

**GLENBROOK HIGH SCHOOLS**  
**District Business Office**

**TO: Dr. Mike Riggle**  
**Hillarie Siena**

**FROM: Kimberly L. Ptak**

**DATE: SEPTEMBER 12, 2011**

**RE: DISCUSSION/ACTION: BOOKSTORE RECAP**

In July 2007, the district outsourced both the GBN and GBS bookstores to Follett Higher Education Group (Follett). Per the contract, the district pays Follett an annual management fee of \$160,000. Outsourcing the bookstore was estimated to save the district \$750,000 when compared to operating the bookstores internally, over the 5-year contract period, which ends July 2012. Follett is working on a contract renewal proposal which I will bring to the Board in late October.

The following is a 3-year summary of the average price of textbooks sold by Follett during booksale. It is estimated that 85% of students purchased textbooks from Follett during this past booksale, a 5% decrease from previous years. It is assumed that the remaining 15% of families purchase textbooks from a third party (Amazon, Barnes and Noble, etc) or borrow books from prior years.

Approximately 50-60% of the cost of textbooks is returned to students at buy-back time, unless the school discontinues the textbook. Only 1.5% of textbooks were discontinued and not bought back in FY 10/11. It is estimated that 70% of textbooks sold in the GBN bookstore are available used and 80% of textbooks sold in the GBS bookstore are available used. The difference between schools is due to more GBS students returning books than GBN students.

	<b>FRESHMAN</b>	<b>SOPHOMORE</b>	<b>JUNIOR</b>	<b>SENIOR</b>
2009/10	\$451.00	\$457.00	\$395.00	\$471.00
<i>Less buyback</i>	<u>(225.50)</u>	<u>(228.50)</u>	<u>(197.50)</u>	<u>(235.50)</u>
Net Cost	225.50	228.50	197.50	235.50
2010/11	\$465.00	\$478.00	\$371.00	\$489.00
<i>Less buyback</i>	<u>(232.50)</u>	<u>(239.00)</u>	<u>(185.50)</u>	<u>(244.50)</u>
Net Cost	\$232.50	\$239.00	\$185.50	\$244.50
2011/12	\$482.00	\$451.00	\$375.00	\$493.00
<i>Less buyback</i>	<u>(241.00)</u>	<u>(225.50)</u>	<u>(187.50)</u>	<u>(246.50)</u>
Net Cost	241.00	225.50	187.50	246.50
Percentage Increase 11 to 12	3.7%	-5.6%	1.1%	.1%

**RENTAL PROGRAMS**

We have reviewed a rental program with Follett, however, at this time, there is not a cost benefit to our families. See below for a cost comparison.

	<b><u>New Book</u></b>	<b><u>Used Book</u></b>
<b>Purchase Price</b>	\$125.00	\$75.00
Buy Back	<u>(75.00)</u>	<u>(37.50)</u>
Net Cost	\$50.00	\$37.50
<b>Rental Price</b>	\$62.50	\$62.50
(rental is 50% of new book)		

**ELECTRONIC TEXTBOOKS**

Follett has an electronic platform called CaféScribe, however the majority of textbooks available are at the college and university level, only four of our textbooks are available through this platform.

The majority of our English novels are available electronically through platforms such as ibooks and Amazon. The bookstores are working with publishers to identify which of our titles, in addition to our novels, are available in electronic format.