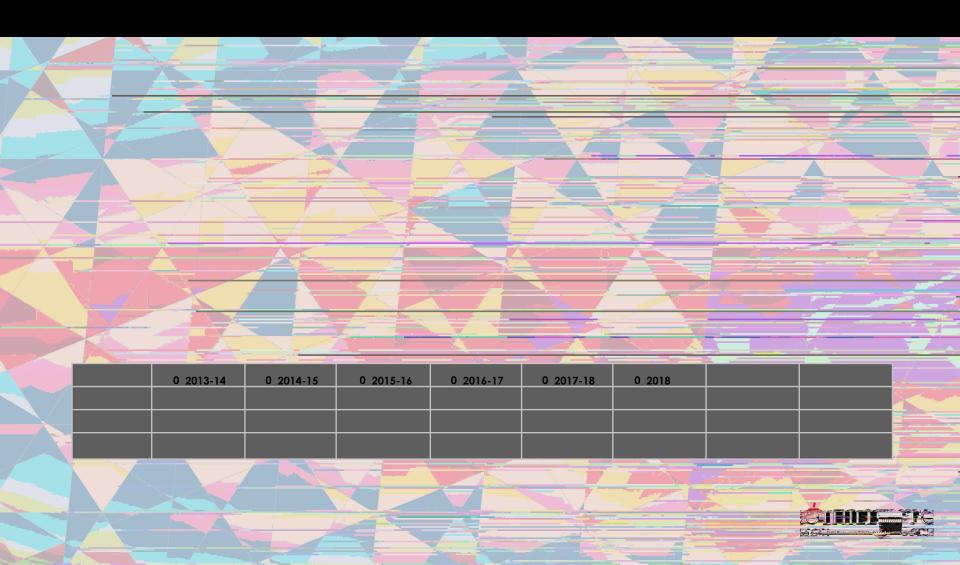


Agenda:



Financial History:



Bookstore Business Models:

- C Operating under Contract Management, a college selects an outside company to manage its bookstore. The contractor purchases the bookstore's inventory and hires employees. The contractor pays a commission to the college for the privilege of operating the bookstore, usually in the form of a percentage of sales.
- H Operating under a Hybrid Model, a college selects an outside



Contract Managment:

- The Pros of Contract Management include the following:
 - Financial Advantages.

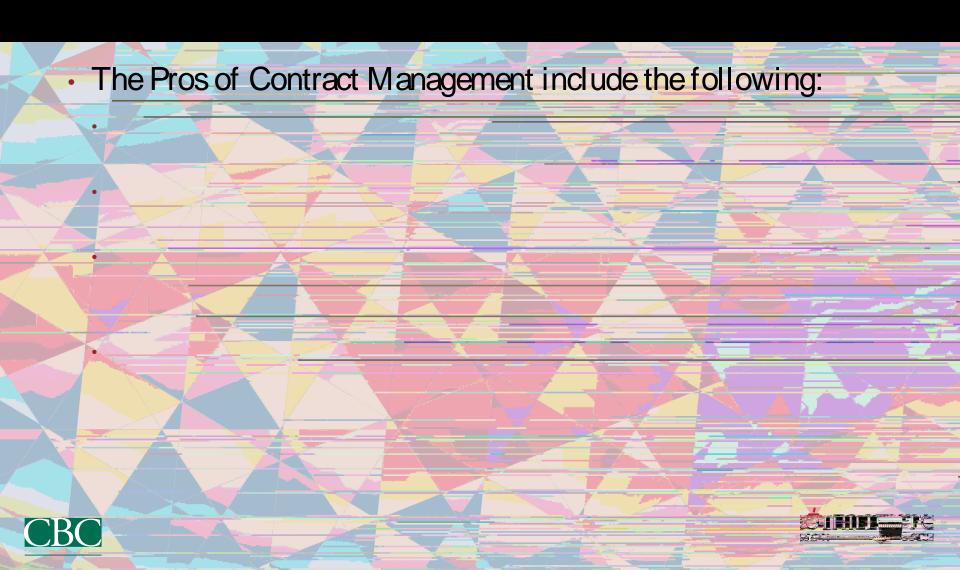


Contract Management (cont.):

- The Pros of Contract Management include the following:
 - Inventory Purchase. The contractor purchases the Bookstore's



Contract Management (Cont.):



Questions/Comments and Vote Request:

- Based on the preceding, we recommend a transition to "Contract Management" for the operation of the Bookstore.
- Goal to is implement this change for Summer 2021 to avoid absorbing more losses into the next FY
- Issuance of the RFP is on hold while we continue working with District HR and ACE as it relates to negotiating any potential effects on current bookstore employees. It's important to release the RFP soon in order to meet the deadline for Summer 2021.



