Team Number:

Time:

Rank:

**FINANCIAL ANALYST TEAM**

**(150)**

**Regional – 2018**

***TOTAL POINTS* \_\_\_\_\_\_\_\_\_\_\_ (170)**

**Failure to adhere to any of the following rules will result in disqualification:**

1. **Contestant must hand in this test booklet and all printouts. Failure to do so will result in disqualification.**
2. **No equipment, supplies, or materials other than those specified for this event are allowed in the testing area. No previous BPA tests and/or sample tests or facsimile (handwritten, photocopied, or keyed) are allowed in the testing area.**
3. **Electronic devices will be monitored according to ACT standards.**

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*Workplace Skills Assessment Program* competition.

# **Description**

The team will use strategic planning and problem-solving skills to provide solutions to the business case study provided. At State and National levels, teams will be presented with an additional element to the scenario that requires revision of their final presentation.

**Initial Case Study Topic**

PBA Bookstore is an independent bookstore located in historic downtown Columbus, OH. On December 31, 2017, the firm’s general ledger contained the accounts and balances below. All account balances are normal, and the income tax rate is 30%.

Since PBA Bookstore wants to expand its operations, management is interested in partnering with the local colleges and universities to stock their required textbooks for three years. Management estimates that partnering with the local colleges and universities would require PBA to make an initial investment of $5,000 in upgrades. They estimate that they will need to increase their inventory by $20,000, but they expect to sell the textbooks at a 50% markup. PBA would also need to hire another part-time (20 hours per week) employee to keep the store open longer hours to meet the needs of the new student population.

PBA Bookstore has hired you to prepare their financials and make a presentation to PBA Bookstore’s management with your recommendation. Your presentation should include, but is not limited to:

1. Preparation of a classified income statement and balance sheet for PBA Bookstore for the year ended December 31, 2017.
2. In depth analysis of the financial statements, including but not limited to key ratios (such as current ratio, debit ratio, profit margin, and gross profit percentage), trend analysis, and industry analysis.
3. Appropriate capital analysis of the investment opportunity
4. A recommendation as to how PBA Bookstore should proceed. Do you have other investment ideas for management to consider?



A team will be *disqualified* for violations of the [Copyright and Fair Use Guidelines](http://www.bpa.org/sdownload/2016-17_WSAP_Copyright_Fairuse_Guidelines.pdf).

Teams who do *not* submit an entry that follows this topic will be *disqualified*.