

Foothill College Bookstore

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foothill.edu

Foothill Bookstore Mission:

To make educational tools available for purchase by students and others in a timely manner and at a reasonable cost. To be the hub of academic resources and services for the college community.



Bookstore Services:

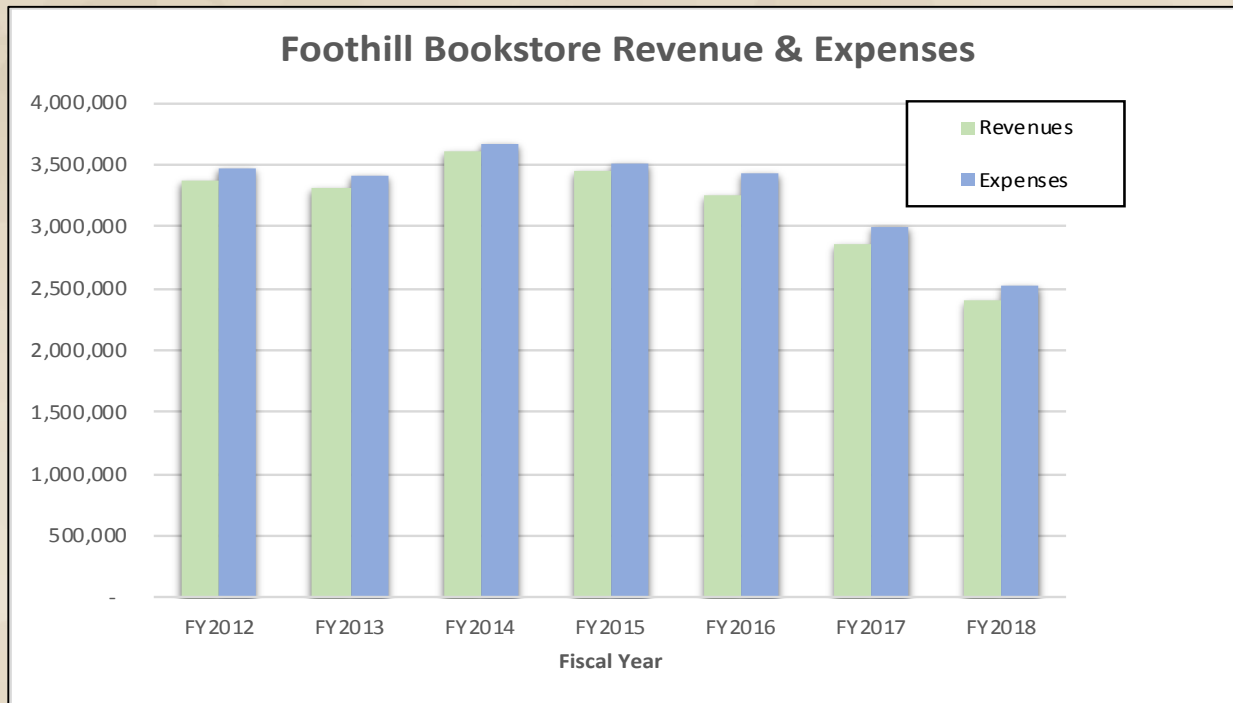
- Online shopping 24/7
- Rentals – texbooks and laptops
- eBooks
- Foothill College Promise books
- Inclusive access programs
- Faculty online course material adoption
- Book buy backs including online
- Computer and software purchases
- Financial Aid book loans – in store and online
- ASFC – deposits (Student Accounts and clubs)
- Free shipping or store pickup

Challenges:

- Competition
- Staffing Costs – (direct and indirect)
- Location
- HEOA (Higher Education Opportunity Act) Requirements
- Online market place
- Margins/Pricing



Financial History:



	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Revenues	3,369,774	3,317,336	3,610,433	3,457,106	3,259,409	2,856,186	2,402,339
Expenses	3,463,555	3,412,607	3,657,769	3,502,838	3,427,131	3,001,738	2,518,104
Net Income/Loss	(93,781)	(95,272)	(47,336)	(45,732)	(167,722)	(145,552)	(115,765)

Bookstore positions:

Directly work at the bookstore:

- Director, Campus Bookstore (1.0 FTE) \approx \$176,654
- Bookstore Courseware Coordinator (1.0 FTE) \approx \$92,929
- TEA & student workers \approx \$150,000 – \$175,000 per year

Other positions that support the bookstore:

- VP, Finance & Administrative Services (.10 FTE) \approx \$21,370
- Executive Director, Fiscal Services (.06 FTE) \approx \$15,491
- Senior Accountant (.30 FTE) \approx \$46,529
- Accounting Assistant (.375 FTE) \approx \$37,444

1st Quarter District Budget 2018–19:

- Sales and textbook rentals are projected slightly higher
- Commissions are expected to be lower (loss of Apple Contract)
- Cost of sales and other expenses are projected to be higher
- Net Loss is projected to be \$168,791
- Foothill College Carryover will be used to offset the loss

Next steps/Questions?

- Recommend formation of a study group.
 - Student and faculty impact
 - Deeper financial analysis
 - Research alternative solutions