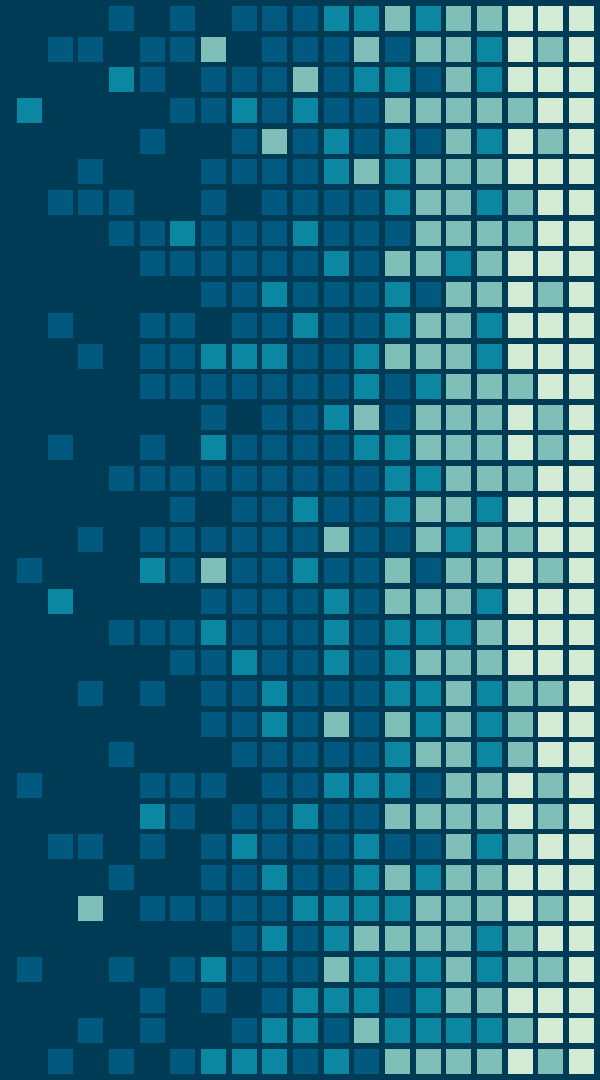


Does your story match your data?

Grace Riario - Director, Ramapo Catskill Library System

Robert Drake - Assistant Director, Tech Ops , Nassau Library System



The data presented today is based on three cooperative library systems in NY serving 167 public libraries in eight counties

MEMBERSHIP

Few example libraries

A. Chartered Pop: 7,115

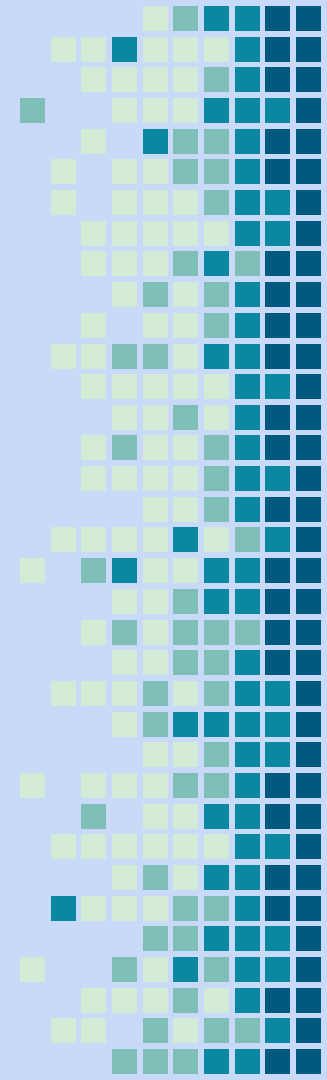
Cardholders: 3870 (54%)

Cardholders with >0 checkouts within 1 year: 1317 (19%)

B. Chartered Pop: 37,511

Cardholders: 14,224 (38%)

Cardholders with >0 checkouts within 1 year: 4629 (12%)



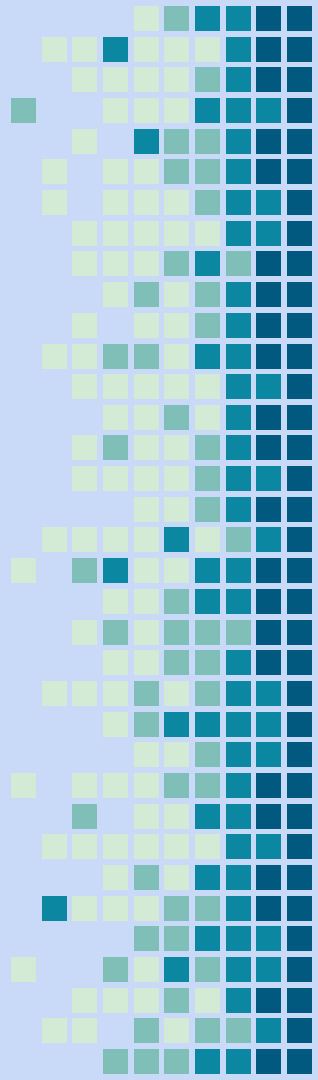
MEMBERSHIP

Average across 8 counties

52% of residents have a library card

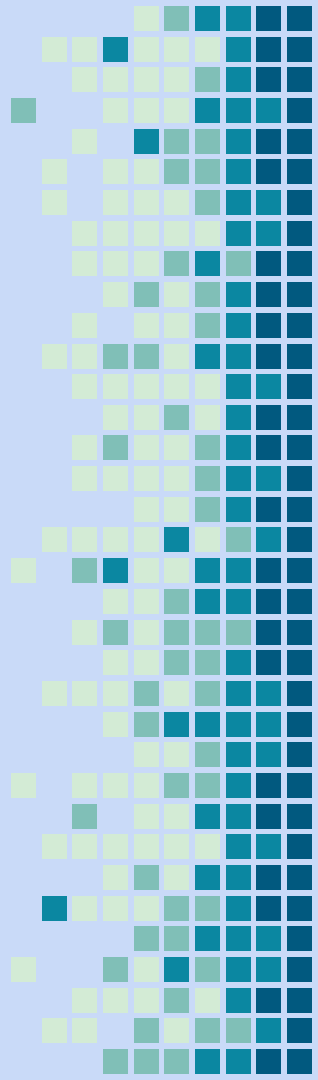
20% of residents check out materials > once a year

62% of cardholders have 0 checkouts within a year



MEMBERSHIP

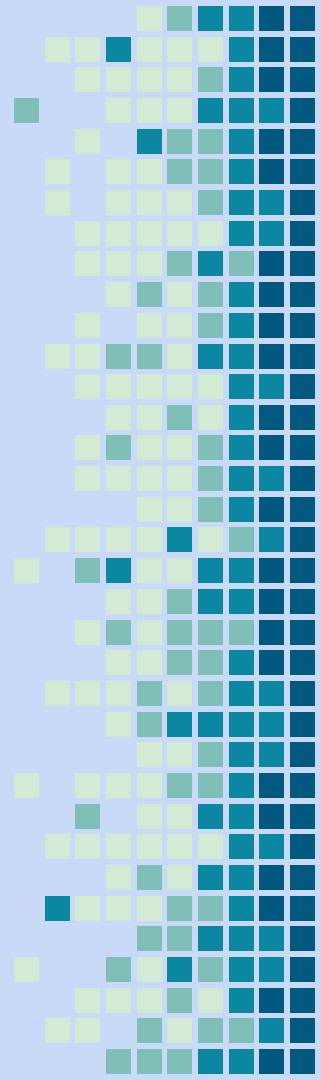
Why I am paying for a library that does not serve 100% of its community?



What happens if we look at membership differently?

Libraries within the RCLS had 4,546,786 visits in one year. We served 732,670. This could mean that everyone in our area visited a library 6 times in one year.

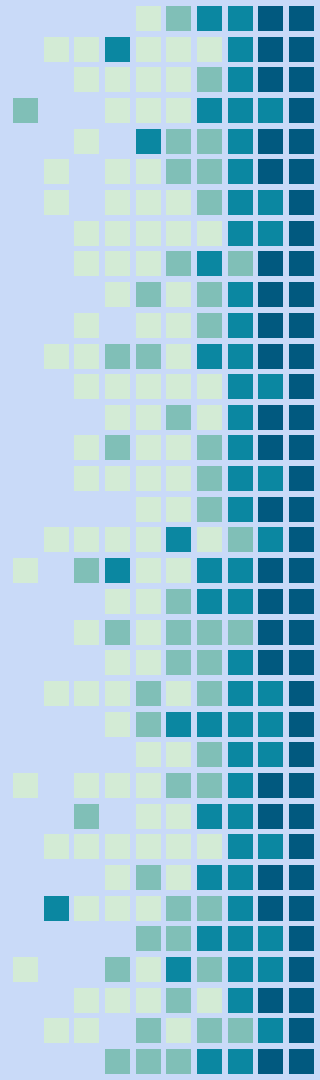
It also says that 48% of people may not have a library card but do visit the library.



Possible Approaches

Why I am paying for a library that does not serve 100% of its community?

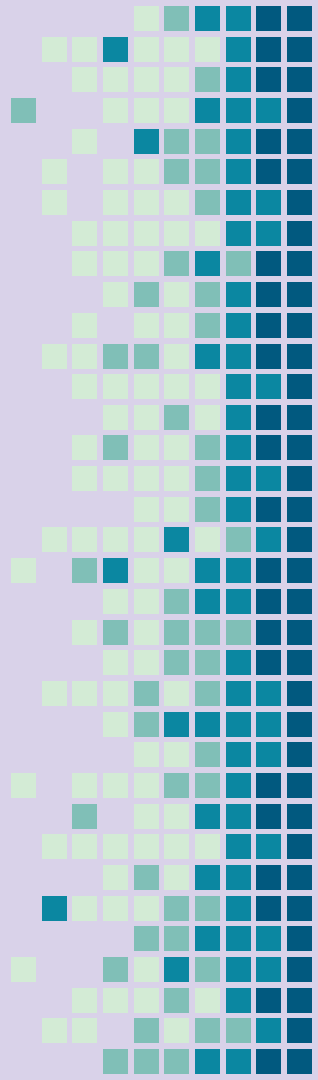
We provide value to our community whether you are a card holder or not. Proven by the number of people who visit our library.



COLLECTION

Average across 8 counties

33% of circulatable materials purchased receive 0 circs within their first 90-120 days.



COLLECTION

Few example libraries

A. Circulatable items Purchased in May: 8,897

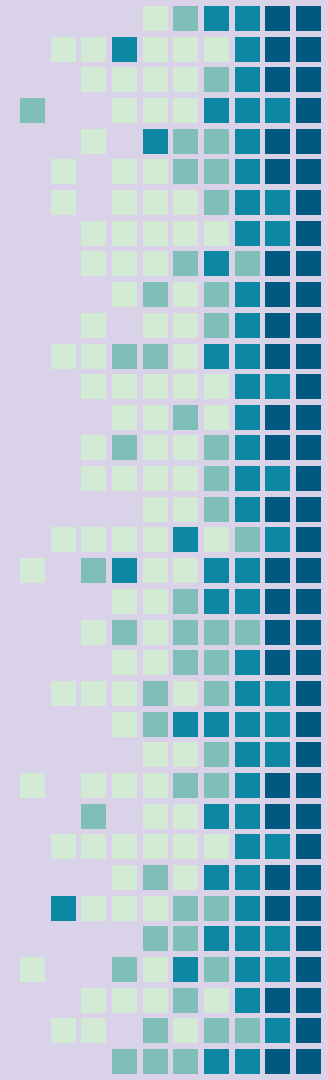
Circulatable items with 0 circulations September: 2,272

%of items with 0 circulations: 26%

B. \$ Spent on Circulatable items in July: \$20,765.83

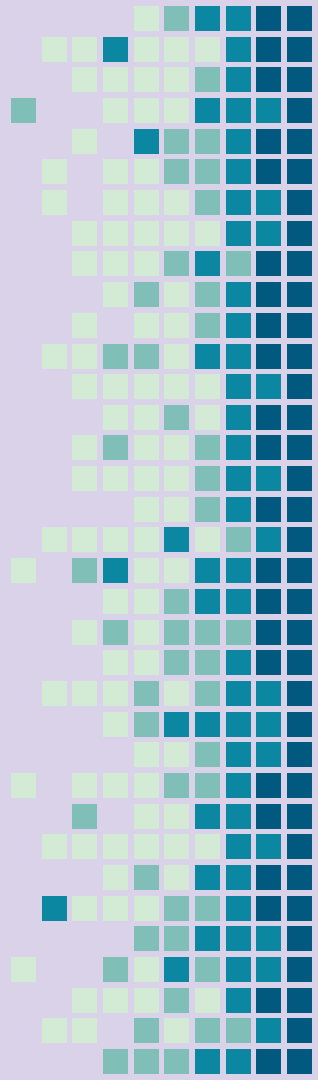
\$ Spent on Circulatable items with 0 circulations in Nov: \$7,920

%of \$ spent on Circulatable items with 0 circulations: 39%



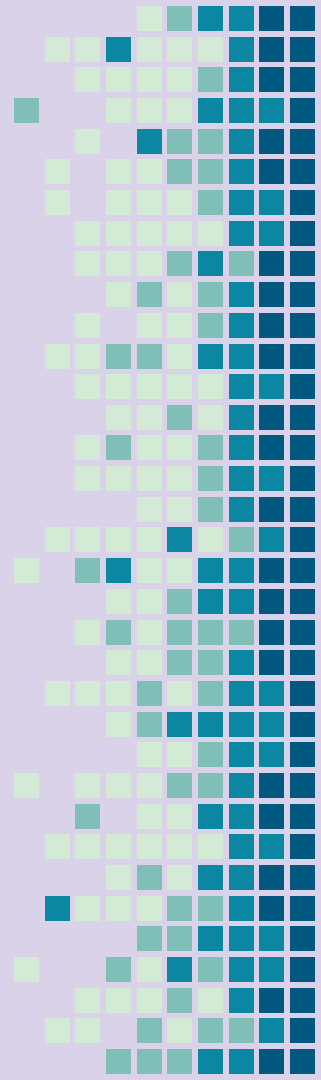
COLLECTION

Why are you asking me for a 2% raise,
when a third of your materials don't
circulate?



What happen when we look at circulation as not the only tool to measure success?

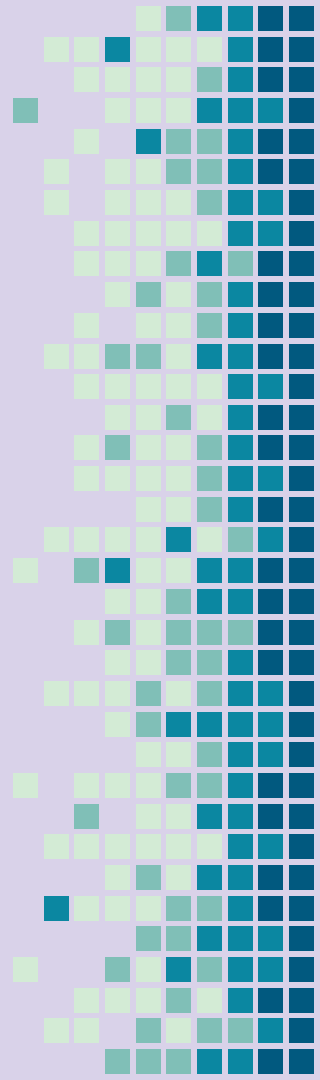
Libraries within the RCLS had 26,436 library programs in one year. 368,758 attended those program in that year. That mean more than 50%of the population we served attended a program in that year.



Possible Approaches

Why are you asking me for a 2% raise, when a third of your materials don't circulate?

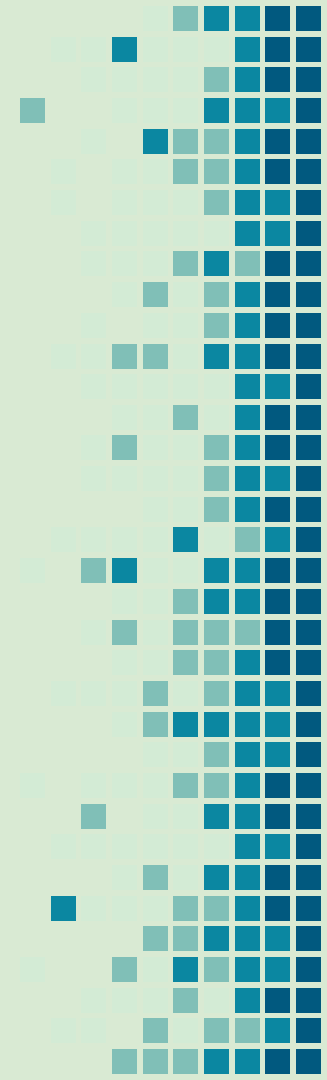
You are right, circulation of print material are down but let me show the statistics and the number of people who attended our programs this year. The increase in funding is not just for books, there is so much more we do proven by the numbers.



STAFFING

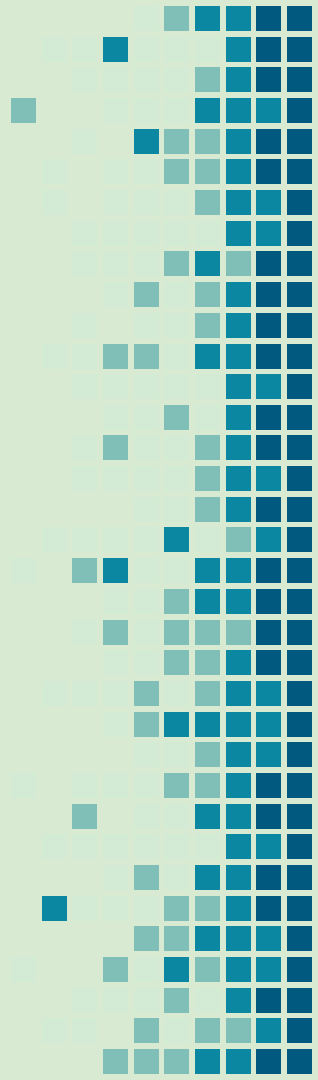
Average across 8 counties

40% of library disbursements go to personnel costs.
Median of ~ 54% range 13% 82%



STAFFING

You are paying too much to your staff, I am not supporting your budget increase.

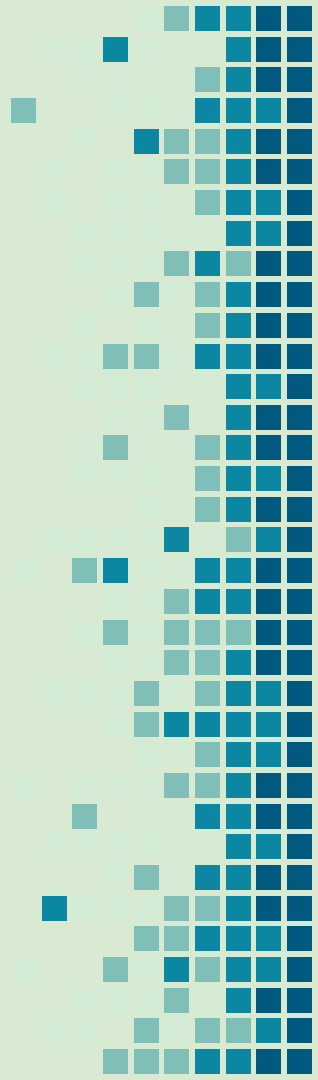


STAFFING

The libraries in RCLS spent an average of \$846,000 in salaries and benefits in one year.

The average of one-to-one workforce development session is 45.

One hour with a career counselor is \$150

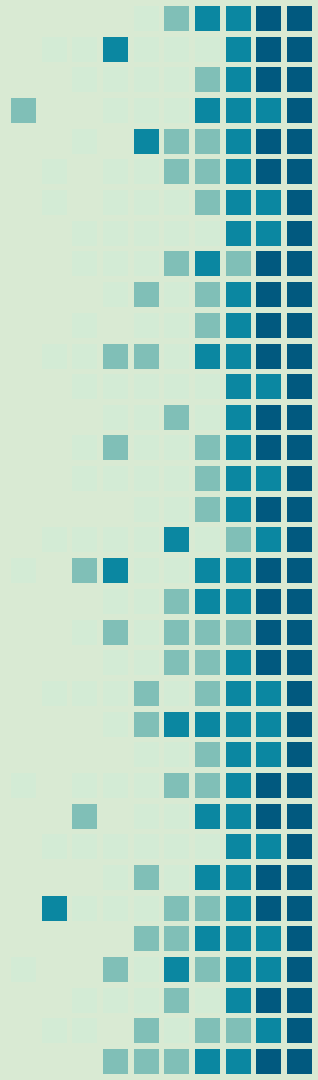


Should we look at those salaries?

A career counselor works with a person for three hours on a resume, it will cost \$450.

A librarian work with someone on a resume, it cost the person \$0, the taxpayer the hourly rate of the librarian.

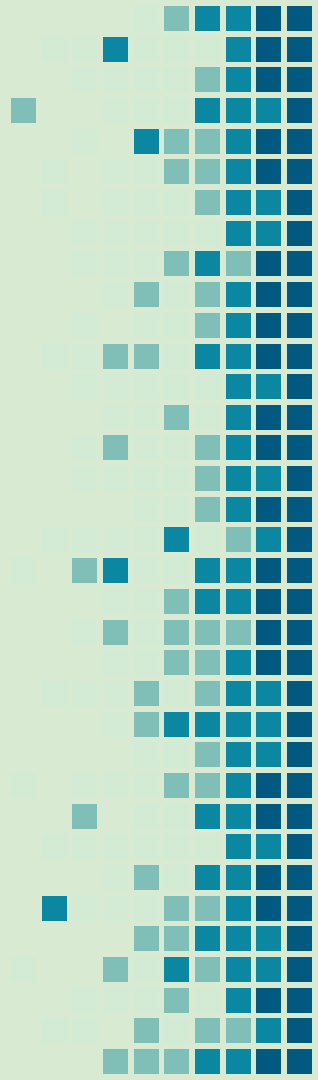
This is just one skill that a librarian has. How much do you think, we save our communities?



Possible Approaches

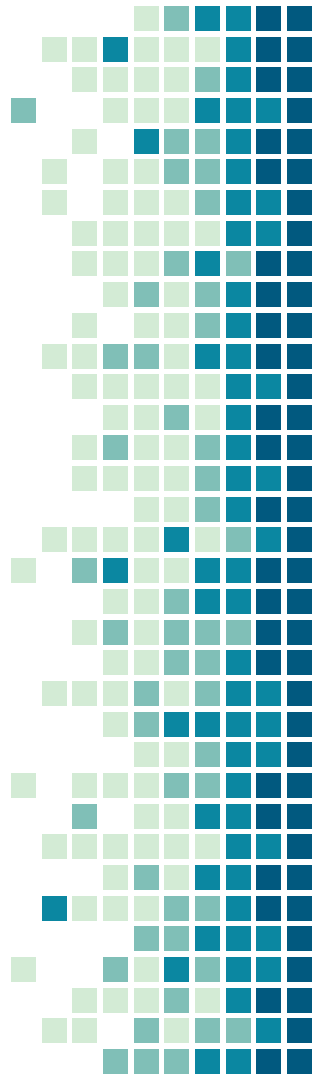
You are paying too much to your staff, I am not supporting your budget increase?

Our services requires staff to work in different capacities and have a number of skills. Let me show how much we save our community by investing on the people we have working at the library.

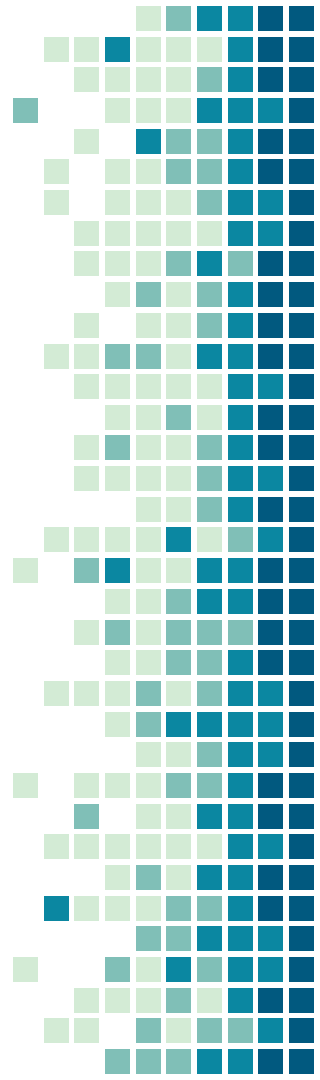


What is your story?

- Who makes your demographic makeup in your community?
- Do your programs meet the needs of your community?
- How much money have you saved your community?



Questions & Comments



Thank you!

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