

# Contract Exhibit E - BNC Pro Forma - 11.30.18

## Instructions:

Revise Attachment L of the proposal to reflect the commission structure based on 20% new book margins, \$300,000 commissions in year one, and 90% prior year calculated commission in years 2-5. Report Non-Commissionable sales and sales at different commission rates separately within the spreadsheet, and provide a projected annual total commission payable to UMW in years 1 - 5. Use the structure below, or create one that captures and clearly states the requested information.

	Year 1		Year 2		Year 3		Year 4		Year 5	
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
	Commissionable	Non-Commissionable	Commissionable	Non-Commissionable	Commissionable	Non-Commissionable	Commissionable	Non-Commissionable	Commissionable	Non-Commissionable
New Text	545,000		496,000		481,000		467,000		453,000	
Used Text	261,000		235,000		219,000		206,000		197,000	
Custom Text										
Inclusive Access Final courses										
TBD by UMW	200,000		240,000		264,000		285,000		299,000	
Digital	5,000		6,000		6,000		7,000		7,000	
Rentals	380,000		426,000		460,000		483,000		502,000	
Trade	19,000		20,000		20,000		20,000		20,000	
Technology Products	28,000		29,000		29,000		30,000		30,000	
Supplies	68,000		69,000		69,000		70,000		71,000	
Insignia Products	415,000		436,000		458,000		480,000		504,000	
Regalia	55,000		56,000		56,000		57,000		57,000	
Food	95,000		97,000		99,000		101,000		103,000	
Backpacks	6,000		6,000		6,000		6,000		6,000	
Personal items <20%		57,000		57,000		57,000		57,000		57,000
All other Sales	189,000		196,000		202,000		210,000		219,000	
Discounted Sales										
<b>Total Gross Sales</b>	<b>2,266,000</b>	<b>57,000</b>	<b>2,312,000</b>	<b>57,000</b>	<b>2,369,000</b>	<b>57,000</b>	<b>2,422,000</b>	<b>57,000</b>	<b>2,468,000</b>	<b>57,000</b>
Less Non-Commissionable Sales										
Subtotal Commissionable Sales	2,266,000		2,312,000		2,369,000		2,422,000		2,468,000	
Commissions paid at 14% & 16%	288,540		289,240		293,860		298,200		302,680	
Commission paid at 7%	14350		17220		18900		20440		21420	
<b>Total Commissions, Payable to University</b>	<b>302,890</b>		<b>306,460</b>		<b>312,760</b>		<b>318,640</b>		<b>324,100</b>	
Projected sales change %										
<b>OTHER</b>	<b>Direct</b>	<b>Indirect</b>	<b>Direct</b>	<b>Indirect</b>	<b>Direct</b>	<b>Indirect</b>	<b>Direct</b>	<b>Indirect</b>	<b>Direct</b>	<b>Indirect</b>
Cost Recovery	100,000		100,000		100,000		100,000		100,000	
Scholarships		10,000		10,000		10,000		10,000		10,000
Annual Donation 11/27/2018		15,000		15,000		15,000		15,000		15,000
Capital Contributions		59,000		59,000		59,000		59,000		59,000
<b>Total</b>	<b>402,890</b>	<b>84,000</b>	<b>406,460</b>	<b>84,000</b>	<b>412,760</b>	<b>84,000</b>	<b>418,640</b>	<b>84,000</b>	<b>424,400</b>	<b>84,000</b>
<b>Net Benefit to University</b>	<b>486,890</b>		<b>490,460</b>		<b>496,760</b>		<b>502,640</b>		<b>508,000</b>	
<b>% of Sales</b>	<b>21%</b>		<b>21%</b>		<b>20%</b>		<b>20%</b>		<b>20%</b>	