



FARMERS BRANCH

MANSKE LIBRARY PRESENTATION

City Council Meeting | November 19, 2013



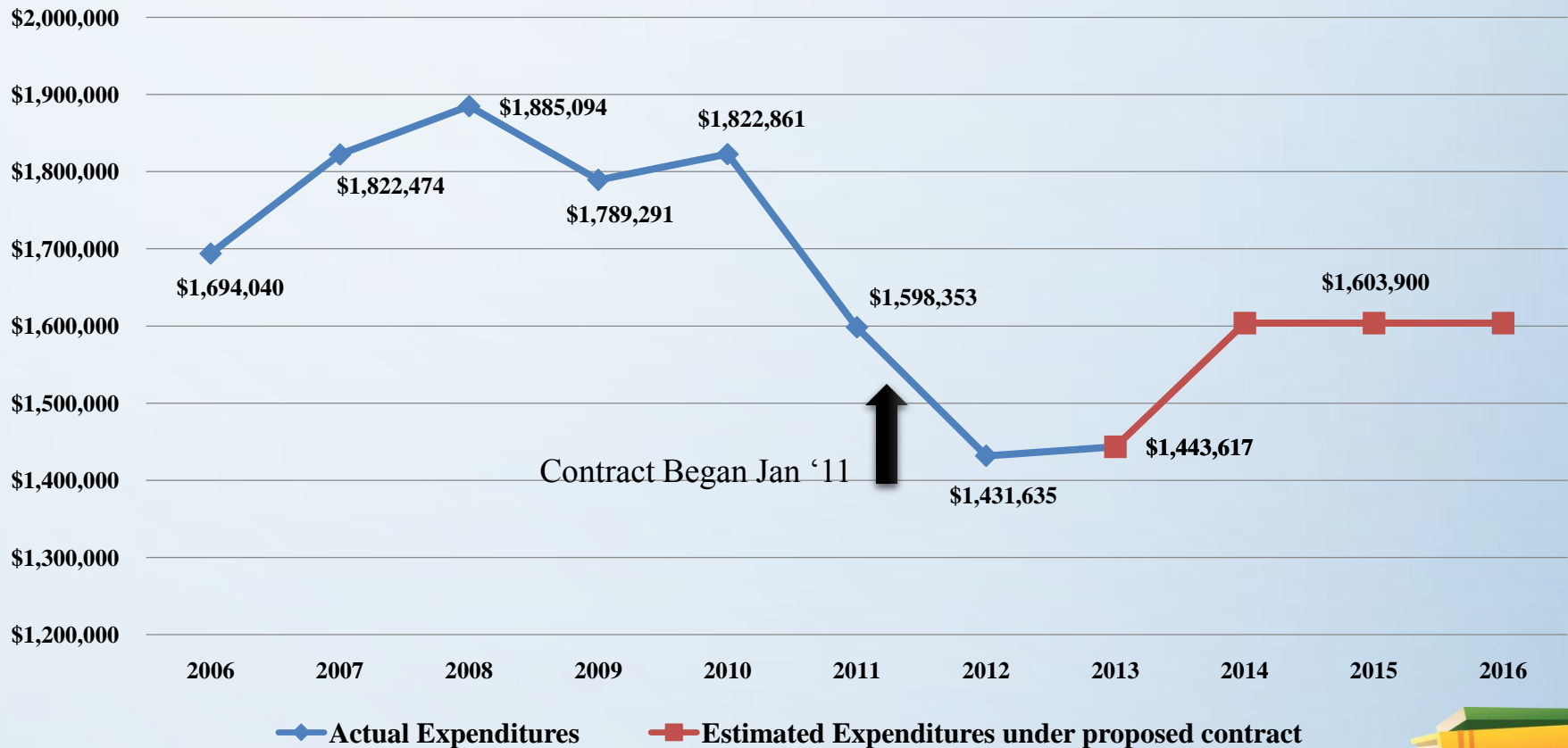
BACKGROUND

- **September 2010** - At the direction of City Council, staff began the RFP (request for proposals) process
- **October 2010** – Presentation to Council on RFP results, Council directed staff to move forward with pursuing LSSI for operation of the Library
- **November 2010** - Council passed a resolution to negotiate a contract with LSSI
- **January 2011** – LSSI Agreement Start date
- **June 2013** - Library Board unanimously voted to recommend to Council to continue contracting with LSSI
- **July 2013** – Study Session presentation was given and Staff received direction from Council to negotiate an additional multi-year contract



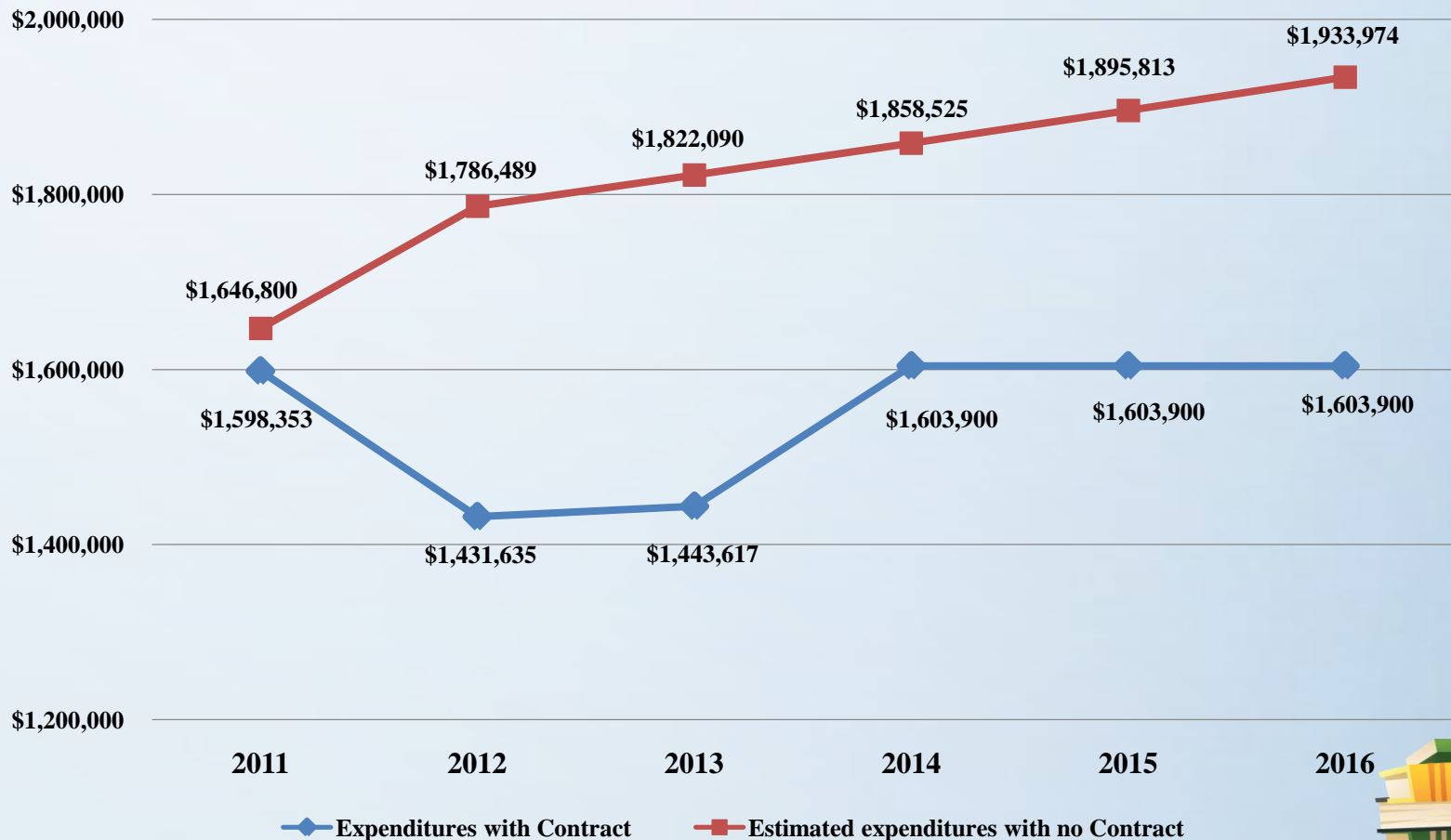
OVERVIEW OF LIBRARY FINANCIALS

Library Expenditures 2006 - 2016



OVERVIEW OF LIBRARY FINANCIALS

Expenditures Estimates Contract vs. No Contract



Estimated expenditures figured by starting with the 2010-11 approved budget and adjusting for inflation for each year following



Estimated Savings Over Current Contract

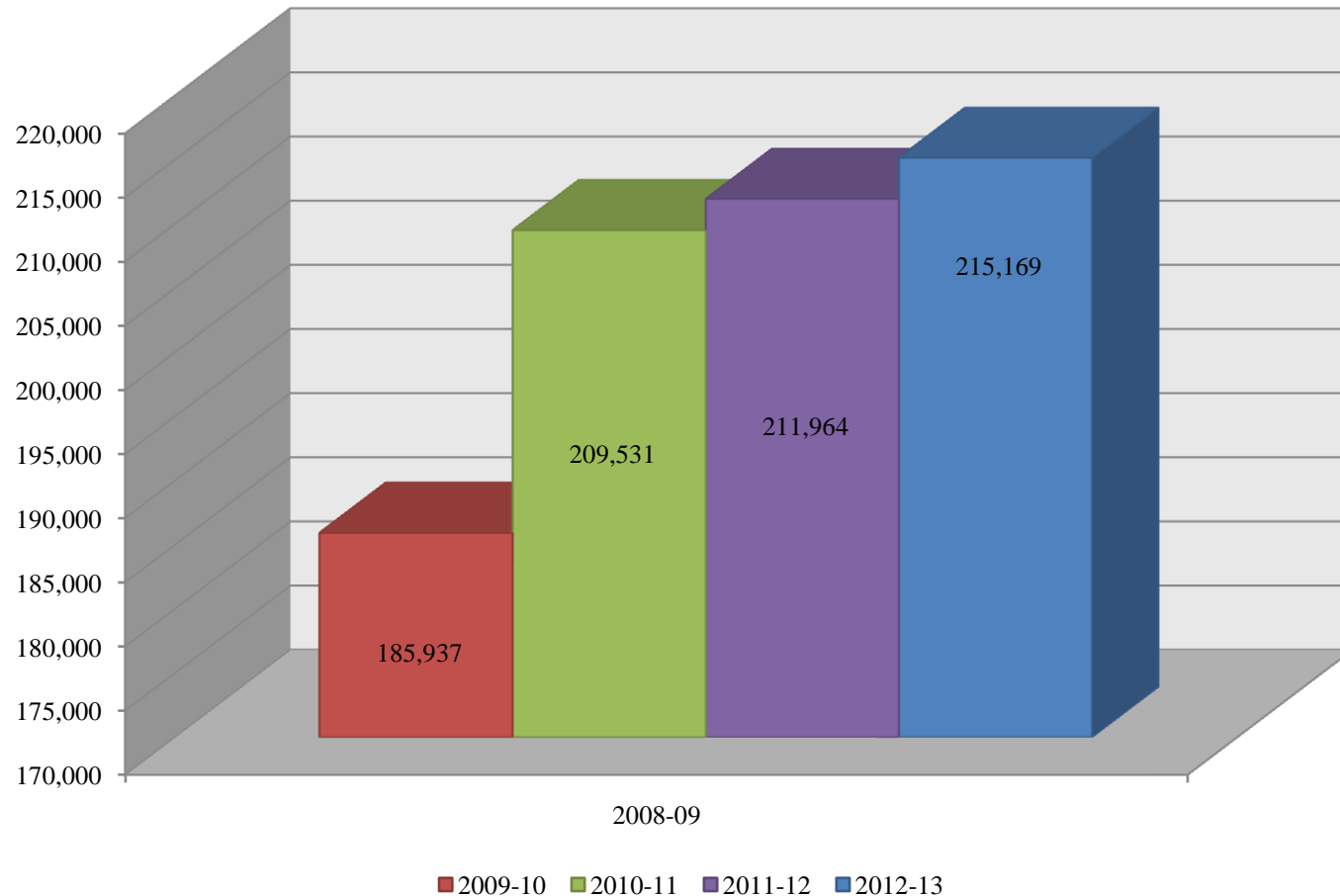
- 3 year savings calculated by comparing total Library costs for each of the 3 contract years against a 3 year average of Library costs prior to the LSSI contract
- 3 year budget average FY07-08, FY 08-09 and FY 09-10: **\$1,832,415**

3 Year Savings	
FY 10-11 (9months)	\$234,062
FY11-12	\$400,780
FY 12-13	\$388,798
FY13-14 (3 mo)	\$57,129
TOTAL ESTIMATED SAVINGS	\$1,080,769

Estimated savings over next 3 years	
FY 13-14 (9 mo)	\$190,969
Estimated FY 14-15	\$291,913
Estimated FY 15-16	\$330,074
Estimated FY16-17 (3 mo)	\$92,282
TOTAL ESTIMATED SAVINGS Adjusted for inflation	\$905,238

Factors to Consider: Service Level

Library Visitors



Factors to Consider: Service Level Quality of Programming

Programming has increased 73% over the past 3 years

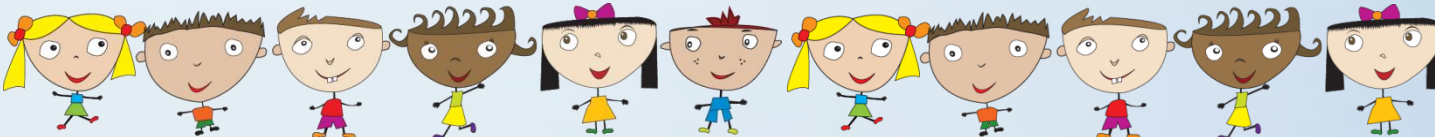
FY 2010-11: 478 programs



FY2011-12: 637 Programs



FY2012-13 : 831 Programs



Quality Programming

Readers are Leaders



Lego MindStorms



Tales with Tails



Egyptology

FACTORS TO CONSIDER: CITIZEN SERVICE

Citizen Survey Results

Note: the 2010 survey was a telephone survey with 500 residents responding. The 2012 survey was a mailed & web based survey with 1501 residents responding.

- **How would you rate the Library for staff assistance/courtesy?**
 - 2012 survey 91% responded excellent or good – **1,501 responding**
 - 2010 survey 98% responded excellent or good – **500 responding**
- **How would you rate the Library for overall Library services?**
 - 2012 survey 91% responded excellent or good – **1,501 responding**
 - 2010 survey 97% responded excellent or good – **500 responding**

2012 ICMA Median for populations 25k – 50k – 88% excellent or good



FACILITY IMPROVEMENTS



REVIEW OF CURRENT LSSI CONTRACT

- Current Contract is a 3 year agreement
- Began January 2011, expires December 31, 2013
- Fixed price contract – no increase over 3 years

LSSI Fee Schedule Over 3 Years (fixed price)			
Jan '11 – Sept '11	FY '11-'12	FY'12-'13	Oct '13 – Dec'3
\$873,270*	\$1,164,360*	\$1,164,360*	\$291,090*
		TOTAL	\$3,493,080

- *LSSI responsible for utilities - \$111,896
- Employee Clause: City may not solicit to hire any LSSI employee for 6 months after termination or expiration of the contract unless the employee was a previous city employee

REVIEW OF CURRENT LSSI CONTRACT

City Responsibilities

- Maintenance and repair of the building
- Elevator & HVAC
- Improvements to the building
- Computer replacement/updates

LSSI Responsibilities

- Staffing Costs
- Programming Costs
- Utilities
- Custodial Services
- Phone & Internet
- Office supplies
- Repairs due to normal operations wear & tear
- Library automation software hosting costs & yearly maintenance costs (Polaris)



REVIEW OF PROPOSED LSSI CONTRACT

- Proposed Contract is a 3 year agreement
- Would begin January 2014, expires December 31, 2016
- Fixed price contract – no increase over 3 years after initial increase

LSSI Fee Schedule Over 3 Years (fixed price)			
Jan '14 – Sept '14	FY '14-'15	FY'15-'16	Oct '16 – Dec'16
\$856,609 *	\$1,142,146*	\$1,142,146*	\$285,537*
		TOTAL	\$3,426,438

- *City takes over utility responsibilities - \$112,195/year
- Employee clause has been taken out
- RFID & Self Check out will be installed at no charge as part of the agreement; Estimated value of \$81,917
- After adjusting for transition of utility responsibility, the new contract is a one time 8.5% increase or \$89,642 more per year

ITEMS TO NOTE

Should the City not continue to contract with LSSI:

- the city must re-negotiate for the Polaris ILS software or find a new vendor (Estimated cost for licensing and maintenance of software \$54,000 per year and one time migration costs of \$40,000 if a new vendor is used)
- the previously discussed Self-Check technology installation would not occur

OPTIONS

- Approve the resolution and continue contracting with LSSI for an additional 3 years
- Take no action allowing the current contract to renew for one year
- Other

QUESTIONS?