

## Coffee Cart Survey from ARL Directors & Senior Fellows

Questions asked:

- 1 What percentage of the net profit does your library receive, if any?
- 2 When do you receive those funds [e.g. once a year at beginning or end, monthly, etc.]
- 3 Who pays for the equipment [e.g. coffee cart] or other expenses related to this service?
- 4 Do you charge a rental fee for space?

Responder	Question 1	Question 2	Question 3	Question 4	Comments
Baker, Nancy University of Iowa Libraries	None	N/A	Paid for sink installation	No	Operated by the University Food Service
Burckel, Nicholas	None	N/A	N/A	No	Operated by campus vendor: Sodexo
Butcher, Karyle Oregon State University	5% of gross sales beginning 03/04 FY	No response provided	Coffee shop purchased chairs, and other equip.	No (for the first 5 years)	Operated by OSU Memorial Union
Dewey, B	None	No response provided	Starbucks pays for re-carpeting, painting, roofing and other building maintenance	No	Starbucks Cafe
Flower, Ken Johns Hopkins University	4% of gross sales, excluding sales tax	Monthly	Vendor pays for all equipment. Library covers water & electricity & paid for initial setup costs.	\$1,300 rent during semester \$1,000 rent during breaks and intercession	Gross revenue over \$500,00 annually
Giesecke, Joan University of Nebraska-Lincoln	None	None	Pepsi pays for all equipment	No	Operated by Pepsi
Haka, Cliff MSU	Profits are split with MSU Housing & Food Services Dept.	End of each fiscal year	Costs are split with MSU Housing & Food Services Dept.	No	Outsourced & managed MSU Housing & Food Services Department
Hitchingham, Eileen University at Buffalo	None	None	None	None	Made an attempt – but was unsuccessful.
Holloway, Karen University of Arizona	30% of net, years 2-3 it's 40% of net, years 4-5 it's 50% of net.	Monthly.	Ongoing equipment expenses are the responsibility of the Student Union.	No	Operated by Student Union

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Jacobs, Mark Georgetown University	3% of revenue	Quarterly	We paid for the renovation, including all equipment, but the Corp is expected to pay us back for the equipment over the next three years	No. Revenue sharing is in lieu of rent	Contracted with Students of Georgetown, Inc (a student owned corporation)
Johnson, Edward Oklahoma State University	None	N/A	No response provided	No	Operated by the Student Union and Aramark
Kaufman, Paula University of Illinois at Urbana-Champaign	We get a little bit of money from the profits	Each semester	No response provided	No response provided	Operated by a local coffee house
Lougee, Wendy University of Minnesota	N/A	N/A	N/A	N/A	Does not have coffee service
Lowry, Charles (Siggins responded)	N/A	N/A	Total infrastructure costs (plumbing, electrical, etc) of about \$450,000 will be split by the University and the library. Furnishings, lighting fixtures a la Starbucks will be paid by the company.	Starbucks will pay us both rent and a percentage of the revenue (not just the "profits"), which will be split between the University and the Library	Just now wrapping up a contract with Starbucks.  Conservative estimate of our share of income is \$80,000/year, so we anticipate covering the initial capital investment within 3 years.
Michalak, Sarah University of Utah	6% of the gross sales	No response provided	No response provided	No response provided	Operated by Chartwells, (campus dining contractor)  averaged \$400-\$500 per day
Murray, Shepherd University of Waterloo	None	N/A	Waterloo Food Services Division, paid for the renovations, pays for upkeep, overhead and renovation	No response provided	The University of Waterloo Food Services Division operates the service
Taylor, Merrily Brown University	None	N/A	Food services	No	Operated by Brown University Food Services
Von Wahlde, Barbara University at Buffalo					No coffee service available

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Wessling, Julie Colorado State University	None	N/A	No response provided	No response provided	Operated by the Student Center makes \$900-\$1000 per day
Wilson, Lizabeth University of Washington (Seattle)	During the time period covered by the current operating agreement, gross revenues will be used (1) to pay operating expenses of the Suzzallo Library Espresso, (2) to pay reserve expenditures of the Suzzallo Library Espresso and (3) to fund a \$10,000 repair and replacement reserve fund to be used exclusively for unanticipated reserve expenditures in the Suzzallo Library Espresso. Additional net revenues will be shared between Libraries and Housing and Food Services (HFS), with 40 percent being allocated to Libraries. The distribution of these funds will be made annually, after the close of the fiscal year (July 1-June 30).	annually	Housing and Food Services (HFS) paid for the equipment.	No	
Yee, Sandra Wayne State University	We receive 10% of gross sales less sales tax, not net profit	Monthly along with a report of daily register receipts.	No response provided	The 10% of gross commission covers everything	outsourced to a local coffee shop