

## Summary of Results

Consolidated revenues increased by \$49.5 million to \$852.6 million in 1995. The Printing and Binding Operations, where revenue increased by \$53.5 million, experienced the greatest increase. Total expenses increased by \$30.7 million to \$855.6 million, primarily as a result of an increase in the value of printing and reproduction procured from commercial printers of \$43.3 million. However, operational expenses decreased due to the fiscal year 1994 Separation Incentive Program. Approximately \$17.7 million in personnel compensation costs were avoided in fiscal year 1995, compared with approximately \$4.8 million (\$13.5 million in compensation avoidance less \$8.7 million in separation incentive payments) in fiscal year 1994 when 357 GPO employees separated in the first quarter of the fiscal year.

## Printing and Binding Operations

In fiscal year 1995, GPO's Printing and Binding Operations contributed revenues of \$669.6 million, compared with \$616.1 million in fiscal year 1994. Printing and Binding Operations generated 78.5 percent of total GPO revenue of \$852.6 million, compared with 76.7 percent last year. Revenues from commercially procured printing were \$574.7 million, or 69.2 percent of total GPO revenues of \$830.8 million (excluding revenues from the sales of blank paper and other operations).

- **Purchased Printing Operations** – Central and regional printing procurement operations reported revenues of \$574.7 million in fiscal year 1995, compared with revenues of \$526.8 million in 1994. Both central and regional procurement revenues increased even though total orders decreased. This occurred primarily as a result of the rise in paper prices that contractors charge GPO, which GPO passes on to its customer agencies as a cost of the job. A secondary reason for the revenue increase is that the surcharge limit that GPO charges customer agencies for work performed rose slightly in the first quarter of fiscal year 1995. This modification was adopted from a suggestion by the Interagency Council on Printing and Publication Services. The procurement operations experienced a net gain of \$1.7 million, compared with a net loss of \$6.2 million in fiscal year 1994.
- **Central** – Revenues from Central Office printing procurement activities were \$355.6 million, compared with \$322.3 million in fiscal year 1994. Expenses for Central Office printing procurement activities were \$350.2 million, compared with \$322.9 million in the previous fiscal year. The net gain for the Central Office printing procurement activities was \$5.4 million, compared with a fiscal year 1994 net loss of \$641,000.
- **Regional** – Regional printing procurement revenues were \$219.1 million, compared with \$204.5 million in the previous year, while expenses increased to \$222.8 million from \$210.0 million in 1994. The net loss in regional printing procurement decreased to \$3.7 million in fiscal year 1995 from a \$5.5 million loss in fiscal year 1994.
- **In-house Printing Operations** – Central and regional in-house printing operations generated revenues of \$200.9 million in 1995, compared with revenue of \$197.6 million in 1994. This operation experienced a net loss of \$8.7 million, compared with a net loss of \$23.0 million in fiscal year 1994.

- **Central** - Central Plant Printing Operations incurred a loss of \$7.6 million in 1995, compared with a net loss of \$20.8 million in fiscal year 1994. The decrease in the loss was primarily due to downsizing the Central Office plant workforce.
- **Regional** - GPO regional printing operations experienced a combined net loss of \$1.1 million in fiscal year 1995, compared with a net loss of \$2.3 million in 1994. The improvement in regional printing operations is largely the result of downsizing. When compared to the prior year, personnel compensation decreased by about \$600,000, and facilities rental expense decreased by about \$350,000.
- **Other Operations** - Other Operations consist of revenues and expenses related to the sale of retired fixed assets, the pay parking program, and other transactions. Other operations generated net income of \$784,000, compared with net income of \$949,000 in 1994.

### **Information Dissemination**

- **Sales of Publications Program** - GPO's Sales of Publications Program generated net income of \$3.2 million in 1995, a \$3.0 million decrease from 1994 fiscal year net income of \$6.2 million. Total revenues decreased to \$80.1 million, compared with \$81.9 million in fiscal year 1994, due primarily to a decline in the number of customers. Revenues from the sale of government publications in electronic format were \$3.9 million in fiscal year 1995, compared with \$1.5 million in fiscal year 1994. The increase resulted from more customers subscribing to GPO's on-line ACCESS system. Bookstore revenues decreased to \$15.2 million, compared with \$16.5 million in fiscal year 1994. Most of the decrease in sales occurred in the Washington, D.C., area stores, which had sales buoyed by health care publications in fiscal year 1994. No product with a similar sales demand was made available in fiscal year 1995.
- **Agency Distribution Services** - Under contract with customer agencies, GPO distributes publications to recipients designated by those agencies and charges for the cost of services performed. This program had revenues of \$5.3 million and a loss of \$36,000 in fiscal year 1995 and revenues of \$5.6 million with net income of \$250,000 in fiscal year 1994. Revenue decreased due to a slight decline in workload.

### **Appropriations**

- **Salaries and Expenses** - The Salaries and Expenses Appropriation is used to fund the Statutory Distribution Program, the Depository Library Program, the Cataloging and Indexing Program, and the International Exchange Program. These programs are administered and performed by Superintendent of Documents employees. The amount of expended appropriation was \$27.6 million in fiscal year 1995, compared with \$23.9 million in fiscal year 1994. The increase in the expended appropriation of \$3.7 million was partially due to depository libraries' funding for on-line GPO ACCESS.