

Foothill College Bookstore Review Project

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Agenda:

- **Recent Timeline and Bookstore Review Project/RFP Status**
- **Financial History and Comparison of Potential Revenue Calculations under Contract Management Model and College Operated**
- **Questions/Comments**

Recent Project Timeline:

- **11/6/2020: R&R Approves to change the previous recommendation ("hybrid" model) to "contract management" Bookstore business model.**
- **2/11/2021: RFP #1847 released. Bids due 3/17/21. Districtwide evaluation committee worked to evaluate 2 submitted bids: Barnes & Noble College and Follett Higher Education Group.**
- **5/6/2021: Purchasing Services finalizes computation of evaluation scores and will submit a recommendation for award to the BOT at their June 14 meeting. The scoring has determined Follett's proposal as the best value for the District. Proposed contract would be for five (5) years to operate Virtual Course Materials Store/Campus Store (tentatively, services would commence Fall 2021).**
- **District HR is working on a possible MOU with ACE to address transition of current Bookstore employees to other campus positions (some employees may continue to work for the contractor with mutual agreement between the employee and contractor, but would remain on FHDA Payroll).**
- **Operational Bookstore transition group has started to meet**

Financial History and Potential Commission Revenue

Fiscal Year	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21*	5 Yr Totals	
Net Sales	\$3,059,804	\$ 2,751,701	\$ 2,347,383	\$ 1,984,793	\$ 1,813,709	\$ 1,337,048		
Potential Com. Rev. 11.1%	\$ 339,638	\$ 305,439	\$ 260,560	\$ 220,312	\$ 201,322	\$ 148,412	\$ 1,475,683	Contracted Management Model
<u>Actual Net Income/(Loss)</u>	\$ (167,722)	\$ (145,552)	\$ (115,766)	\$ (152,229)	\$ (221,972)	\$ (339,097)	\$(1,142,338)	College Operated

* Through April 2021

Questions?

Thank you.