23.3% in FY11, 21.3% in FY10, 25.5% in FY09, 24.5% in FY08 and 19.8% in FY07).

	FY12 thru April	FY11 thru April	FY10 thru April	FY09 thru April
Gross Sales	\$6,026,185	\$6,153,089	\$6,122,258	\$5,913,757
Sales Returns	(\$1,263,399)	(\$1,435,138)	(\$1,303,185)	(\$1,508,367)
Net Sales	\$4,762,786	\$4,717,952	\$4,819,073	\$4,405,390
% of Y/E Sales	89.9%	87.3%	89.1%	90.6%
Year-End Sales	\$5,300,000	\$5,406,542	\$5,410,267	\$4,861,283

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Through March 31, 2012 Press investments with the UNC Management Company have earned a positive return of 2.7%, after management fees, for the fiscal year to date. The March 31, 2012 balance was \$15,649,787 and includes \$14.25 million in endowment and \$1.4 million in operating reserve funds (\$657,000 in the Press reserve and \$741,000 in the Journals reserve). The Press has requested the annual endowment draw, in the amount of \$645,000, to be wired to the Press on June 1, 2012.

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The Longleaf Board of Directors met on May 2, 2012 and approved the FY13 budget for Longleaf. The FY13 Longleaf budget and budget highlights will be e-mailed separately to the Board.