

CHABOT-LAS POSITAS COMMUNITY COLLEGE DISTRICT

June 18, 2019

Agenda Item: 5.3

Subject: Approval of amendment of contract with Barnes & Noble and Chabot College

Background: Chabot College entered into a contract with Barnes & Noble for the contracting of Bookstore services in July of 2017. Part of the agreement in this contract was for the Bookstore to cover the salaries of most of the Chabot College Bookstore employees. The agreement was a lump sum distribution of \$300,000 per fiscal year to offset the District's cost of Chabot College employees working at the bookstore, and a percentage of overall sales. In the first two years, this agreement met the needs of both the College and Barnes & Noble. However, moving forward two things have changed:

1. There has been a downturn in the sales from the bookstore, which have diminished expected revenues.
2. Two Chabot College employees have recently retired and have been replaced with Barnes & Noble personnel. This has reduced the amount of money needed from Barnes & Noble to cover Chabot College bookstore employee salaries.

Due to this Barnes & Noble requested an amendment to the current contract to adjust the reimbursement of Chabot College personnel, and the revenue sharing of sales.

Recommended Action: That the Board approve the proposed amendment of the 2017 contract with Barnes & Noble to be a yearly lump sum distribution of \$216,000 and furthermore reduce the revenue distribution of all gross sales of the first \$3,000,000 of revenue from 6% to 5% effective July 1, 2019.

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Submitted by: Doug Roberts/Date

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Approved: Ronald P. Gerhard/Date

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\_\_\_\_\_ DISAPPROVED

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