

## ABACUS Financial Survey of Independent Bookstores - 2021 (Covid era)

<i>Produced annually by the ABA</i>			
# Participating Locations:	<b>401</b>		
	<b>All Stores</b>	<b>Higher Profits</b>	
# Stores	401	70	
% of Participating Stores	100%	17%	
<b>NET SALES</b>	<b>100%</b>	<b>100%</b>	
New book sales	77.9%	78.7%	
Used & bargain book sales	5.7%	5.8%	
Non-book sales	16.4%	15.4%	
<b>Cost of Goods Sold (COGS)</b>	<b>54.5%</b>	<b>52.4%</b>	
<b>GROSS PROFIT</b>	<b>45.5%</b>	<b>47.6%</b>	
<b>OPERATING EXPENSES</b>			
Owner's compensation	4.4%	3.4%	
Wages & salaries	16.0%	11.3%	
Payroll taxes	2.0%	1.2%	
Employee benefits	0.9%	0.5%	
Payroll service	0.2%	0.2%	
Other payroll expense	0.1%	0.1%	
<b>Total Compensation</b>	<b>23.6%</b>	<b>16.7%</b>	
Rent	7.4%	5.6%	
Repairs & maintenance	0.6%	0.5%	
Utilities	0.9%	0.7%	
Other occupancy costs	0.5%	0.7%	
<b>Total Occupancy</b>	<b>9.4%</b>	<b>7.5%</b>	
<b>Other Operating Expenses</b>			
<b>Advertising &amp; promotions</b>	1.0%	0.8%	
Telecommunications	0.6%	0.5%	
Professional services	0.8%	0.5%	
Office expenses	1.3%	1.4%	
Depreciation	0.7%	0.3%	
Travel & entertainment	0.3%	0.2%	
Business insurance	0.6%	0.5%	
Interest expense	n/a	n/a	
Credit card services	2.3%	2.4%	
Dues & subscriptions	0.5%	0.4%	
Postage / Freight out	0.7%	0.6%	
Misc. taxes	0.2%	0.1%	
Web expenses	0.3%	0.3%	
Data processing	0.4%	0.4%	
Other operating costs	1.3%	0.7%	
<b>Total Other Operating Costs</b>	<b>11.0%</b>	<b>9.1%</b>	
<b>TOTAL COSTS</b>	<b>44.0%</b>	<b>33.3%</b>	
<b>NET OPERATING PROFIT</b>	<b>1.5%</b>	<b>14.3%</b>	
<a href="https://www.bookshop.org">bookshop.org</a> proceeds	0.9%	0.6%	
<b>COVID Relief Funds</b>	<b>3.6%</b>	<b>2.1%</b>	
<b>Other Income</b>	<b>1.0%</b>	<b>0.5%</b>	
<b>Interest Expense(s)</b>	<b>0.3%</b>	<b>0.2%</b>	
<b>Other Expenses</b>	<b>0.3%</b>	<b>0.0%</b>	
<b>NET INCOME (LOSS) BEFORE TAXES</b>	<b>6.4%</b>	<b>17.3%</b>	