

**COLLEGE BOOKSTORE OPERATIONS AGREEMENTS  
ALL COLLEGES**

**THE CHANCELLOR**

**REPORTS**

that it is necessary to establish new agreements for the operation of the in-house bookstores at Daley, Kennedy-King, Malcolm X, Olive-Harvey, Wright Colleges and West Side Technical Institute of Daley College, as well as the with the off campus bookstore needs for Washington and Truman Colleges; a Request for Proposals for a five-year agreement for bookstore operations and services, including an option to renew for an additional two years was advertised, prepared and distributed to four firms: C & W Books, Inc., Follett Books, Beck's Book Store and Barnes and Noble College Bookstores; Barnes and Noble Bookstores did not respond; and the following responsive proposals were received from other three firms:

<i>Firm</i>	<i>College</i>	<i>Proposed Scholarships (Annual)</i>	<i>Proposed Annual Commissions on Gross Revenue* (GR)</i>
C & W Books (MBE) Chicago, IL	Daley/WSTI	\$2,000	5% or \$58,000
C & W Books Chicago, IL	Kennedy-King	\$2,000	5% or \$36,000
C & W Books Chicago, IL	Malcolm X	\$2,000	5% or \$38,000
C & W Books Chicago, IL	Olive-Harvey	\$2,000	5% or 45,000
Follett Higher Education Group Oak Brook, IL	Wright	\$2,000	\$625,000 over five years <u>or</u> 7.6% of GR up to \$2 mil. 8.6% of GR between \$2 mil & \$3 mil. 9.1% of GR over \$3 mil.
Beck's Bookstore Chicago, IL	Washington – <u>off site</u>	Up to \$1,500	2%* - on book voucher sales
Beck's Bookstore Chicago, IL.	Truman – <u>off site</u>	Up to \$1,500	2%* - on book voucher sales

in addition, both in-house bookstores have proposed estimated investments in interior improvements as follows – C & W Books – Daley/WSTI - \$80,000, Kennedy-King - \$45,000, Malcolm X - \$80,000, Olive-Harvey - \$45,000, and Follett – Wright - \$20,000; and

that all firms either have in place (Follett's, Beck's) or propose (C&W – by Summer semester, 2003) to have point-of-sale systems established at the stores that can process college book voucher sales, as well as provide data that can be transferred to the new PeopleSoft student system when it becomes fully operational; and

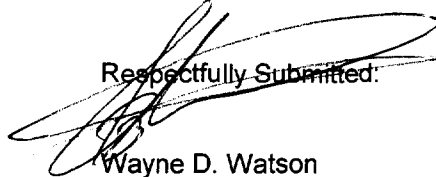
that a staff review committee has reviewed the proposals, interviewed the firms, and recommends acceptance of the above proposals to continue bookstore operations for the colleges; and

that all firms have committed to comply with the District's M/WBE requirements.

THE CHANCELLOR

RECOMMENDS that the Board of Trustees authorize the Chairman to enter into separate agreements with C & W Books, Follett Higher Education Group, Inc., and Beck's Book Store, Inc. to provide College Bookstore Operation services for the five-year period from September 5, 2003 through September 4, 2008, with the option to renew for an additional two-year period at the same terms and conditions.

Respectfully Submitted:

A handwritten signature in black ink, appearing to read 'Wayne D. Watson', is written over the text 'Respectfully Submitted:'.

Wayne D. Watson  
Chancellor

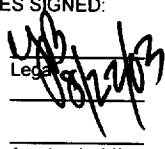
September 5, 2003

COLLEGE REVIEW: \_\_\_\_\_  
President

REQ. NO. \_\_\_\_\_

CENTRAL OFFICE REVIEWS & DATES SIGNED:

Purchasing Date _____	Contract Compl. _____	Legal _____	Board Office _____
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Finance Date _____	Admin. Svcs. _____	Academic Aff. _____	Other _____
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AC- College Bookstores Agreements

COLLEGE REVIEW: \_\_\_\_\_  
President

REQ. NO. \_\_\_\_\_

CENTRAL OFFICE REVIEWS & DATES SIGNED:

_____ Purchasing Date _____	_____ Contract Compl. _____	_____ Legal _____	_____ Board Office _____
<i>[Signature]</i> Finance Date <u>25 Aug 03</u>	_____ Admin. Svcs. _____	_____ Academic Aff. _____	_____ Other _____

AC- College Bookstores Agreements