

## EXECUTIVE SUMMARY

### **Piggyback Recommendation of \$500,000 or Less 59-065R – Surplus Textbook and Instructional Material Disposal**

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This request is to approve the recommendation to piggyback the School Board of Brevard County, Florida, agreement with Textbook Warehouse LLC. This Agreement provides the school District with services that will manage the entire scope of a textbook buy-back program; sorting, resale and recycling services for the District's surplus off-adoption textbooks, instructional materials, and dual enrollment textbooks. This Agreement 59-065R – Surplus Textbook and Instructional Material Disposal contract term is from August 8, 2018 through May 23, 2021, with one (1) additional two (2) year renewals.

Per Purchasing Policy 3320, Part II, Section M, The School Board may make purchases at or below the specified prices from contracts awarded by other city or county governmental agencies, other district school boards, community colleges, federal agencies, the public or governmental agencies or any state, or from state university system cooperative agreement. The School Board of Brevard County released a Request for Proposal (RFP) 18-P-065-HD as the lead agency for the cooperative procurement for the Bay Area Schools Purchasing Consortium. The Bay Area Schools Purchasing Consortium was formed as a cooperative purchasing organization for the purpose of maximizing the purchasing power of Florida School Boards for goods and services in compliance with Florida Statutes 100.42(25) and 163.01. Each member School Board has determined that cooperative procurement strategies between like or similar agencies may lead to procurement efficiency and lower cost for common goods and services. School Districts within the state of Florida are permitted to utilize the solicitation award.

This Agreement will replace ITB 14-068T Sale of Unserviceable Obsolete, Used Books. Textbook Warehouse LLC is the incumbent vendor for the District. The previous ITB 14-068T provide the District with a fixed revenue of \$60.00 per ton. The following table illustrates the income the District has received during the term of the contract from the sale of unserviceable, obsolete and used books.

<b>Vendor</b>	<b>Fiscal Year</b>	<b>Income Received</b>
Textbook Warehouse LLC	2014-2015	\$ 20,796
	2015-2016	\$ 22,341
	2016-2017	\$ 17,218
	2017-2018	\$ 18,796
<b>Total Revenue</b>		<b>\$ 79,151</b>

### **Financial Impact**

This Agreement provides the District with a fixed minimum income of \$60.00 per ton; the opportunity for additional income from any books with a resale value; as well as an increase in tonnage rate based any fluctuation in the Southeast Mixed Paper Index that is higher than the minimum \$60.00 per ton. This Agreement also provides the District to sale dual enrollment textbooks to the entity that will provide the maximum return on value, reselling the textbooks to the original seller or the vendor awarded under this Agreement.