Collection Development: From Fundamentals to the Future

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Part 2: The Future is Now

Store It
Just Get It
Coordinate and Collaborate
It’s not Your Personal Collection
Print Management

- In academic libraries we collected too much and got rid of too little

- In publics circs are high but weeding is a time sucker; print = one copy per user

- E is here to stay

- We have to let go of control → change is afoot
## UB Libraries Monograph Holdings/Circs

<table>
<thead>
<tr>
<th>Year</th>
<th>Volume(s)</th>
<th>eBooks</th>
<th>Print Books</th>
<th>Print Circ</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td>3,360,036</td>
<td>-</td>
<td>3,360,036</td>
<td>10.74%</td>
</tr>
<tr>
<td>2005</td>
<td>3,390,583</td>
<td>-</td>
<td>3,390,583</td>
<td>10.25%</td>
</tr>
<tr>
<td>2006</td>
<td>3,423,148</td>
<td>103,905</td>
<td>3,319,243</td>
<td>9.42%</td>
</tr>
<tr>
<td>2007</td>
<td>3,655,089</td>
<td>182,940</td>
<td>3,472,149</td>
<td>6.46%</td>
</tr>
<tr>
<td>2008</td>
<td>3,720,113</td>
<td>369,721</td>
<td>3,350,392</td>
<td>5.82%</td>
</tr>
<tr>
<td>2009</td>
<td>3,852,074</td>
<td>504,467</td>
<td>3,347,607</td>
<td>6.21%</td>
</tr>
<tr>
<td>2010</td>
<td>4,029,865</td>
<td>679,863</td>
<td>3,350,002</td>
<td>5.95%</td>
</tr>
<tr>
<td>2011</td>
<td>4,071,657</td>
<td>699,911</td>
<td>3,371,746</td>
<td>5.81%</td>
</tr>
<tr>
<td>2012</td>
<td>4,118,575</td>
<td>726,127</td>
<td>3,392,44</td>
<td>4.7%</td>
</tr>
<tr>
<td>2013</td>
<td>4,189,756</td>
<td>791,871</td>
<td>3,397,88</td>
<td>4.6%</td>
</tr>
</tbody>
</table>
Total Circulations
4 Year Colleges and Universities

Weed It! (?)

CREWS Method

Continuous Review, Evaluation and Weeding.


Texas State Library and Archives Commission
[revised in 2012 to include ebooks]

Use M.U.S.T.Y. or M.U.S.T.I.E. when relevant
Distributed Print

New title print approval / purchase plans

- OhioLINK
- Bowdoin, Colby, Bates
- SUNY Centers

Storage / shared legacy print

- Michigan Shared Print Initiative
  http://mcls.org/cms/sitem.cfm/library_tools/mi-spi/
- Maine
  http://www.maineinfonet.org/mscs/
- Florida
  http://csul.net/node/774
- Western NY (Buffalo, BECPL, Brockport, Buff State)
  http://library.buffalo.edu/esc/
Shared Storage and coordinated de-accessioning

SAVE MONEY

off site storage is 1/10th as expensive as traditional library open stacks
Large-Scale Digitization Initiatives (LSDI)

- HathiTrust
- Google Books
- DPLA
- Europeana
- Internet Archive
Empire Shared Collection (ESC)

- Born out of an RBDB grant
- Last copy
- One site rather than distributed model
- Western NY region (for now)
- Opt-in coalition of the willing:
  - UB
  - Buff State
  - BECPL
  - Brockport
  - Daemen College
  - SUNY ESF
  - ESF
  - Buffalo State
  - College of Environmental Science and Forestry
Publishing is Changing

Growth in Scholarly Output
Merging of libraries with university presses
New models still costly
Open Access does not mean free
Repositories are scattered
New genres
Importance of Self Publishing and Small Presses -
  *author is anyone; author is you*
- Sarah Palin biography
What We Did Wrong

We over bought in the past
We overpaid to store content that no one wanted or ever used ($4.25 per book)
Vendors and publishers use those outdated sales as benchmarks
Vendors and publishers are afraid of DDA and we haven’t been educating them well enough
From Just in Case to Just in Time

Speculative purchasing and large approval and blanket plans created huge print collections that no one used.

As e-resources and serials inflate, at best our monograph budgets remain flat - that means that our book buying goes down - annually.

We pay often to ILL; why don’t we just buy the thing?
Local POD

Using ILLiad or a similar system

Create Workflow and Funding System

Create content parameters based on

- Cost cap
- Format
- Subject
- Date
Ebooks

*Ebooks are licensed, hosted content*

- Publisher provided content: Oxford, Cambridge, Duke
- Aggregator supplied content: EBSCO, Proquest, MyiLibrary
- Subscription: Overdrive (customizable); EBSCO, Ebrary
- Publisher/Subscription: Springer
**Ebook Library (EBL)**

http://www.eblib.com/

Australian Company founded in 1997. US headquarters in Portland, OR. UB Rep: was Sadie Williams; now Mike LoGrego (Proquest)

**EBL bought by Proquest Spring 2013**

Content/Catalog: 300,000 titles across all subjects; 250 publishers?

Staff access/subscribers:

http://www.buffalo.j.eblib.com/EBLWeb/libCentral/LoginAction.do;


Access/Purchase Models: Title by Title/ALA carte only; Nonlinear Lending (NL)- multiple simultaneous user access

Demand-Driven Acquisitions: earliest DDA ebook vendor; loan-to-purchase options; short term loans

Book Vendor/s: works closely with YBP; most content available via GOBI

Major Subscribers: Yale, Texas, Kansas, Washington, NC State and more

**ebrary**

http://www.ebrary.com/

US company founded 1999; purchased by Proquest in 2011

Content/Catalog: “Hosts” 535,000 documents (i.e. more than books); estimated 300,000 books across subjects; 250 publishers?

http://site.ebrary.com/lib/alltitles/home.action?force=1


Access/Purchase Models: Ala carte titles are SUPO or MUPO (single or multi-user access); Subscription packages (general: Academic Complete, etc. and subject specific)

Demand-Driven Acquisitions: implemented 2010; more recently implemented short term loan options

Book Vendor/s: works closely with YBP; most content available for purchase directly or via GOBI

Major Subscriber: Cal, Columbia, Cornell, Minnesota

Consortia: AMIGOS; CIC; CUNY, PALCI (PA); SCELCE (South CA)

**EBSCO (NetLibrary)**

http://support.epnet.com/ebook

US company (CO) acquired by EBSCO in 2010

Content/Catalog: 260,000+ titles proprietary and open access books and audiobooks available via YBP or EBSCOhost Collection Manager

http://support.epnet.com/ebooks/ecm/


Access/Purchase Models: 60+ packages (Business, Humanities, STM and more); ala carte purchasing direct through EBSCOhost Collection Manager or through YBP at 1 user, 3 users or unlimited user options

Demand-Driven Acquisitions: implemented this spring; short term loan options to launch this fall

Book Vendor/s: YBP provides previews and content for the majority of titles

Major Subscribers: Tulane, Texas, Oregon State

Consortia: Lyrasis

**MyiLibrary**

http://www.myilibrary.com/

Subsidiary of Coutts, purchased by Ingram (TN) in 2006

Content/Catalog 250,000 titles; available to staff via Ingram platform OASIS; 250 publishers?

http://www.couttsinfo.com/services/oasis.htm


http://www.myilibrary.com/Content.aspx

Access/Purchase Models: ala carte purchasing via OASIS;

Demand-Driven Acquisitions: using predetermined parameters; STLS are 15% of list price.

Book Vendor/s: owned by Ingram-Coutts; no content via YBP/GOBI

Major Subscribers: Arizona, Colorado, McGill, Stanford, Toronto

Consortia: Ontario Libraries, ConnectNY pilot, California State pilot (4 year colleges)
DDA of Ebooks

Known item request
- buy (publisher or aggregator platform)
- borrow (STL from select vendors)

Create a universe of content
- make available via database
- Load records into your ILS
Local DDA

Pros:
User driven based on current and past use
Timely record loads
Fund management at the top tier

Cons:
Deleting or suppressing of titles can be labor intensive and timing hard to predict
## PDA Set-Up @ UB

<table>
<thead>
<tr>
<th>Phase 1</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>eBook Vendor</td>
<td>EBL</td>
</tr>
<tr>
<td>Projected Timeline</td>
<td>6 Months</td>
</tr>
<tr>
<td>Allocation</td>
<td>$25,000</td>
</tr>
<tr>
<td>Dates Included</td>
<td>2007 – present</td>
</tr>
<tr>
<td>Price Capper for a Single Book</td>
<td>$175</td>
</tr>
<tr>
<td>Short Term Loan (STL) Duration</td>
<td>1 Day</td>
</tr>
<tr>
<td># of STL’s that Trigger a Purchase</td>
<td>3</td>
</tr>
<tr>
<td>Total # Books Added to Catalog</td>
<td>57,368</td>
</tr>
</tbody>
</table>
# PDA Set-Up @ UB

<table>
<thead>
<tr>
<th>Phase 2</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>eBook Vendor</td>
<td>EBL</td>
</tr>
<tr>
<td>Projected Timeline</td>
<td>6 Months</td>
</tr>
<tr>
<td>Allocation</td>
<td>$29,000</td>
</tr>
<tr>
<td>Dates Included</td>
<td>2010 – present</td>
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<tr>
<td>Price Capper for a Single Book</td>
<td>$300</td>
</tr>
<tr>
<td>Short Term Loan (STL) Duration</td>
<td>1 Day</td>
</tr>
<tr>
<td># of STL’s that Trigger a Purchase</td>
<td>3</td>
</tr>
<tr>
<td>Total # Books Added to Catalog</td>
<td>25,000</td>
</tr>
</tbody>
</table>
Are the vendor records good enough?

Total number of EBL titles in pilot and total used; with fully catalogued titles as a sub-set
New UB PDA Model

Use book vendor - streamlined budget and records

Cascading ebook aggregators and access models
- Small no. publishers
  (large 8 academic presses plus highest used commercial publishers like Wiley, Springer, T &F)
- Vendor sends us records and they also show up in GOBI
Collaborative Collection Development & Resource Sharing in Upstate NY

Two networks; varied missions - similar successes:

Case #1: SUNY wide pilot - public academics only; spread across the State of New York

Case #2: more local - proposed only to members of regional library council; multi-type system
Case 1: SUNYONE: Diversifying SUNY Collections Pilot Project

- Existing consortia: the State University of New York network of 2-year; 4-year; and university centers
- Participants in SUNYONE: 10 schools of various sizes distributed across the State of New York
- Patron driven using ILLiad
- Functional areas involved at various institutions: collections, acquisitions, ILL, cataloguing
- Local level procedures v. central/consortial
Diversifying SUNY Collections Pilot Project (SUNYONE)

Goals:

- Broaden the SUNY collection
- Use resources more effectively (decrease ILL borrowing costs)
- Satisfy patron demand
Diversifying SUNY Collections Pilot Project (SUNYONE)

Pre-implementation tasks:

- Establish selection criteria
- Develop process for contributing funds
- Identify single bookseller/vendor (and means of paying)
- Establish timeliness standards
- Determine assessment measures
Diversifying SUNY Collections Pilot Project

Monitor:

- Number of titles purchased by each library
- Amount of funds spent by each library
- Average price of item
- Average turnaround time (including vendor performance)
- Repeated use of titles (subsequent circulations)
- Post-purchase duplication within SUNY
- Reasons for rejecting potential purchases
- Subject matter of titles purchased
Diversifying SUNY Collections Pilot Project

Additional potential benefits:

- Test strategy with diverse range of institutions
- Mitigate interlibrary loan imbalance
- Put money back into collection
- Encourage “one collection” thinking
- Eliminate inter and intra institutional boundaries
- Share item level cost as well as personnel and systems
Diversifying SUNY Collections Pilot Project (SUNYONE)

Some Results:

- Amount spent @ UB (excluding shipping) $15,324.27
- Total # of Titles Purchased = 386
- Loans = 542
- Renewals = 883
- Recalls = 117
Case #2: WNYLRC Pilot: “Just in Time, Not Just in Case”

- Benefits (and challenges) similar to SUNY pilot

- Participants; more concentrated geographically; more diverse/multi-type library system
  - 1 research library
  - 4 comprehensive college libraries (1 public; 3 private)
  - 1 community college library
  - 1 public library system
WNYLRC Pilot: Just in Time

Pre-implementation tasks: delineate vendor; resource distribution and processes; set collection parameters

Assessment measure: turnaround time; subsequent use; work flow integration

Results: successful based on subsequent circulations; distribution of titles, subjects purchased, ease of implementation and more
Assessing Readiness (POD)

Getting started - are you able to:

• Outline parameters and determine top tier drivers
• Handle logistics on front end use what you have (e.g. existing work flow)
• Work with flexible parties and just start: build a *coalition of the willing*

Potential roadblocks - could you overcome:

• Low stakeholder buy-in
• Complex cost sharing models and logistics
• Scalability at face value
• Variety of local systems, services and policies
Questions for the group:

Have you created or participated in any sort of PDA program at your library (local/internal project)? If yes, which vendor do you use?

Do you participate in a consortial PDA program or programs? If yes, which group/s? Vendors?

[please answer in the chat box]
Consortial DDA

ORBIS Cascade Alliance  http://www.orbiscascade.org/
Connect NY  http://www.connectny.info/
Five Colleges  https://www.fivecolleges.edu/
Novanet  http://www.novanet.ns.ca/

NY 3Rs [only multi-type group]
NY3Rs Ebooks on Demand

Phase 1 Business Model with EBL

Multiplier Model = 5 times the purchase price for any owned title triggered

8 Short Term Loans (STLs)

1,620 annual loans per purchased title

Negotiated for future participants to access already purchased titles

Content

12 publishers:


Cap $250

Titles from October 2011 to present
Phase 1 Participants

<table>
<thead>
<tr>
<th>Academic Library</th>
<th>FTE – Fall 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buffalo State College</td>
<td>10,359</td>
</tr>
<tr>
<td>Daemen College</td>
<td>2,393</td>
</tr>
<tr>
<td>Erie Community College</td>
<td>11,882</td>
</tr>
<tr>
<td>Hilbert College</td>
<td>929</td>
</tr>
<tr>
<td>Houghton College</td>
<td>1,228</td>
</tr>
<tr>
<td>Monroe Community College</td>
<td>14,433</td>
</tr>
<tr>
<td>St. Bonaventure University</td>
<td>2,260</td>
</tr>
<tr>
<td>SUNY Brockport</td>
<td>7,616</td>
</tr>
<tr>
<td>SUNY Buffalo</td>
<td>26,058</td>
</tr>
<tr>
<td>SUNY Cobleskill (Ag Tech)</td>
<td>2,456</td>
</tr>
<tr>
<td>SUNY Cortland</td>
<td>6,828</td>
</tr>
<tr>
<td>SUNY Geneseo</td>
<td>5,526</td>
</tr>
<tr>
<td>SUNY Morrisville (Ag Tech)</td>
<td>3,177</td>
</tr>
<tr>
<td>SUNY Oneonta</td>
<td>5,861</td>
</tr>
<tr>
<td>SUNY Potsdam</td>
<td>4,234</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>105,240</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Public Library System</th>
<th>Active Adult User Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buffalo &amp; Erie County Public Library System</td>
<td>231,289</td>
</tr>
<tr>
<td>Monroe County Library System</td>
<td>167,000</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>398,289</strong></td>
</tr>
</tbody>
</table>
ROI reflected as cost per use

<table>
<thead>
<tr>
<th>LIBRARY – Top Users</th>
<th>USAGE</th>
<th>EXPENDITURES</th>
<th>Cost/Use</th>
</tr>
</thead>
<tbody>
<tr>
<td>University at Buffalo (R)</td>
<td>7,514</td>
<td>$27,458</td>
<td>$2.66</td>
</tr>
<tr>
<td>Buffalo &amp; Erie County Public (P)</td>
<td>7,162</td>
<td>$17,375</td>
<td>$0.42</td>
</tr>
<tr>
<td>SUNY Cortland (4Y)</td>
<td>3,572</td>
<td>$5,923</td>
<td>$0.84</td>
</tr>
<tr>
<td>Monroe County Library (P)</td>
<td>2,925</td>
<td>$6,727</td>
<td>$0.52</td>
</tr>
<tr>
<td>Erie Community College (2Y)</td>
<td>1,756</td>
<td>$4,373</td>
<td>$1.99</td>
</tr>
<tr>
<td>Monroe Community College (2Y)</td>
<td>1,819</td>
<td>$3,856</td>
<td>$1.81</td>
</tr>
</tbody>
</table>
Phase 1 results

- 17 libraries (2 publics, 15 academic)
- Total Expenditures: $84,858
- STLs: $65,984
- Purchases: $18,873
- # Titles Visible: 8,916
- # Titles accessed: 4,764
- Usage of titles accessed: 32,701
- Unique Users: 6,221
- STLs from # of titles: 3,174
- 53% of the titles available were accessed at least once
Phase 1 Expenditures by Publisher
Phase 2  http://www.ny3rs.org/ebooks/

Business Model
- Limited use model = fewer annual loans but without a multiplier
- Cost Share Formula: (FTE x multiplier + % of budget + Base fee + Set-up fee)
- Allows libraries who come in now to have access to everything purchased in Phase 1
- Puts public libraries on even playing ground with academics (Active Adult user population numbers/10 = FTE)

Content
- 19 publishers:
- Cap $250
- Titles from October 2011 to present
- Almost 11,757 titles available to date
- Improved authentication by streamlining access
- Referring URL for EZproxy
- Support for SIP protocol
- Ability for users to seamlessly cross multiple EBL (Ebrary) platforms (UB)
New Cost Share Model

How to determine your cost share:

All tiers pay a $1,000 base fee and a $400 set up fee. Tiers 1-4 also pay a price per FTE and a percentage of the library’s materials budget:

Tier 1: 2-Year Private and Community Colleges
FTE x $0.15 + materials budget x $0.0075

Tier 2: 4-Year Colleges (Private and Public)
FTE x $0.20 + materials budget x $0.01

Tier 3: Large Doctoral Institutions (Private and Public)
FTE x $0.30 + materials budget x $0.015

Tier 4: Public Libraries/Library Systems
FTE x $0.15 + materials budget x $0.0075

Tier 5: School Library Systems (Pilot Phase only)
Base Fee + Set up Fee Only
## Phase 2 Participants

<table>
<thead>
<tr>
<th>Region</th>
<th>Institutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>CDLC</td>
<td>SUNY Cobleskill</td>
</tr>
<tr>
<td>CLRC</td>
<td>SUNY College Morrisville</td>
</tr>
<tr>
<td>NNYLN</td>
<td>SUNY Potsdam, SUNY Canton</td>
</tr>
<tr>
<td>RRLC</td>
<td>Monroe 2-Orleans BOCES School Library System, Monroe Community College, Monroe County Library System, St. John Fisher College, SUNY Brockport</td>
</tr>
<tr>
<td>SCRLC</td>
<td>Houghton College, SUNY Cortland, SUNY Oneonta</td>
</tr>
<tr>
<td>WNYLRC</td>
<td>Buffalo State College, Buffalo &amp; Erie County Public Library, Daemen College, Erie Community College, Hilbert College, Niagara County Community College, St. Bonaventure, Trocaire College, University at Buffalo</td>
</tr>
</tbody>
</table>
Phase 2 Prelim Results

- 21 libraries (2 Public LS, 1 School LS, 18 academic)
- Total Funding Pot: $93,729
- STLs: $12,769.85
- Purchases: $3,242.23
- # Titles Visible: 11,757
- # Titles accessed: 1,761
- Usage of titles accessed: 7,244
- Unique Users: 1,591
- STLs from # of titles: 1,313 from 905
- 15% of the titles available were accessed at least once
Assessing Assessment

- Collection Development Needs
- Budgetary Needs
- Local Institutional Needs
- Extra-organizational Needs

- Collection Centered Methods Measures
- Use Centered Methods and Measures

Evans, G. Edward Saponaro, Margaret Z.
Workflow Redesign (no longer radical)

- Preference on e not p and on analysis over selection
- Silos built around format types or physical locations blur
- Item by item selection and cataloging may only exist for special collections
- Discovery and Delivery are key areas on which all workflows are built
- Webscale ILS should meet us where we want to be
Question for You

What concerns you or challenges you most in your role as a library collection manager, content selector, vetter, purveyor?
Question/Feedback

What would you like to hear more about? Within what areas are you most interested?
Thank you!

Kate Cunningham-Hendrix | kchendrix@gmail.com
University at Buffalo Libraries