

**GLENBROOK HIGH SCHOOLS
District Business Office**

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

FROM: Kimberly L. Ptak

DATE: JANUARY 9, 2012

RE: DISCUSSION/ACTION: BOOKSTORE PROPOSAL

Recommendation

It is recommended that the district sign a 5-year contract with Beck’s Book Store, Inc. (Beck’s) at a fixed, annual price of \$96,000. This is a \$320,000 savings over a 5-year period when compared to the annual \$160,000 fee the district is currently paying to Follett.

Beck’s is a family owned and operated textbook enterprise that has serviced the higher education market throughout the Chicago area for over 55 years. Beck’s current accounts include Northeastern Illinois University, The John Marshall Law School, Harold Washington College, Harry S. Truman College, Northwestern University, Loyola University Chicago, MacCormac College and Illinois Institute of Art.

Although a 5-year contract is recommended, either party can terminate the contract for the following school year by giving written notice on or before March 1st of the current year. Based on discussion and feedback at Monday’s board meeting, a contract will be drafted and shared at the January 23, 2012 board meeting.

Background

The five-year contract with Follett ends June 30, 2012. The district has reviewed many options; the most viable are included in the table below. All of these options maintain the 15% textbook mark-up and a 50% buy-back on used books. All of these options also reduce the buy-back on new books from 60% to 50%. However this change is expected to be less than a 2% increase to families.

Management Fee Includes

	<u>Annual Mgmt Fee</u>	<u>On-site store</u>	<u>Bursar Services</u>	<u>On-line store</u>
Beck’s	\$96,000	Yes	Yes	Yes
Classbook.com	\$130,000	No	No	Yes
Follett	\$260,000	Yes	Yes	No – <u>available for add’l fee</u>
Current (Follett)	\$160,000	Yes	Yes	No

Transition

Beck's would begin some transitioning in the early Spring, conduct the book buy-back at the end of the school year, begin ordering textbooks in June and officially take over the account July 1, 2012.

New Service: On-line store

In addition to providing the in-school bookstore services that our parents and students are accustomed to, Beck's also offers an online textbook store. This would allow families to buy books online and have them shipped directly to their homes or available for pick-up at the schools.

This service is also available from Follett; however there would be an extra fee.

Electronic textbooks

Beck's has experience supplying electronic textbooks through its on-line store. As administration continues to pursue e-book opportunities and options, it will work closely with Beck's. Currently there is not a price-break on e-books; in fact, at times, an e-book is more costly than a hardcopy book since there is not the opportunity to sell the book back. Additionally, once an e-book is activated there is not an option to return the e-book to the publisher.