

# College of Marin Bookstore

SERVICE OPTIONS

# Option 1: Virtual Store

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Embracing change, by adapting the new realities of retail. Online shopping has dominated retail, and the shift to a Virtual Store allows the flexibility to continue servicing both the school and students.

- Website supported by our warehouse and virtual team
- Clothing provided virtually through Follett on Demand
- Supported by a remote course materials manager
- Commissions:
  - 0% - \$0-\$50,000
  - 5% - \$50,001 - \$250,000
  - 7% - \$250,001+



# Option 2: Management Fee



- Maintain current level of services
- Management fee would be \$3,000 per month, 0% commission
- Management fee could be reduced or exited through an increase in annual sales (>\$750K), including through an Access program
  - Store relocation would assist with achieving higher sales

# Option 3: Access Program

## EQUITABLE ACCESS PROGRAM

- Supports student equity and student success
- Aligns with campus graduation and retention efforts
- Can support an increase in services, including concepts like cafes
- Commissions determined by final pricing for cost per credit hour



# Follett Access

## Campus Wide

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All Required Books for All Students

Flat Fee for All Materials

Opt-Out Available at Each Term

Digital First, Physical if Digital  
Unavailable

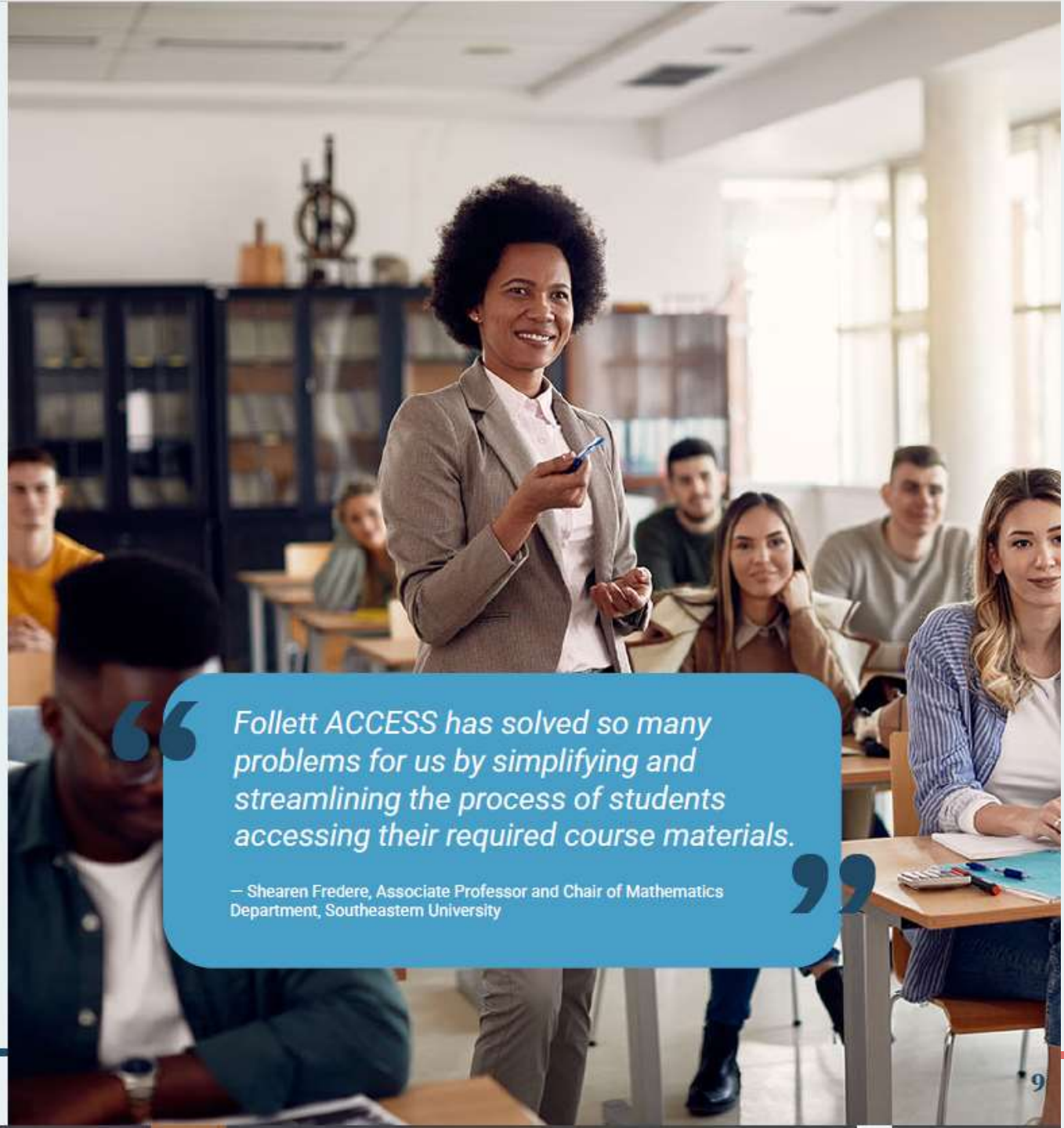
Academic Freedom





# FREEDOM TO CHOOSE FOR FACULTY

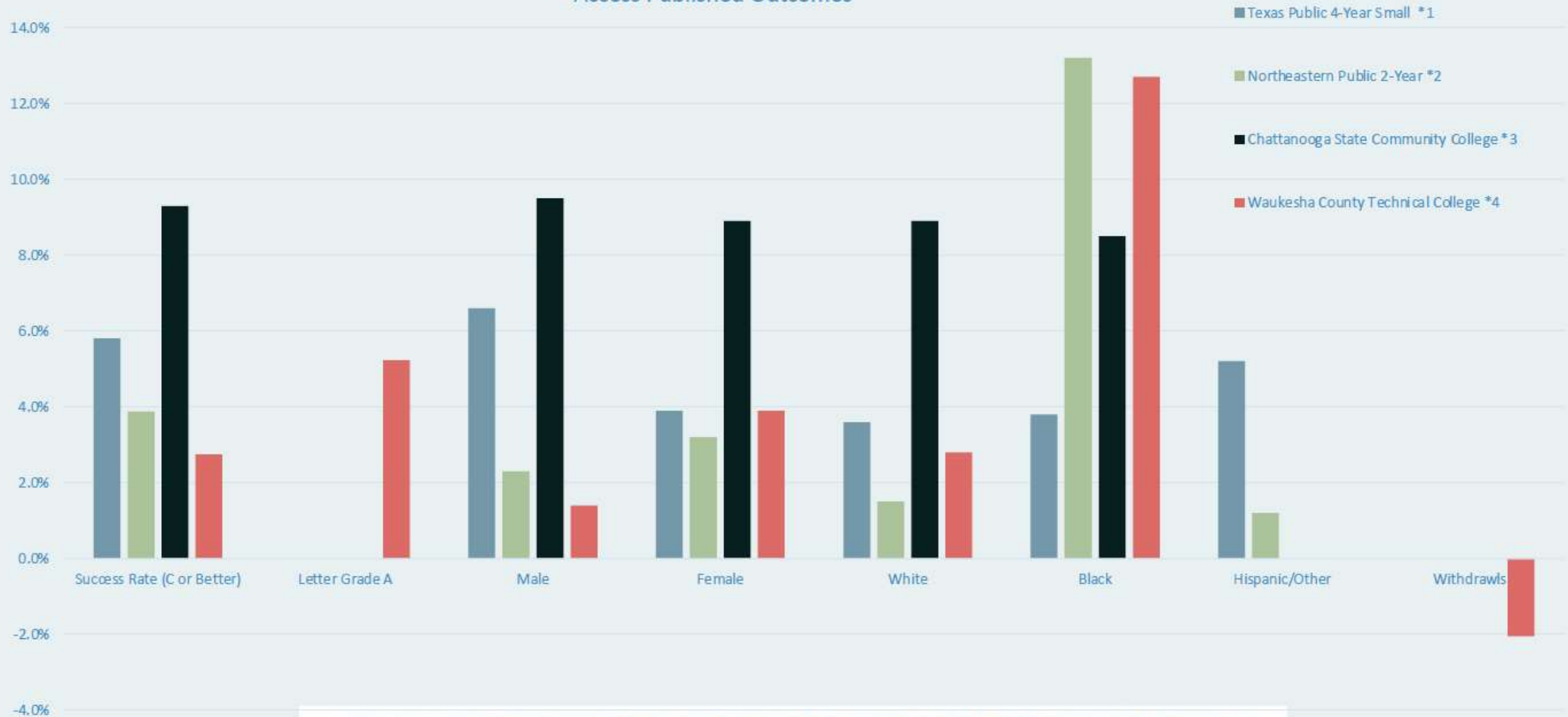
- Academic freedom to choose the materials that best fits the class curriculum
- Ensures everyone will have the same edition
- Supports higher academic performance for all students with a leveled playing field
- Follett manages accessing materials in the LMS or on campus
- Follett works with 6000+ publishers



*Follett ACCESS has solved so many problems for us by simplifying and streamlining the process of students accessing their required course materials.*

— Shearen Fredere, Associate Professor and Chair of Mathematics Department, Southeastern University

## Access Published Outcomes



1. Hurley, T.A. & Fekrazad, A. (2020). E-textbooks, inclusive access, and academic performance. In T.A. Hurley (Ed.) *Inclusive access and open educational resources e-text programs in higher education* (pp 177-184). Springer.
2. Moore, M. (2021). *Inclusive access course materials: The impact on student outcomes*. Retrieved from ProQuest Dissertations Publishing.
3. Williams, T., Nichols, E., Cannon, T. R., Fountain, T., Smith, A., & Yankelewitz, D. (2020) in Hurley, T.A. (Ed.) (2020). *Inclusive Access and Open Educational Resources Etext Programs in Higher Education*. Springer.
4. Moore, M., & Piazza, B. (2022, March 23). *Inclusive Access Course Materials: An Analysis of Waukesha County Technical College's Inclusive Access Program*. <https://doi.org/10.35542/osf.io/nfv4g>. \*Not Published, Just Submitted.

| Thank You