



BOOKSTORE COMMITTEE
Tuesday, September 17 18, 2013
3 - 4:30 p.m., Griffin Gate

Meeting Summary

Present T. Flood, T. Ford, M. Gilchrist, J. Goodman, W. Pines, Esau Cortez, Janice Bellinghiere

Guests Students: Zack Gianino, Henry Gaudet

Recorder: Patty Sparks

Meeting Commenced: 3 p.m.

1. Textbook – Progress on Dynamic Pricing

Mike presented a flyer with Bookstore Year to Date Sales Update:

- New Textbooks up 2%
- Used Textbooks down 1%
- Rental Textbooks up 64%
- Digital Textbooks up 24%.

Mike further reported that Non Textbooks (General Merchandise) sales were up by 41% and web sales up 12%. Overall Total Sales are up 10%

Very Impressive statistic:

The average cost of a book purchased by Grossmont Students at the bookstore last year was \$55.14. The average cost of a book purchased by Grossmont Students at the bookstore this year is \$52.85. We lowered the price of Textbooks - mostly due to our new dynamic pricing of rentals. Ultimately our rental program delivered the most expansive title list possible offering the most choice and savings options for students.

2. Update from Barnes & Noble re:

- **ASGC Suggestions from last meeting**

Pay Buyback at extra 10% if students elect in store credit vs. cash back - (update) Mike talked Barnes & Noble and they are currently working on a possible solution, but have committed to this option for the December buyback.

Students with Financial Aid but no credit card not able to rent books – The Council discussed a solution of ASGC utilizing an account attached to a credit card with an approval process for students. The bookstore can then sell rentals to these approved students using the ASGC card to swipe for securing the rental. ASGC would be responsible for students that fail to turn in their rentals. ASGC can monitor and adjust the amount of students they approve.

3. Sales Info for Fall Rush (If Available)

No report.

4. Spring Flex Week - Training for Faculty

Tim suggested that Mike meet with Tim to prepare a Flex Week Workshop for faculty making them aware of alternative text book options for students and the cost impacts. It was further suggested that Mike contact Joel Castellaw and arrange to present the same information at a Chairs and Coordinators meeting.

Action Taken: Mike and Tim meet and prepare a Flex Week Workshop as well as meet with Chairs and Coordinators regarding cost impacts and alternative text book options for students.

5. Textbook Refund Policy Change (proposal)

For the past several years the textbook refund policy was adjusted at the request of the Colleges because students could not prove that they "dropped or withdrew" from a class in order to get a textbook refund. Now that the College's system (WebAdvisor) easily gives students printouts of dropped classes, Mike has requested that the bookstore be permitted to go back to the official B&N textbook refund policy. Current is 2 weeks only - Change would be 1 week, but with 30 days if you drop or withdraw from a class. This was approved by this committee and is awaiting approval from Cuyamaca before requesting the change from the Presidents.

Action taken: Mike to post the new refund policy in the Bookstore when enacted.

6. Renting Workbooks that can be written in

Janice Bellinghiere is concerned that the Bookstore is renting text books that are specifically designed to be written in. Some students said they rented the main English books (Author Nist) used in her class. The Grossmont Bookstore did not rent that workbook. Those students may have rented from another source. Mike stated that faculty members can notify the Bookstore if they are concerned about renting their text if it is a workbook or includes an online access code. The bookstore can remove it from their rental list.

7. Other: Textbook Bridge Grant Program

It was discussed that are many students do not get their financial aid paperwork approved in time to purchase textbooks before classes begin. It was recommended to put together a task force or subcommittee of this body to develop a program that can allow students that will ultimately be approved by financial aid, to purchase books as a bridge until they are entered into the financial aid system. This ensures students will have the resources necessary to be successful in the classroom.

Action Taken: A taskforce will be established and charged with developing a bridge program for students who need to purchase books prior to receiving their financial aid.

7. Other