



2012 Successes and Efficiencies

Successes

- Visits to Buffalo & Erie County Public Libraries (B&ECPL) 3,657,908;
- Circulation increased by 1.2% to 8,250,880;
- Online database downloads surpassed 3,297,400 articles;
- Computer sessions increased by 1.8% to 857,828;
- Children, teen and adult programming (excluding technology programs) attendance surpassed 159,000;
- 832 technology programs conducted with over 6,200 attendees;
- Visits to B&ECPL's website topped 6,000,000;
- YouTube videos produced by B&ECPL viewed by 14,900 plus;
- More than 129,000 items added to collections;
- B&ECPL's online catalog is now fully ADA compliant;
- B&ECPL's Five Year 2012-2016 Plan of Service was submitted and approved by the New York State Education Department – Division of Library Development
http://www.buffalolib.org/sites/default/files/pdf/AboutTheLibrary/NYS%20APPROVED%202012_2016%20Plan%20of%20Service.pdf ;
- B&ECPL's Central Library Five Year Plan of Service was submitted and approved by the New York State Education Department – Division of Library Development
http://www.buffalolib.org/sites/default/files/pdf/AboutTheLibrary/NYS%20APPROVED%20Five%20Year%20Plan%20of%20Service%20-%20Central%20Library%202012_2016.pdf ;
- B&ECPL System Goals and Objectives along with Organizational Competencies
<http://www.buffalolib.org/content/library-system/system-goals-and-priorities>
developed and approved by the System Board of Trustees with input from community members, staff, administration, comment forms, meetings, discussions, etc.;
- The B&ECPL e-Rate Technology Plan 2013-2016 was submitted and approved by the New York State Education Department – Division of Library Development;

- By the end of 2012, 24/37 B&ECPL libraries were fully functioning with RFID (Radio Frequency Identification) technologies. Three libraries were undergoing conversion. RFID is a timesaving materials handling technology which has allowed B&ECPL libraries to continue services with fewer staff which resulted from declining budgets;
- B&ECPL hosted 9 major media events and participated in 40+ additional interviews;
- B&ECPL Development and Communications Office submitted 37 press releases with contracting libraries submitting a significant number to local newspapers.

Efficiencies/Fundraising

- Return on Investment: \$6.56 (see enclosed flyer);
- RFP's (Request for Proposals) for materials purchases yielded increased discounts for library materials:

Adult print	47.1% increased to 47.5%
Juvenile print	45.5% increased to 47.5%
Audiobooks	46% increased to 46.5%
Music CD's	25% increased to 29%
DVD's/Blu-Ray's	25% increased to 32.1%

**The Library negotiated free shipping from vendors on the purchase of all library materials;

- RFB's (Request for Bids) for public/staff computer purchases yields \$56,165 in savings on purchase of 235 computers; Retail \$789 - RFB pricing \$550;
- Library database contracts have been reduced by \$3,000 through negotiation;
- RFID Materials - renegotiation of pricing since 2009:

RFID Tags (Print)	\$0.32 decreased in 2010 to \$0.225 and in 2012 to \$0.175
RFID Tags (Media)	\$0.35 decreased in 2010 to \$0.285 and in 2012 to \$0.265
RFID Reader Kit	\$2,295 decreased in 2010 to \$1,495 and in 2012 to \$1,095.
Self-Service Desktop	\$5,495 decreased to \$2,995 in 2010 remains same in 2012
Self-Service Kiosk	\$10,995 decreased to \$10,540 in 2010 and in 2012 to \$10,540
Gates (Dual-aisle)	\$13,995 decreased to \$12,770 in 2010 and in 2012 to \$12,770

**As a result of the renegotiation of pricing, the Library has realized a savings of \$235,421;

- Participation in Western New York Library Resources Council eBook Collaborative
 - Fee: \$1,000
 - Received \$10,800+ in eBooks
- Participate in E-rate (Universal Service) program which supports the Library's fiber optic wide area network, including Internet access. Total savings since the program's 1998 inception are over \$3,500,00:
 - The Library has been approved for over \$423,000 in funding for the 2012-2013 funding cycle and has applied for over \$323,000 in funding for the 2013-14 funding cycle. 2013-14 funding will provide a 59.2% savings;
- Participate in New York State Library Construction Grant program:
 - In the 2011-2012 grant cycle, B&ECPL libraries were awarded \$739,349 in construction grant funds which were used for projects at the Central Library, Aurora Town Public Library, West Seneca Public Library and Eden Library;
 - B&ECPL libraries have applied for grant funding in the 2012-2013 cycle totaling \$641,863 to be used to support projects at the Audubon (Amherst), Angola, Clarence, Dudley (Buffalo), Hamburg, Lancaster, Newstead and West Seneca Libraries. The State Library has recommended the grants for approval and they are under final review with awards anticipated by April-May 2013.
- Received \$175,000 in bullet aid funds from Senators Gallivan and Ranzenhofer;
- The Cheektowaga Public Library was awarded \$244,517 in 2010 through the Broadband Technologies Opportunities Program (BTOP) which supported the purchase of laptops and other equipment at the Julia Boyer Reinstein Library from 2011-2012. To continue the training programs through 2013, the Library applied for and was awarded \$8,000 from Praxair and \$1,500 from the Walmart Foundation;
- Received \$14,000 grant funding from the Western New York Library Resources Council for digitization of materials including the Grand Island Dispatch (1989-2008) and the Buffalo City Directories (1832-1868) - both of which are available at <http://www.newyorkheritage.org/browsecollections.php> ;
- In 2012, the B&ECPL received a \$13,920 LSTA Service Improvement Grant for *Web 2.0 Technologies: Education Adults & Seniors*; total award \$17,400;
- In 2012, the B&ECPL received a \$3,480 LSTA Service Improvement Grant for *eBooks*; total award \$17,400;

- Received a \$12,000 New York State Summer Reading Grant for “Dream Big – READ”;
- 2012 fundraising exceeds \$258,000. Funds being used to purchase materials, support children’s, teens and adult programming that would otherwise be reduced and/or cut;
- Awarded \$319,809 in grant funding from the Institute of Museum and Library Services. The project *The Public Library as Digitized Commons – A Demonstration Project*, will create inventory of resources (including artifacts, documents, photographs, buildings, artworks, oral histories, music, and stories) related to Buffalo and Western New York’s Depression-era history; connect those resources in a searchable digital “collection of collections”; and employ several innovative new models for full access civic engagement program design and delivery in our libraries via selected technologies. The work will be done collaboratively with Rand Force Associates, UB’s Center for Urban Studies, Buffalo Broadcasters Association and Cleveland State University;
- B&ECPL is currently working with 350+ community partners who provide free or discounted services such as programs and materials to the Library and/or hold free community meetings and programs in library facilities;
- B&ECPL’s Shipping Department transported just under 200,000 materials shipping boxes between libraries....covering over 108,000 miles in 2012.