

Marmot Library Network
Executive Board Meeting Grand Junction, CO
August 7, 2017

Present: Shelly Fratzke, Sylvia Rael, Joseph Sanchez, Mary Vernon

Joining virtually: Dustin Fife, Sarah Landeryou, Jimmy Thomas

Meeting convened by Joseph 10:01 am.

Motion: Sylvia moved to approve [the agenda](#). Dustin seconded the motion. The board approved the agenda unanimously.

Discuss and approve Budget 2018 – Jimmy

There were no objections to the conservative, break-even budget by consensus of the Members.

Motion: Dustin moved to approve budget as presented to the board. Sylvia seconded the motion. The board unanimously approved the 2018 budget.

Discuss and approve Member Pricing 2018 - Jimmy

Academic and School Members who pay annually will receive invoices this month with 2017 prices covering July to December 2017 and 2018 prices covering January to June 2018.

Fees for the ILS program will be increased 9%. The net increase in Digital Archive income will be 3%. Network Management fees have been remodeled to afford rising costs and to simplify accounting. The revised price structure appropriately represents the labor involved. Workstation maintenance increased by 6.7%. (A draft letter to directors, with all price updates, was posted [here](#).)

Joseph – One of Marmot’s core goals over the past few years has been to align costs more directly with services. The 2018 budget and Member costs get us very close to equilibrium for our budgetary, financial, and operational goals. From this point on, we can focus on smaller projects and get the reserves back in order.

Joseph - Would it be safe to say to that Marmot would be closer to the investment balance [goal of \$500k] without the Erate debacle?

Jimmy – Three factors contributed to 2017 income shortfalls that were covered by investment funds:

- Anticipated growth in membership did not happen
- Erate payments were delayed
- Several Members reduced subscriptions

Motion: Sylvia moved to approve the Notice of Marmot Pricing 2018 letter as presented to the board. Shelly seconded the motion. The board approved the motion unanimously.

Discuss and Approve Pika Pricing 2018 – Jimmy

Jimmy presented a draft letter of 2018 Discovery Partner pricing for the board to review. Price changes reasonably cover Marmot costs and allow Pika to stay competitive with comparable products.

Action item: Jimmy will send each Partner an individual letter stating only the price changes specific to that Partner.

Sylvia: Should Members and Discovery Partners expect an annual 3% price increase every year?

Jimmy: Members and Discovery Partners should anticipate small price increases up to 3% as Marmot continues to grow.

Action item: Joseph will formulate a cover email for the letter from Jimmy to Directors regarding 2018 pricing. Joseph will cover two important points:

- Attain our core goal to align costs more directly with services.
- Expect no more than an annual 3% increase.

Motion: Dustin moved to approve the 2018 Pika Pricing letter for Discovery Partners with modifications specified by Jimmy. Shelly seconded the motion. The board approve the motion unanimously.

2018 Digital Archive Pricing Revision – Jimmy

The board approved Archive Pricing for Members and Associate Members in Colorado. This preliminary conversation is to make the board aware that Marmot is considering what to recommend for out-of-state Associates. At this time, we are not committed to implement a digital archive for Discovery Partners.

Marmot favors Colorado libraries because related content from libraries in this region will have more value to most users. There is no urgency in deciding this last agenda item (Digital Archive pricing for out-of-state Partners). It will be moved to a future “Discuss and approve” agenda.

Anne Arundel County Public Library contract: The board members answered questions for an affidavit that is required with this contract.

Board members confirmed that they received the finance letter from Amanda Miller, CSD.

Next meeting date: Nov 6, 2017 10 am – 1 pm

Meeting adjourned 11:05 am