

Southern Tier Library System  
**EXECUTIVE SUMMARY – November 2011**

**Survey Says Library Users Are Your (Publishers) Best Customers:** *Groundbreaking new study shows value of libraries to the book—and the e-book—business* By Andrew Albanese Oct 28, 2011

In the Internet age, there’s been no shortage of talk about the future of libraries, and much speculation about where libraries fit in the increasingly digital-rich media market for American consumers ... Based on surveys and data collected on behalf of *Library Journal* (LJ) from library users across the country, the first issue—on libraries and e-book usage—indicates that libraries are a powerful economic engine for the book business.

The first issue summarizes the findings of an August 2011 survey pinpointing usage patterns of library patrons, with special attention to e-book usage. In all, 3,193 people participated in the initial survey, and that number was screened so that the frequency of “library patronage and book buying behaviors were similar to statistically derived norms,” resulting in a sample of 2,421. Responders were all U.S. residents aged 18 and over.

Miller says LJ editors have been amazed by the strength of the findings so far—including the degree to which libraries are boosting book sales. “Our data show that over 50% of all library users report purchasing books by an author they were introduced to in the library,” Miller noted. “This debunks the myth that when a library buys a book the publisher loses future sales. Instead, it confirms that the public library does not only incubate and support literacy, as is well understood in our culture, but it is an active partner with the publishing industry in building the book market, not to mention the burgeoning e-book market.” [www.Publishersweekly.com](http://www.Publishersweekly.com)

**Finances:** Expenditures to date: 65% Budget Year: 83%  
 Revenue Received to date: 114%  
 Cash Reserve: October \$1,334,159 September \$1,387,134

**Items Processed:** Items in: 3,423 Items out: 3,300  
 Backlog this month: 513 Last Month: 281

**Cataloged:** New Titles Added: 1,811 Last Month: 1,987  
 MARC records withdrawn: 0 Last Month: 0

**Processing Fees:** Books: 2,211 \$ 1,105 2011 Total: \$13,574  
 AV: 240 \$ 120

**Interlibrary Loan:** requests filled from outside STLS: October: NA Last Month: 110  
 Holds filled from STLS collections October: 192 Last Month: 163

**Cataloging and Processing** – total contacts with members: 31

Cataloging and Processing Services: cataloging library materials, importing and revising appropriate records from other databases, training members and troubleshooting records entered in the regional online database, physical processing of library materials.

**EXECUTIVE SUMMARY – October 2011**

|                         |  |                                     |
|-------------------------|--|-------------------------------------|
| <b>Items Processed:</b> | Items in: 4,277<br>Backlog this month: 281           | Items out: 4,148<br>Last Month: 455 |
| <b>Cataloged:</b>       | New Titles Added: 1,987<br>MARC records withdrawn: 1 | Last Month: 2,423<br>Last Month: 0  |
| <b>Processing Fees:</b> | Books: 2,747    \$1,374<br>AV: 198        \$ 99      | 2011 Total: \$12,349                |

**Interlibrary Loan:** Requests filled from outside STLS September: 110 Last Month: 131  
 Holds filled from STLS collections - September: 163 Last month: 218

**Cataloging and Processing** – total contacts with members: 27

**Youth Services** – total contacts with members: 411

**STLS Revenue and Expenses**

**Year to Date 10/31/2011**

|                              | <b>Revenues</b>       | <b>Expenses</b>       |
|------------------------------|-----------------------|-----------------------|
| 01 - Administration          | \$987,654.65          | \$272,851.86          |
| 05 - Adult Services          |                       |                       |
| 10 - Automation              | \$314,015.72          | \$198,714.14          |
| 15 - Delivery                |                       | \$102,438.90          |
| 20 - Interloan               |                       | \$34,608.96           |
| 25 - LSTA Grants             | \$13,200.00           | \$14,097.84           |
| 30 - Member Services         |                       | \$55,060.58           |
| 35 - Other Grants            | \$184,864.20          | \$180,847.12          |
| 40 - Outreach                | \$180,664.89          | \$46,310.32           |
| 45 - Technical Services      | \$13,933.35           | \$100,206.25          |
| 50 - Youth Services          |                       | \$26,997.51           |
| 55 - Pass Through            | \$623,020.05          | \$615,168.35          |
| <b>Totals</b>                | <b>\$2,317,352.86</b> | <b>\$1,647,301.83</b> |
| <b>NET SURPLUS/(DEFICIT)</b> |                       | <b>\$670,051.03</b>   |

### **New York Library Association Conference**

With grant funding the System was able to send Ken Behn, Lorie Brown, Mandy Fleming and Anna Ezzolo to the New York Library Association Conference, Saratoga Springs, Nov 2-5.

Grant funding was also available for conference attendance for library directors Doris Jean Metzger, Van Etten branch, Chemung County; Eliza Ordway, Alfred Box of Books; Hope Decker, Cohocton; and Jenny Peer, Savona. Other attendees from the STLS region included Shawn McConnell, Penn Yan; Marsha Watson, Hammondsport and me. Among much information and discussion of new options for library services, Ken Behn co-presented the program *Teleconferencing: Delivering Library Service in the 21<sup>st</sup> Century* including a demonstration with remote participants.

### **DVD/Video Rotating Collections**

I will recommend to the Board at the December meeting that STLS discontinue rotating DVD/Video collections in 2012. Rotating collections have been funded with a combination of Outreach and BookShare funds. Outreach aid is reduced by 21% in 2011 and BookShare funds, once \$19,200 a year, are no longer available.

### **Workshops and Meetings**

Lorie Brown attended a meeting of Youth Services Consultants from 3 other library systems (Pioneer Library System, Finger Lakes Library System, Four County Library System) to discuss potential collaborative projects and training for members on topics such as programming strategies.

Lori Brown conducted workshops on *Early Literacy in Your Library* at the Scio Library and Dormann Library, Bath.

### **Remote Training**

Ann Brouse, Shelley MacFeiggan, Lorie Brown, and Al Oliveras and representatives from member libraries attended parts of a *Library Journal* webinar. The webinar, *Ebooks – the New Normal*, provided information about eBook trends and implications for libraries from some of the top practitioners in the country.

Lorie Brown, Al Oliveras and other STLS staff attended online OverDrive training. Big news was ‘partnership’ with Amazon to make Kindle versions of eBooks accessible to library patrons with their library cards. Another big announcement was that purchase of a title allows library patrons to choose varied formats for both eAudio and eBooks. It is no longer necessary to purchase the same OverDrive title in various formats.

### **Staff**

**Stephen Caldwell** has accepted the position of part time JobLink Trainer. Stephen comes to us from South Carolina where he was the SC Department of Employment and Workforce Metro Area Assistant Director. Stephen has been working closely with Clare Popejoy and Grant coordinator Anna Ezzolo to learn the class curricula and how to find his way around the System.

**Robert Beeman**, is the new JobLink PC Technician. Robert received his Master’s degree from Elmira College and has extensive knowledge of building home PCs, creating and maintaining wired and wireless networks, and installing and maintaining operation systems and other programs.

**Jim Allington**, long-time head STLS delivery driver and over-seer of maintenance of STLS vehicles has retired. Under Jim's care a vehicle would last over 200,000 miles while delivering books and videos on behalf of residents. Best wishes to Jim on his well-deserved retirement.

**Steve Jarbeck** has resigned as STLS Information Technology Specialist to take a position with Olean Hospital. It has been a pleasure working with Steve for the past five years. He is a strong advocate for libraries and has helped the System strengthen its services. Best wishes, Steve.

### **Other Activities**

Lorie Brown, Interlibrary Loan and Youth Services

- Attended and facilitated a session of the Central Library Workshop. The workshop was offered as a webinar with remote attendance, using STLS webinar software

Ken Behn and Information Technology staff:

Shelley MacFeiggan and Cataloging and Processing staff:

- Continued to be very busy – processed a large number of items for the STLS Family Literacy program
- Purchased a new 12” wide laminator so that we can leave the 18” lamination on the larger machine. This will save time in changing the lamination over and the larger books will be covered in a more timely fashion
- Faith Smith served on jury duty for almost 2 weeks. Shelley MacFeiggan worked some overtime to try to keep cataloging moving along
- Added 201 records to the STARCat database for downloadable audios and e-books
- Attended the STLS staff workshop on Windows 7
- Met with STLS Cataloging and Processing Advisory Committee in Bath; representatives of 6 libraries and branches attended to discuss various cataloging practices
- Checked records of books from the Youth Services office were checked for type and location

From Vickie Button:

- Video and audio book collections circulated. Large print collections are being prepared to rotate next month
- Discarded audio books on cassette have been sent to the book sale for the library in Corning. Volunteers, Barbara Cook, Peter Fratarcangelo, and Jean Krebs checked in kits, got collections ready to rotate and discarded old items. The volunteers have worked extra hard peeling labels, pockets and stickers off the audio cassette books so these items could be added to the Southeast Steuben County Library, Corning book sale

## Director's Visits and Meetings Attended

### September

- 22 Met with Directors Advisory Council, Bath
- 23 Attended meeting of South Central Regional Library Council Board, Alfred University
- 27 Met with STLS Policies Committee, STLS
- 28 With Shelley MacFeiggan and staff, met with Cataloging and Processing Advisory Committee, Bath
- 29 Conducted STLS Coordinated Outreach Services Advisory Committee meeting, STLS

### October

- 4 Met with STLS Revenue Enhancement Committee, STLS  
Attended the 130th Birthday Celebration at Pulteney Free Library; conveyed certificate and STLS Board Recognition
- 5 Attended Foundation for Southern Tier Library Board meeting
- 6 With Linda Lewis, met with STLS Finance Committee
- 8 Attended Montour Falls Free Library Quilt Show
- 12 With staff and representatives from member libraries, attended portions of webinar *Ebooks – the New Normal*
- 14 Met with STLS Policies Committee meeting
- 25 STLS Annual Meeting!
- 26 Attended meeting of Schuyler County Library Directors, Montour Falls
- 27 With Al Oliveras and Lorie Brown, attended the American Library Association review of current study paper, *Confronting the Future*.
- 28 With Al Oliveras, attended the annual meeting of the South Central Regional Library Council Board meeting and Annual Meeting, Cooperstown.  
Received the Council's Administrator of the Year Award

### November

- 1 Met with STLS Revenue Enhancement Committee, STLS
- 2-5 Attended annual New York Library Association conference, Saratoga Springs
- 8 Met with Colonial Library Board of Trustees to discuss STLS cost share and tax cap implications, Richburg
- 11 Met with STLS Policies Committee, STLS