

Hi everyone

At last our final email for the 2022 GBS, including some very pleasing financials:

Total Income	\$	15,663.29
Less Expenses	\$	1,582.55
Profit	\$	14,080.74

These exceeded our expectations with a slight improvement on the 2020 GBS.

Apart from the revenue, these results are also satisfying as we:

- Reduced the volume of stock sorted and subsequently our workload
- This provided us with ample time to sort and prepare, including a couple of early days, our estimated 5.00ish finish on Sunday was closer to 3.00ish
- Enhanced the presentation and layout of the GBS providing an open plan with no books stored on the floor
- Reduced the books sorted by 155 boxes, from 703 in 2020 to 548 boxes or about 20%
- We did have a slight increase in Music (DVDs, CDs, records and sheet music) from 66 in 2020 to 77 of which 26 were stored on the floor
- Prior to the clearance sale on Sunday we had reduced the book box count to 308 (56%) and music 62 (90%).
- We did manage to find homes for the kid's books and music
- Stored 140 boxes at Galston. This included 54 "priced book" boxes for next year's sale

Finally and more importantly we had tremendous support from club members, their partners and the many friends of Rotary that certainly contributed to the success.

We had a committee of nine and apart from the three leaders, included Rosemary, Margaret, Bev, Bob, Keith and George, a great team.

We also tried to allocate specific leadership roles by breaking the GBS down into specific sections encouraging members to take an active role:

Section	Leader	No 2
Initial Sort	Neville	Max
Final Sort	Leaders for their sections	
Priced Books	Bev	Bob D
Children's Books	Rosemary	Margaret
Fiction	Max	Colin B
Non Fiction	Neville	Bob D
Old Books	Bob D	Margaret
DVDS, CDs, Records	Tony	Douglas
Front Desk	Andrew	George
Entry Door	Rosemary	Edwina
Raffle, Gold coin entry	Rosemary	Edwina
Security, mainly Fri & Sat AM	Rob	Bernard
Catering, preparation days	Rosemary	Margaret
Catering, Three Book Sale days	Glenda	Kaija
Banners	Andrew	Max
Prepare & label Lifeline boxes	Andrew	Adrian
Corfluke signs, teardrops	Max	John C
Sponsors Banners	Max	Andrew
Pack up Sunday	Neville	Max

To all these members thank you, you certainly made a difference and whilst it may be dangerous to single people out Glenda and Kaija did a great job, along with the many partners who provided cakes and slices during the three-day sale period.

Also Tony Coote our tireless treasurer for promptly managing our finances and providing a detailed breakdown of income and expenses.

Andrew has also provided a detailed analysis that included the following:

Item Sales Summary:

	Category	Item	Qty	Gross Sales	% Tot Books	% Book Sale
	Books	Bag of Books On Sunday Clearance	132	\$ 1,885.00	14.7%	12.5%
	Books	Books By Cm	377	\$7,904.91	61.6%	52.2%
	Books	Hard Back Books	28	\$134.50	1.0%	0.9%
Subtotal	Books	Non priced	537	\$ 9,924.41	77.3%	65.6%
	Books	Childrens Picture Books	437	\$950.00	7.4%	6.3%
	Books	Childrens Books By Cm	18	\$365.50	2.8%	2.4%
	Books	Puzzles	24	\$115.00	0.9%	0.8%
Subtotal	Books	Childrens	479	\$1,430.50	11.1%	9.5%
	Books	Orange Label Priced Book	6	\$15.00	0.1%	0.1%
	Books	Priced Books	158	\$1,037.70	8.1%	6.9%
	Books	Priced Books Individual Pricing	48	\$434.50	3.4%	2.9%
Subtotal	Books	Priced	212	\$1,487.20	11.6%	9.8%
Total	Books		1228	\$12,842.11	100.0%	84.8%
Subtotal	Music					
	Music	Bluray DVDs	11	\$76.00	3.9%	0.5%
	Music	Cd's	57	\$355.50	18.3%	2.3%
	Music	DVDs	61	\$371.67	19.2%	2.5%
	Music	Records	30	\$834.64	43.0%	5.5%
	Music	Sheet Music	12	\$38.00	2.0%	0.3%
	Music	Sun DVD Bag	11	\$93.08	4.8%	0.6%
	Music	Sun Mixed DVD & CD Bag	21	\$170.00	8.8%	1.1%
Total	Music		203	\$1,938.89	100.0%	12.8%
Subtotal	Books	Donation	90	\$354.75	2.8%	2.3%
Total Book Sale			1521	\$15,135.75		100.0%

Please Note: Qty is the number of transactions for each item - not individual quantities

Music did well with a total sales of \$1,939, or 13% of total sales.

Hence this shows that having music is well worth while also adding some “ambiance” to the actual book sale.

Donations (90), mainly from credit cards, was \$354.75 or 2.3% of total book sale gross revenue.

Payment Types

Credit card payments increased this year, in comparison to 2020, from 43% to 65%.

This shows that less people are now carrying cash.

Payment Method	Total	%
Card - Tapped (Contactless)	\$9,869.00	65%
Cash	\$5,266.75	35%
Total	\$15,135.75	100%

Regards

Andrew, Max and Neville