



Barnes & Noble Contract Renewal

Finance and Administration Committee
February 10, 2009

Contract Term Changes

Current

- Guaranteed Payment/Percentage Payment-\$2,700,000 or 13.1% of all gross sales from \$0 to \$13,000,000, 12.1% of all gross sales from \$13,000,000 to \$16,000,000, 11.1% of all gross sales over \$16,000,000
- Annual Textbook Scholarships in the amount of \$20,000
- Contract expires December 2010

Proposed

- Guaranteed Payment/Percentage Payment-\$2,700,000 or 12% of all gross sales from \$0 to \$13,000,000, 13% of all gross sales from \$13,000,000 to \$16,000,000, 14% of all gross sales over \$16,000,000
- Annual Textbook Scholarships in the amount of \$20,000
- Capital Commitment of \$750,000 to design, construct, renovate and equip the new Calhoun Loft and Sugarland store and perform some minor renovations of the UH Main and Clearlake stores.
- Extend contract by 5 years, new end date December 2015

University's Mission

- The contract extension will directly support the university's mission of ensuring student success and academic excellence by strengthening the partnership with Barnes and Noble as they continue to provide a critical service to the UH System.
- The new Calhoun Lofts and Sugarland stores will accommodate the increased student population and enhance student access throughout the UH System.