

1. Are there any sales reflected in the historical sales numbers that resulted from a one-time grant or other funding that will not occur in the future?

No

2. Please provide the booklist for the last 2 semesters, including course materials required for each course, the student enrollment by course and the credit hours by course.

See Exhibit A & B

3. How much revenue is generated from Inclusive Access?

As for ACCESS revenue, Fall 24 \$117K, Spring 24 \$28K

4. What are the current auxiliary revenues and/or commissions generated by the bookstore?

See Appendix E

5. Will you provide these most recent Text Adoptions booklist - preferably in Google Sheet or Excel format?

See Exhibit A & B

## Appendix E

Reconciled by: \_\_\_\_\_

Reviewed by:\_\_\_\_\_

Blue Ridge CTC  
BOOKSTORE ACCOUNTS RECEIVABLE  
Banner

<b>Bookstore AR 07.01.24 Beginning Balance</b>	<b>\$</b>	<b>62,281.94</b>
<b>ADD:</b>		
Commission Amount Per Statement ending 04/30/2025	25,285.51	
Commission Amount Per Statement ending 04/30/2026		
	<u>25,285.51</u>	25,285.51
<b>DEDUCT:</b>		
Total Prior Payments Per Statement ending 04/30/2025	-	
PY commissions on Follett Statement	<u>3,805.40</u>	
		<u>(3,805.40)</u>
<b>Adjusted Bookstore AR 10/31/2024</b>		<b>83,762.05</b>
<b>Bookstore AR 07.01.24 Beginning Balance</b>	<b>\$</b>	<b>62,281.94</b>
<b>ADD:</b>		
Calculated Commissions Ending 04/30/2025	25,285.51	
Calculated Commissions Ending 04/30/2026	-	
Rounding Adjustment		
	<u>25,285.51</u>	25,285.51
<b>DEDUCT:</b>		
Payments received per Banner	-	
PY commissions on Follett Statement	<u>3,805.40</u>	
		<u>(3,805.40)</u>
Uncollectable		
Voided		
	<u>3,805.40</u>	<u>(3,805.40)</u>
<b>Adjusted Banner AR Balance 10/31/2024</b>		<b>83,762.05</b>
		0.00

**Total Sales per Banner extract (FGIBDST - 3120/3410/59R008) FY24**

Total sales per partner - Extract (1/1/2007 - 31/12/2007/31/12/2007) 1/1/2007														
					59R008	Auxiliary Commissions								
'Account'	'Organization'	'Program'	'Activity Date'	'Type'	'Document'	'Description'	'Co 'Fund'	'Activity'	'Location'	'Transaction Date'	'Field'	'Amount'	'Increase (+) or Decrease (-)'	

-	Total Revenue Received per Banner FY25
21,480.11	Total Calculated Commissions FY25
62,281.94	PY commissions receivable
83,762.05	Receivable @ 09/30/2024

**Total Sales per Follett Recalculation**  
Recalculation of Follett Statement

		14%		7%		Total		
		Main Sales	Digital Sales	Commission	Commission	Commission	Commission	
<b>May 2022 - April 2023</b>								
Dec-22		20,874.00	1,743.81	2,922.36	122.07	3,044.43		
Jan-23		72,670.56	28,843.08	10,173.88	2,019.02	12,192.89		
Feb-23		9,253.46	703.49	1,295.48	49.24	1,344.72		
Mar-23		3,862.87	1,075.53	540.80	75.29	616.09		
Apr-23		4,093.12	182.22	573.04	12.76	585.79		
						17,783.92		
								17,783.92 FY23 Revenue
<b>May 2023 - April 2024</b>								
		Main Sales	Digital Sales	Commission	7%	Commission	Commission	
May-23		10,854.60	5,331.79	1,519.64	373.23	1,892.87		
Jun-23		8,079.04	3,012.95	1,131.07	210.91	1,341.97		3,234.84 FY23 Revenue
Jul-23		13,774.90	2,009.66	1,928.49	140.68	2,069.16		
Aug-23		72,302.88	34,005.47	10,122.40	2,380.38	12,502.79		
Sep-23		33,393.73	6,320.97	4,675.12	442.47	5,117.59		
Oct-23		3,734.83	733.22	522.88	54.33	577.20		
Nov-23		2,366.33	(80.20)	331.29	(2.11)	329.17		
Dec-23		27,126.45	2,247.68	3,797.70	157.34	3,955.04		
Jan-24		64,442.74	30,553.48	9,021.98	2,138.74	11,160.73		
Feb-24		4,475.72	1,324.11	626.60	92.69	719.29		
Mar-24		3,611.45	3,176.34	505.60	222.34	727.95		
Apr-24		2,146.25	19.76	300.48	1.38	301.86		
						40,692.61		37,457.77 FY24 Revenue
								off 0.01 due to rounding
<b>May 2024 - April 2025</b>								
		Main Sales	Digital Sales	14%	7%	Total		
				Commission	Commission	Commission		
May-24		12,851.61	5,795.26	1,813.23	405.67	2,218.89		
Jun-24		10,325.65	2,012.69	1,445.62	140.89	1,586.51		3,805.40 FY24 Revenue
Jul-24		15,068.53	1,769.40	2,109.59	123.86	2,233.45		
Aug-24		87,676.92	45,087.89	12,274.77	3,156.15	15,430.92		
Sep-24		18,105.02	5,724.21	2,534.70	400.69	2,935.40		
Oct-24		5,795.25	985.83	811.34	67.01	880.34		
Nov-24		-	-	-	-	-		
Dec-24		-	-	-	-	-		
Jan-25		-	-	-	-	-		
Feb-25		-	-	-	-	-		
Mar-25		-	-	-	-	-		
Apr-25		-	-	-	-	-		
						25,285.51		21,480.11 FY25 Revenue
								off 0.01 due to rounding
						83,762.05		

83,762.05