

<h2>Our Commitment</h2> <p>Deliver services that foster student success, encourage faculty innovation, and enrich the Iowa State community, all while contributing to the financial support of essential facilities and programs that enhance Iowa State University.</p>	<h3>Campus Contributions to Iowa State University</h3>	
	Percentage Contribution of Net Sales	
	<b>Iowa State</b>	<b>101.43%</b>
	<b>Industry Average</b>	<b>15.23%</b>

## Campus Investment

The ISU Book Store is a leading university bookstore for campus contributions.

Facility Improvement Investment <b>\$439,664</b> Facility improvements to ISU Book Store (a tenant of Memorial Union), completed in collaboration with Facilities & Planning Management	Administrative Fee & University Budget Support <b>\$13M</b> Over 12 years of reserve accumulation made possible by our commitment to operational efficiency and fiscal responsibility	Rent & Utilities paid to ISU Memorial Union <b>\$456,067</b> Additional \$300,100 Bond payment for 2006-2009 Memorial Union expansion	Discounts <b>\$659,056</b> To students, prospective students, faculty, staff and Cyclone fans
Trademark Licensing Royalties Paid <b>\$406,134</b>	Academic Resource Support to Colleges <b>\$411,046</b>	Donations & Giveaways <b>\$47,525</b>	Hourly Student Wages <b>\$388,623</b>

## Partnerships

Support to University Marketing for Iowa State Fair expenditures	<b>\$27,148</b>
Support to the Iowa State University Alumni Association	<b>\$30,589</b>
Support to the Iowa State Iowa State University Marching Band	<b>\$31,170</b>

Additional contributions to New Student Programs, Soult's Family Visitor Center, Admitted Students Day, Cyclone Family Weekend, and other college events throughout the year.



# Store Performance

**18.16%** Operational Expenditures

Expenses accrued not directly associated with production of goods and services

Industry Average: 30.1%

**9.43%** Personnel Expense Ratio

Measures contribution of labor to the generation of income & calculated by total personnel expenses/net sales

Industry Average: 19.1%

**7.71%** Net Income Ratio

Remaining profit after costs of production administration, and financing have been deducted from sales

Industry Average: 3.5%

# Breaking Barriers with Immediate Access

**\$2,847,690**

saved students on their textbooks by distributing digitally through Canvas at a reduced cost compared to the national average

**11 years**

of textbook affordability celebrated with Immediate Access, with lifetime ISU student savings of \$18M+

From January of 2023 through June 2024 the program has achieved carbon neutral status by taking 191 cars off the road with a print-to-digital emission savings of 878 tonnes of CO2e

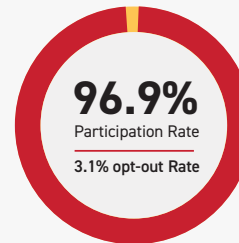
Learn more about the program



## 2023-2024 Immediate Access Impact

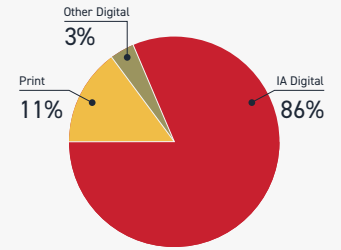
Live Sections		Est. Student Savings	
Fall 2023	Spring 2024	Fall 2023	Spring 2024
<b>2,507</b>	<b>2,237</b>	<b>\$1,328,444</b>	<b>\$1,519,246</b>
2023-2024 Total Sections: <b>4,744</b>		2023-2024 Total IA Savings: <b>\$2,847,690</b>	
2022-2023 Total Sections: <b>3,739</b>		2022-2023 Total IA Savings: <b>\$2,028,669</b>	
YOY Adoption Growth: <b>26.8%</b>		YOY Savings Growth: <b>40.4%</b>	

## Spring 2024 IA Participation



National average participation rate: 93.3% (6.7% opt-out)

## Iowa State Course Materials Distribution



Overall breakdown of course materials 2023-2024

# Service - Support - Savings with TechCyte

Received **2024 Excellence in Technology Product Management award** for increasing customer outreach and providing technology for student success.

On-campus Apple and Dell authorized store & service provider, serving ISU students, faculty, staff, and alumni

Major Success program connects ISU students with their **computer requirements** as directed by the colleges



Sold to individual customers: **2619** laptops, **988** iPads, **2340** calculators

Sold to institutional customers: **686** laptops, **268** iPads, **132** desktops

**12,571 transactions** processed for all customers:  
**6093 individual** and **316 institutional customers**

## Savings at TechCyte

Total Academic Device Savings (to consumers):

**\$1,073,790**