

**Bookstore Sales by Category - fiscal year runs 4/1 to 3/31**

**Follett Higher Education Group**

1265									
Concord University									
Athens, WV									
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual
Sales	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21
Used	\$316,902	\$200,697	\$175,233	\$137,609	\$116,374	\$102,367	\$79,920	\$66,410	\$49,066
New	\$331,931	\$262,403	\$218,914	\$240,333	\$257,840	\$180,671	\$153,733	\$127,921	\$103,827
Digital Text	\$1,862	\$4,109	\$7,521	\$7,432	\$2,400	\$2,663	\$2,703	\$3,229	\$8,046
Gen Books/Non-Emb	\$12,045	\$19,377	\$12,689	\$10,234	\$12,999	\$6,672	\$4,774	\$2,803	\$2,513
Supplies	\$31,596	\$29,694	\$24,604	\$31,442	\$33,109	\$28,659	\$24,354	\$14,956	\$7,611
Apparel	\$104,221	\$125,914	\$140,886	\$154,007	\$134,219	\$134,707	\$129,248	\$105,502	\$70,029
Gift	\$22,075	\$22,869	\$23,154	\$21,961	\$21,810	\$23,121	\$24,633	\$17,249	\$13,124
Convenience/Grad	\$38,423	\$48,998	\$55,263	\$56,829	\$55,539	\$50,292	\$45,143	\$42,545	\$24,332
Technology	\$2,349	\$4,350	\$5,750	\$7,690	\$9,042	\$16,872	\$21,984	\$20,075	\$25,674
Book Rental	\$197,803	\$275,083	\$316,255	\$305,513	\$297,386	\$230,238	\$188,898	\$157,512	\$119,196
Net Sales	\$1,059,207	\$993,494	\$980,268	\$973,050	\$940,718	\$776,262	\$675,388	\$558,203	\$423,417