Mid-Hudson Library System
103 Market Street, Poughkeepsie, New York 12601 | tel 845.471.6060 | fax 845.454.5940 | http://midhudson.org

Moving Forward – Summary Reports on Services

I. Cooperative Collection Development Services[1]

a. Plan of Service

i. Goal Statement: MHLS will assist member libraries in developing collections designed to meet the needs of patrons, considering new technologies and formats in addition to traditional formats.

ii. Intended Result(s): MHLS will provide the support and tools to:
   a) Make the best use of library funds.
   b) Keep collections up-to-date in critical areas.
   c) Provide adequate access to popular items.
   d) Develop relevant local collections that satisfy patron needs for content and format.
   e) Meet member library expectations of fairness in resource sharing.
   f) Analyze collections for gaps in critical areas.
   g) Coordinate collection development where practical.

iii. Evaluation Method(s):
   a) Ongoing review of and response to anecdotal comments to ensure continuous improvement.
   b) Periodic review and analysis by the advisory committee to achieve outcome-based evaluation of initiatives and improvements.
   c) Survey member libraries regarding the effect of MHLS support and tools in the collection development of their library.
   d) Advisory committee will determine ways to validate patron satisfaction

iv. Annual Progress Report:
   a) Worked with advisory committee throughout the year to review and respond to member library issues and input, to ensure continuous improvement in the area of cooperative collection development, provide adequate access to popular items, and meet member library expectation of fairness in resource sharing.
   b) On-demand, libraries were assisted with collection analysis to provide data to use in purchasing materials to meet local needs.

[1] GENERAL DEFINITION – Cooperative collection development (CCD), as defined by the ALA's A Guide to Coordinated and Cooperative Collection Development Among Libraries, is "Cooperation, coordination or sharing in the development and management of collections by two or more libraries making an agreement for this purpose."

DRAFT

c) Coordinated expansion of digital collection development, resulting in 55% increase in digital materials checked out vs. 2012 by: Acquiring additional funding: Validating patron satisfaction through eBook user survey based on national ALA/OverDrive survey resulting in improvements to the consortium collection; Responding to patron needs by collecting and purchasing digital title requests to provide access to relevant collections.

d) Administered access and negotiated consortium subscriptions to 7 cost-shared databases to support member library collections, providing budgeting information in advanced for library planning.

e) Conducted Special Collections Survey resulting in a comprehensive look at how member libraries are diversifying collection development and services offered to appeal to a maximum number of residents, building on the traditional collaborative consumption model to provide experienced based education and entertainment opportunities. This information is used in trainings to help all member libraries understand that library service may look a little different than it has in the past.

b. Outputs (2013 statistics)

i. eBook/eAudiobooks Added to Shared Collection = 2,402

ii. eBook/eAudiobooks Loaned = 127,972 (OverDrive) + 3,622 (Gutenberg) = 131,594 total

iii. Collectively Purchased Database Use:

Chilton's**	2,058
Gale TERC*	2,635
Mango*	6,911
TumbleBooks***	38,093
JobNow^	8,112[2]
Learning Express*	162[3]
Cypress Resume*	281[4]
2013Total Use	58,252

Measurement of use: (*=sessions; **=hits; ***=full book views; ^=usage)

[2] Full year of statistics 5/2013-4/2104
[3] Full year of statistics 9/2013-8/2014
[4] Full year of statistics 8/2013-8/2014

DRAFT

iv. Book in a Bag Kits – 44 member libraries used the service in 2013 with a total of 243 kit reservations
v. Big Books – 95 books circulated
vi. Collection analysis sessions providing data to use in purchasing materials = Member contacts (email & phone) – 10/week = 520/year
vii. Training sessions/attendees =
    a) Web Management Reports: Circulation Statistics - 2 sessions, 16 total attendances
    b) iPads and Kindles and Nooks, Oh My! Train the Trainer – 2 sessions, 52 total attendances

c. Outcomes

i. The staff of member libraries will more effectively and efficiently organize, manage, and share their collections.
ii. The staff of member libraries will increase collection development skills and knowledge, providing improved services to library patron.
iii. Patrons of member libraries will be supported in their formal and informal educational endeavors by finding and using current, high-demand, and high-interest materials in a variety of formats.

DRAFT

d. Costs Associated with MHLS

MHLS STAFF	Percent Cooperative Collection Development Services	Salary	Benefits	Other (e.g., Travel, Training)	Cooperative Collection Development TOTAL
Merribeth	15%	11,730	2,086		13,816
Kerstin (Book/Bag)	10%	4,252	2,095		6,346
Joan	5%	1,354	384		1,737
Thomas[5]	5%	3,132	1,776		4,908
					26,807
	Total Cost		**Cooperative Collection Development Services Cost**		**Cooperative Collection Development Services TOTAL**
SERVICES					
Chilton's	3,542		3,542		3,542
Gale TERC	11,139		11,139		11,139
JobNow	5,000		5,000		5,000
Cypress Resume	3,200		3,200		3,200
Learning Express	9,000		9,000		9,000
Mango	19,113		19,113		19,113
TumbleBooks	8,970		8,970		8,970
OverDrive (eBook & eAudio)	62,883		62,883		62,883
KitKeeper (Book Club in Bag)	475		475		475
					121,726

[5] Reports, training, WAM statistics/management

TELCOM SERVICES[i]			
Network & Phone Services[ii]	35,590 – 6,000 (Teleforms) = 29,590		
	Total Cost	**Cooperative Collection Development Services Cost**	**Cooperative Collection Development Services TOTAL**
IT SERVICES			
Hardware[iii]	12,500		
Software[iv]	7,000		
IT Supplies	2,500		
GENERAL OVERHEAD[v]			
Supplies	6,500		
Utilities	25,500		
Equipment Rental	16,500		
Professional Fees	23,000		
Custodial Supplies	1,800		
Other Operations/Maint	21,000		
Liability Insurance	15,408		
Postage	5,000		
TOTAL			

DRAFT

e. Revenue

eResource	2013 Member Library Amount of Cost-share	2013 CLDA/CBA Amount of Cost-share	2013 Other Funds	2013 Total Cost
Chilton's	$1,687	$1,687		$3,374
Gale TERC	$5,569	$5,570		$11,139
Mango	$8,975	$8,975	$1,163[6]	$19,113
TumbleBooks	$8,970			$8,970
JobNow	$2,500	$2,500		$5,000
Learning Express	$4,500	$4,500		$9,000
Cypress Resume	$1,600	$1,600		$3,200
Databases Total	$33,801	$24,832	$1,163	$59,796
OverDrive (Platform plus Content)	$27,011	$20,291	Library/County Direct Purchasing $3,205 Library Donations $6,700 County Associations $3,500 Outreach Categorical Aid $10,000	$70,708
eResources Total	$60,812	$45,123	$24,568	$130,504

[6] Ulster County Library Association Payment for 4 RCLS Libraries in Ulster County

f. Value of Services

i. eBooks/eAudiobooks

a) Calculated value of eBook/eAudiobook downloads (2013) = $1,756,136

Format	# of downloads	Value[7] of Use
eBooks	105,597	$1,367,481
eAudiobooks	25,997	$388,655

b) Cost Savings of group-buy of OverDrive vs County based model (2013) = $282,832

OverDrive	**Cost if Counties Contracted Individually Instead of the MHLS Group Buy**						**Actual Price**	**Cost Savings Compared to Total of Separate Contracts by County**
	Columbia	**Dutchess**	**Greene**	**Putnam**	**Ulster**	**Total of Separate Contracts by County**		
Platform Fee	$16,296	$16,296	$16,296	$16,296	$16,296	$81,480	$16,296	
2013 Content	$54,412	$54,412	$54,412	$54,412	$54,412	$272,060	$54,412	
Total	$70,708	$70,708	$70,708	$70,708	$70,708	$353,540	$70,708	$282,832

ii. Databases

a) Calculated value of database use (2013) = $1,165,040

Database	Value[8] of Use
Chilton's	$41,160
Gale TERC	$52,700
Mango	$138,220
TumbleBooks	$761,860
JobNow	$162,240
Learning Express	$3,240
Cypress Resume	$5,620
2013 Total Value	$1,165,040

[7] $12.95 is the value of an eBook Download and $14.95 for an eAudiobook Download http://www.nyla.org/max/4DCGI/cms/review.html?Action=CMS_Document&DocID=1181&MenuKey=advocacy .

[8] $20.00 is the value of an Online Database Used http://www.ala.org/advocacy/advleg/advocacyuniversity/toolkit/makingthecase/library_calculator.

DRAFT

b) Cost Savings of Collectively Purchased Databases vs County based model (2014) = $106,844

Database	Columbia List Price	Dutchess List Price	Greene List Price	Putnam List Price	Ulster List Price	Total of Separate Contracts by County	System List Price	System Estimated Price	System Actual Price	Cost Savings Compared to Total of Separate Contracts by County	Cost Savings Compared to System List Price
Chilton;s	$3,495	$12,695	$3,495	$5,695	$10,395	$32,280	$17,295	$3,374	$3,543	$28,737	$13,752
Gale TERC	$2,268	$6,141	$2,268	$3,405	$6,141	$20,223	$14,926	$11,139	$11,139	$9,084	$3787
Mango	$3,472	$12,734	$3,472	$5,210	$7,525	$32,413	$32,413	$18,848	$17,950	$14,463	$14,463
TumbleBooks[9]	$6,589	$13,178	$4,792	$4,792	$10,183	$39,534	$39,534	$9,250	$7,374	$32,160	$32,16
Job Now	$2,500	$11,400	$2,500	$5,000	$6,000	$27,400	$25,000	$5,250	$5,000	$22,400	$20,000
COLLECTIVELY PURCHASED DATABASES TOTAL	**$18,324**	**$56,148**	**$16,527**	**$24,102**	**$40,244**	**$151,850**	**$129,168**	**$47,861**	**$37,632**	**$106,844**	**$52,002**

iii. Calculated value of Book Club in a Bag Kits and Big Book use (2013): $43,749

Book Club in a Bag Kits	$41,310[10]
Big Books	$2,439[11]

iv. Training = $8,180

a) Innovative Trainingvi = $4,800 plus travel

1) Average cost for Innovative training per person = $300
2) 16 Member Library Staff Attendance X $300 = $4,800[vii]

b) Device Training = $3,380

1) Average cost for training per person = $6512
2) 52 member Library Staff Attendance X $65 = $3,380

[i] % of total Telcom costs – After staff FTE assigned, breakout of telecom costs by service (break out Teleforms & all other by staff FTE per service)
[ii] Minus Teleform costs
[iii] % of General Hardware/Software costs - After staff FTE assigned (allocate on a per staff calculation)
[iv] OCLC charges to Cataloging Services
[v] % of General Overhead costs - After staff FTE assigned (allocate on a per staff calculation)
[vi] MHLS provides training on demand and specific to member needs rather than vendor schedule and content.
[vii] Does not include travel

[9] Library K-4 deluxe
[10] $170 (Book Club in a Bag replacement cost) x 243 kit reservations = $41,310
[11] $25.67 (Big Book average price) x 95 books circulated = $2,439
[12] $65 is average cost of NYLA preconference ½ day program

DRAFT