



BetterWorldBooks




Library Discards & Donations Program







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-  Introductions
-  Program Presentation
-  Q & A



-  We were Founded in 2002
-  We are a Social Enterprise: we operate under a for-profit business model in which success is measured by the positive impact our company makes in addressing a specific social issue.
-  We pioneered the B-Corporation: (or “Beneficial Corporation”): we use the power of business to create public benefit.
-  We embrace a Triple Bottom Line: we measure the success of our company by its social, economic, and environmental achievements.

- ✈ Raised over \$2.8 million for over 90 literacy and education non-profit organizations.
- ✈ Diverted over 7,400 tons of books from landfills
- ✈ Directly sent more than 1 million books to BFA, NCFL, and Feed the Children
- ✈ Collected over 11.4 million books through active book drives at over 1,800 colleges and universities and collections from over 1200 libraries



- ✎ We acquire library discards and gift book donations from libraries across the United States.
- ✎ We sell the books on over 20 online marketplaces.
- ✎ We generate funding for both libraries and non profit literacy initiatives.



- ✈️ BWB covers the shipping costs to transport the books to our warehouse.
- ✈️ BWB inventories, uploads, and prices the material at our warehouse in Mishawaka, IN.



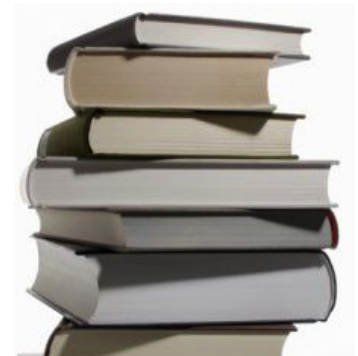
ACCEPTABLE

- ✓ Books that are in saleable condition
 - no water damage, mildew/mold, missing pages, spine damage, etc.
- ✓ Hardcover fiction/non-fiction
- ✓ Textbooks (1998 or newer)
- ✓ Travel books (2003 or newer)
- ✓ Dictionaries
- ✓ Trade paperbacks
- ✓ DVDs & Books on CD
- ✓ Mass Market Paperbacks
- ✓ Rare/collectible books



ACCEPTABLE

- ✓ Ex-Library Books
 - ✓ Markings on the Spine
 - ✓ Stickers
 - ✓ Labels
 - ✓ Due Date Cards
 - ✓ Stamps
 - ✓ Plates
 - ✓ Etc.



NOT ACCEPTABLE

- ❌ Complete or Incomplete Encyclopedia Sets
- ❌ Magazines/Periodicals/Academic Journals
- ❌ Catalogs/Directories/Desk Reference Books
- ❌ Tax Documents/ Government Documents
- ❌ Volume Serials
- ❌ Reader's Digest Books
- ❌ LP Records, VHS, Cassettes, or CDs
- ❌ The Following Series:
 - ❌ Book Club Editions
 - ❌ Harlequin Romance Novels
 - ❌ The Modern Library Series
 - ❌ Reader's Digest Condensed
 - ❌ Marquis Who's Who





18+ online marketplaces...



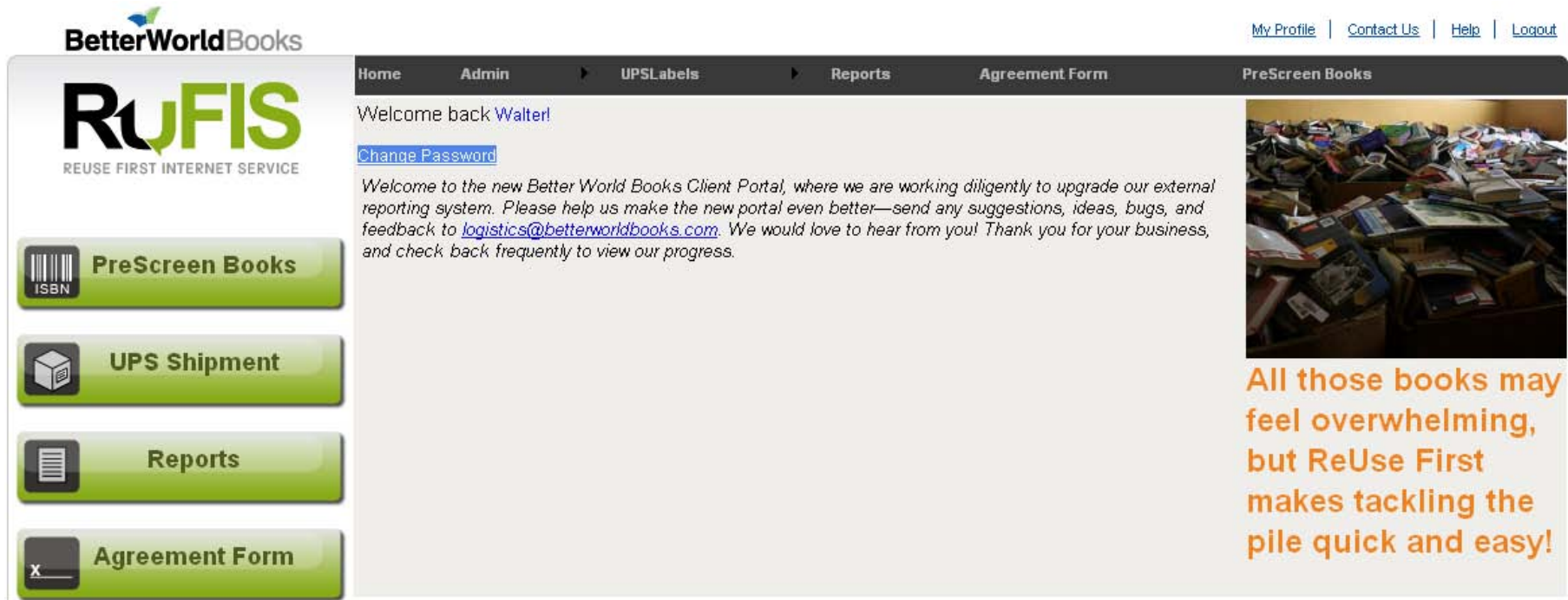
- ✿ BWB returns a percentage of net proceeds to the library on a quarterly basis.
 - March, June, September, December
- ✿ Net proceeds are defined as the sale price of the book minus any market place commissions.
 - *Example: A book sold on Amazon.com for \$100.00 would have a net sale price of \$85.00 (after Amazon.com's 15% marketplace commission).*



- ✿ BWB returns an additional percentage of net proceeds to a non-profit literacy initiative.
- ✿ This organization must be a certified 501(c)3 organization with a proven operating history and a commitment to promoting literacy.



Online Portal Provides Easy Access to Program Features



BetterWorldBooks

RuFIS
REUSE FIRST INTERNET SERVICE

My Profile | Contact Us | Help | Logout

Home Admin > UPSLabels > Reports Agreement Form PreScreen Books

Welcome back **Walter!**

[Change Password](#)

Welcome to the new Better World Books Client Portal, where we are working diligently to upgrade our external reporting system. Please help us make the new portal even better—send any suggestions, ideas, bugs, and feedback to logistics@betterworldbooks.com. We would love to hear from you! Thank you for your business, and check back frequently to view our progress.

PreScreen Books

UPS Shipment

Reports

Agreement Form

All those books may feel overwhelming, but ReUse First makes tackling the pile quick and easy!

Report on funds raised for literacy and the library

Sales By Suffix							
Year	Month	Gross Sales	Refunds/ Cancellations	MarketPlace Commission	Net Sales	IPLP Commission	Client Commission
2008	(3 months)	\$80,204.75	\$3,185.32	\$29,197.39	\$47,822.42	\$2,792.94	\$11,955.61
	OCTOBER	\$27,388.41	\$1,369.61	\$10,002.49	\$16,016.42	\$960.64	\$4,004.11
	NOVEMBER	\$26,003.70	\$1,166.71	\$9,574.99	\$15,262.14	\$882.03	\$3,815.53
	DECEMBER	\$26,812.64	\$648.99	\$9,619.91	\$16,543.86	\$950.27	\$4,135.97
	Totals	\$80,204.75	\$3,185.32	\$29,197.39	\$47,822.42	\$2,792.94	\$11,955.61

Report on inventory in stock and books sold

Inventory By Suffix					
Year	Month	Total Inventory	Sold to Date	Inventory De-Listed	In Stock Today
2008	(3 months)	22001	8741	189	13071
	October	8405	4546	150	3709
	November	2903	1292	24	1587
	December	10693	2903	15	7775
	Totals	22001	8741	189	13071

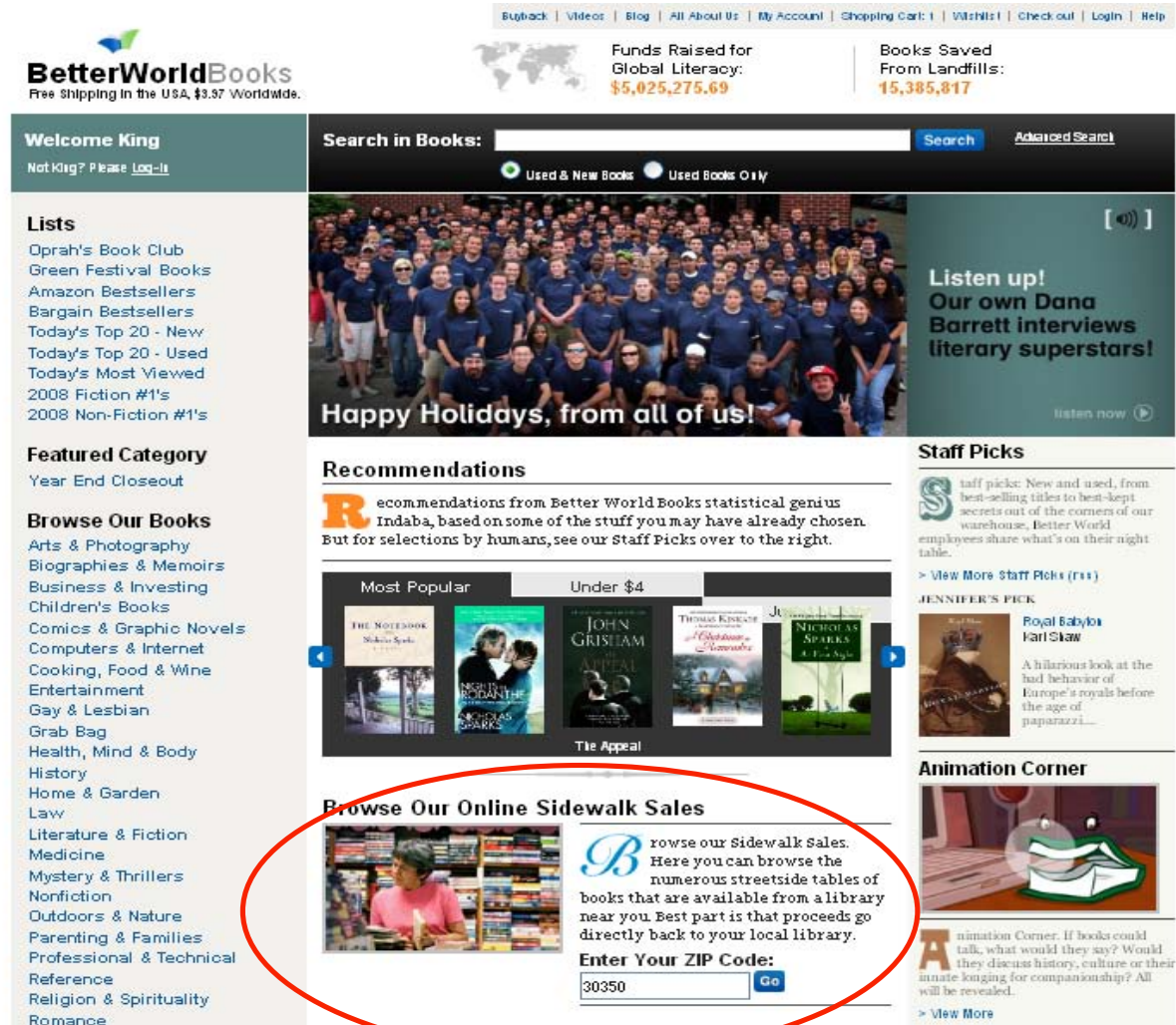
Report on the environmental impact of Recycling and Reusing books.

Environmental Metrics Report

Suffix	End Destination of Book	Total Books ReUsed or Recycled	Books(lbs)	Trees	Water(g)	Greenhouse Gases(lbs)	Landfill Space(cu yd)	Electricity (Kwh)
	Total:	108642	148702	1732	631052	152031	247	352885
	Recycled	64752	88628	1032	376115	90612	147	210324
	Reused	43890	60074	700	254937	61418	100	142561
	Grand Total	108642	148702	1732	631052	152031	247	352885



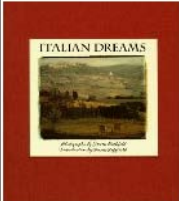
Allow your patrons to shop your inventory online, knowing that proceeds benefit their local library!

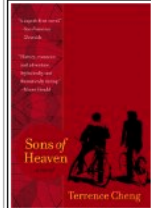




The screenshot shows the BetterWorldBooks website with a navigation bar at the top containing links for Bugback, Videos, Blog, All About Us, My Account, Shopping Cart, WishList, Check out, Login, and Help. Below the navigation bar, the site header includes the BetterWorldBooks logo, a world map, and statistics: 'Funds Raised for Global Literacy: \$5,025,275.69' and 'Books Saved From Landfills: 15,385,817'. The main content area is divided into several sections: 'Welcome King' with a 'Not King? Please Log-In' link; 'Lists' featuring Oprah's Book Club, Green Festival Books, Amazon Bestsellers, Bargain Bestsellers, Today's Top 20 - New, Today's Top 20 - Used, Today's Most Viewed, 2008 Fiction #1's, and 2008 Non-Fiction #1's; 'Featured Category' for Year End Closeout; 'Browse Our Books' with a list of categories including Arts & Photography, Biographies & Memoirs, Business & Investing, Children's Books, Comics & Graphic Novels, Computers & Internet, Cooking, Food & Wine, Entertainment, Gay & Lesbian, Grab Bag, Health, Mind & Body, History, Home & Garden, Law, Literature & Fiction, Medicine, Mystery & Thrillers, Nonfiction, Outdoors & Nature, Parenting & Families, Professional & Technical, Reference, Religion & Spirituality, and Romance; 'Search in Books' with a search bar and 'Advanced Search' link; 'Recommendations' for 'The Appeal' by Indaba; 'Staff Picks' for 'Royal Baby's Karl Skaw'; 'Animation Corner' for 'The Tale of Despereaux'; and 'Browse Our Online Sidewalk Sales' which is circled in red. This section includes a photo of a person at a table, a description of the online sidewalk sales, and a form to 'Enter Your ZIP Code' with the value '30350' and a 'Go' button.

Scan books to see which books should be sent to BWB



Scan/Enter ISBN	<input type="text"/>	Go
Send It!		
	<p>Title: Italian Dreams Authors: Steven Rothfeld</p>	
ISBN Entered	0002250667	
ISBN/ASIN	0002250667	
UPC	9780002250665	
Media	Book	
Binding	Hardcover	
Edition		
Publisher:	HarperCollins	
Publish Year:	1995-12-01	

Scan/Enter ISBN	<input type="text"/>	Go
Don't Send It		
	<p>Title: Sons of Heaven: A Novel Authors: Terrence Cheng</p>	
ISBN Entered	0060002441	
ISBN/ASIN	0060002441	
UPC	9780060002442	
Media	Book	
Binding	Paperback	
Edition		
Publisher:	Harper Perennial	
Publish Year:	2003-06-01	

-  Fast Company
-  Newsweek Small Biz
-  Notre Dame Business Magazine
-  LJ Movers & Shakers →



What would you do if someone offered, at no charge, to sell your library's unwanted books, return proceeds to your library and a nonprofit partner of your choice, and then share the company's profits with literacy partners in the United States and abroad?

Like Brooklyn Public Library's Christine Stenstrom, you might nominate Dustin Holland, director of the Library Division

DUSTIN HOLLAND
BETTER WORLD BOOKS

A Win-win Solution

of Better World Books (BWB), to be an *LJ* "Mover & Shaker."

It's also why Stenstrom introduced Holland—"one of the best library vendors I have ever worked with"—to the staff of the New Orleans Public Library. They needed help dealing with masses of donated books after Hurricane Katrina, not all of which fit their collection needs. So far, Holland's program has converted the unneeded volumes into over \$34,000.

BWB's CEO sent Holland to the American Library Association annual conference in 2004 to "make something happen." After speaking with over 100 librarians about the problems of book disposal, Holland created a program that provides a guilt-free solution. Holland says that since then, BWB has generated \$1 million in revenue for client libraries and nearly half that for the libraries' designated literacy partners, which include Books for Africa, Room To Read, and library foundations and Friends organizations, among others. In 2006 alone, libraries shipped more than 2.4 million books to BWB, saving more than 96 truckloads of items from America's landfills. Having traveled to Africa, where he witnessed the end result—books being distributed to schools and libraries—Holland knows his company is "doing more than servicing a need in the library industry. We're touching the lives of real people: locally, nationally, and globally." Through his efforts, so are the libraries with which he works. ■

CURRENT POSITION Director, Library Division, Better World Books, Alpharetta, GA

DEGREES MBA, Georgia State University, 2004

SOCIAL CLIMBER Hiked the Inca trail from Km 82 to Machu Picchu

PHOTO: JEFFREY M. HARRIS

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Learn More:

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