

Marmot Budget 2018 DRAFT		Actual 2015	Actual 2016	Budget 2017	Actual Jun 2016 thru May 2017	Budget 2018	Yellow highlight = notable changes
Income			164		638		Blue highlight = data from other sheets
4105 · E-Rate Discount Funds		124,524	91,635	72,339	91,635		Cat 1 \$64k + Cat 2 \$29k in process
4199 · Member Quantity Discount		-59,424	-66,974	-61,578	-51,356	0	eliminate in 2018
4200 · Basic System		78,750	79,750	81,000	78,000	85,072	price increase 2018: 9.1%
4400 · ILS							
4401 · Staff Sessions		710,690	736,391	738,104	720,628	776,424	price increase 2018: 9.1%
4402 · INN-Reach		30,100	18,360	18,360	18,360	20,016	price increase 2018: 9.0%
4403 · Express Lane Self-Check		6,475	9,500	6,300	9,788	6,876	price increase 2018: 9.1%
4404 · SIP2 Server		45,000	49,000	49,000	48,250	51,324	price increase 2018: 9.2%
4405 · IIS Software add on products							
4406 · Other Software & Subscriptions					32		
4407 · New Member Implementation		25,000	0	15,000		0	no new members in budget, but several prospects
Total 4400 · ILS		817,265	813,251	826,764	797,057	854,640	
4500 · Internet Services							
4502 · Broadband Service		95,973	107,226	116,676	44,804	0	Broadband resold at cost after 2016
4503 · Email Hosting		83	0	0		0	Email hosting discontinued 2015
4504 · Domain Registration & Hosting		310	350	0	170	0	Combined with 4507
4505 · Hosting		2,008	2,340	3,150	2,198	7,000	Website AND server hosting
4506 · Meraki Network Appliance		1,125	14,286	0	13,048	0	Combined with 4507
4507 · Network Management		147,074	181,988	189,750	180,117	214,500	Network mgt fees are restructured, 10% increase, but revenue-neutral because of declining device populations, combining 4504, 4506, 4507, and 4603
4500 Internet Services Other							
Total 4500 · Internet Services		246,571	306,190	309,576	240,336	221,500	
4600 · Maintenance-LAN & Workstations							
4601 · Workstation Maintenance		450,925	536,619	549,000	530,875	574,920	price increase 2018: 6.7%
4603 · Wireless Access Point (WAP)		13,188	17,063	19,750	19,813	0	combined with 4507
4605 · EnvisionWare PCRes + LPT1		32,277	40,747	44,565	44,591	44,159	
4606 · Extended Tech Support (ETS)		19,465	8,631	20,000	8,308	14,000	average of 2015 & 2016
4607 · Installation			0	8,000			Veeam + Flatirons 2017
4600 - Other		2,000	4,000		2,000		
Total 4600 · Maintenance-LAN & Workstation		517,854	607,060	641,315	605,586	633,079	
4700 · Discovery Software & Services		88,500					
4701 · Pika for Discovery Partners			154,800	307,000	229,651	223,000	no new partners in budget, but several prospects
4702 · Digital Archive			68,238	70,500	100,634	75,190	price increase 2018: 3.0%

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	4703 · R&D Special Projects & ETS			18,000		21,500		Drupal site maint for Pine River, Garfield, etc
	4700 - Other							
	Total 4700 · Discovery Software & Services	88,500	241,038	377,500	351,785	298,190		
	4900 · Sales							
	4901 · Sales-Hardware	109,475	168,165	200,000	143,385	150,000		
	4902 · Sales-Software	45,707	-27,452	10,000	-27,200	10,000		2016 P&S discount for Fort Lewis
	4906 · Sales-Ebooks & Emagazines	76,077	96,051	95,888	95,951	96,000		See OverDrive Budgets & Actualsxls and Zinio Marmot shared collection 2016.xls
	4907 - Sales-Services	38,748						
	4909 - Sales-Subscriptions	62,992						
	4910 - Sales-Broadband				57,411	134,188		From 2017 on use 4910 (not 5501) for resold broadband
	Total 4900 · Sales	332,999	236,764	305,888	269,546	390,188		
	Total Income	2,147,039	2,308,878	2,552,804	2,383,227	2,482,669		
	Cost of Goods Sold							
	5900 · Cost of Sales		485		25			
	5901 · COSales-Hardware	111,140	174,169	200,000	144,433	150,000		
	5902 · COSales-Software	1,207	6,348	10,000	6,600	10,000		
	5906 · COSales-Ebooks & Emagazines	74,020	97,254	95,888	94,637	96,000		
	5907 · COSales-Services							
	5909 · COSales-Subscriptions	68,639	36,576					
	5910 · COSales-Broadband				55,416	134,188		
	Total 5900 · Cost of Sales	255,006	314,832	305,888	301,110	390,188		
	Total COGS	255,006	314,832	305,888	301,110	390,188		
	Gross Profit	1,892,033	1,994,046	2,246,916	2,082,117	2,092,481		change from last 12 months: 0.50%
	Expense							change from 2017 budget -6.87%
	5400 · Integrated Library System							
	5401 · ILS Application SW Maintenance	157,056	170,931	176,059	164,331	181,341		normal 3% increase by iii
	5402 · ILS software add-on products	125,599	0	7,500		0		Sessions etc for new members
	5403 · ILS Services	29,760	1,700		6,730			Consolidate servers + reindex in 2017
	5404 · Cataloging & Authority Control	43,900	9,652	30,320	6,860	17,850		MARCIVE quote of 6/5/17
	5406 · Other subscription products by Ill etc.		49,537	49,044	67,815	45,304		Decision Center + ShoutBomb NRC + ShoutBomb annual + RDA Toolkit
	5407 · New Member Implementation							
	Total 5400 · Integrated Library System	356,315	231,820	262,923	245,736	244,495		
	5500 · Internet Service Provider (ISP)							
	5501 · WAN Broadband Service	219,369	220,869	131,076	117,889	0		Use 4910 from 2017 on

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	5502 · Network Hardware & Software	8,643	0	0		0	Use 7022 from 2017 on
	5503 · Network Misc	627	627	1,333	1,145	0	Use 7022 from 2017 on
	Total 5500 · Internet Service Provider (ISP)	228,639	221,496	132,409	119,034	0	
	5600 · Library Workstation & LAN	82,513	184,866	124,000	199,244	157,000	Switches \$60k, Access Points \$40k, MS, EW, etc
	5700 · Discovery						
	5701 · Pika	437	18,599		18,715		Peak (Ayub), Static (Jenn)
	5702 · Digital Archive	4,995	9,335	22,740	7,629	9,000	Moved hosting from Cherry Hill to Marmot in 2016
	5700 - Other						
	Total 5700 · Discovery	5,432	27,934	22,740	26,344	9,000	
	5800 · Member Outreach Expenses						
	5801 · MUG, Council, Board	11,684	6,631	12,000	7,399	7,000	
	5802 · IT Services Travel	20,162	20,729	37,000	19,765	45,000	includes Ratmobile
	5803 · User Services Travel		821	5,000	775	1,000	
	5804 · R&D Travel		11,125	5,000	13,377	10,000	
	5800 - Other						
	Total 5800 · Member Outreach Expenses	31,847	39,306	59,000	41,316	63,000	
	5810 · Subscription Content & Web Serv						
	5811 · NoveList	21,647	21,863	22,519	43,944	23,194	actual + 3%
	5812 · Catalog Enrichment	8,743	8,686	8,947	11,268	9,215	actual + 3% (no indexed series)
	5813 · Overdrive Hosting	22,250	12,000	20,000	12,000	12,000	Base (+ SRL 1 + EPL 3 + RLD 2 + BV 1 + PR 1?)
	5815 · Other Subscriptions	6,200	0	0		0	Other ebooks (B&T, 3M, Odilo)
	Total 5810 · Subscription Content & Web Ser	58,840	42,549	51,466	67,212	44,410	
	6000 · Wages & Salaries						
	6059 · Vacation Payout	11,100					
	6040 · Overtime Pay	10,368	10,234	5,150	12,110	10,000	
	Total 6000 · Wages & Salaries	817,634	899,651	1,043,275	944,665	989,400	3% increase, 15 employees in 2017 (see Wages &c)
	6200 · Payroll Taxes	64,719	70,122	80,166	73,224	79,152	8% of wages & salaries
	6250 · Insurance - Work Comp	2,738	2,438	2,000	2,853	2,630	actual 2017, see Wages &c
	6300 · Staff Benefits	214,937	258,482	304,114	290,505	278,411	RMHP, Dental, Standard, TIAA + 3%
	6400 Staff Training & Development						
	6401 . Admin & All	17,538	6,523		2,553	6,000	All-staff training + picnic
	6402 . IT		2,943		3,442	3,000	Pluralsight
	6403 . User Services		8,319		10,469	4,000	2 to IUG
	6404 . R&D		5,792		941	8,000	3 to Code4lib
	Total 6400 · Staff Training & Development	17,538	23,577	15,000	17,405	21,000	
	6500 · Marketing/Conferences						

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	6501 . Admin & All		7,360	1,125		937		III Symposiums, ALA
	6502 . IT					146		
	6503 . User Services			146		1,908		
	6504 . R&D			1,908				CAL
	Total 6500 · Marketing/Conferences		7,360	3,179	15,000	2,990	0	
	6600 · Recruiting & Relocation		1,338					
	7000 · OfficeFacilities							
	7001 · Office Rent		65,861	67,837	69,872	68,685	71,968	
	7002 · Dues & Subscriptions		1,574	772	2,000	778	1,000	CAL, SurveyMonkey, LJ, Sam's, Zoom
	7005 · Hazard & Liability Insurance		4,875	8,797	5,897	5,307	7,899	
	7020 · Marmot office HW & SW							Accounts 702x by type until 2016, by program from 2017 on
	7021 · Shared HW & SW		11,077	11,445	27,000	28,344	82,310	New server + other server equipment + 1/3 of staff PCs + new phone system
	7022 · IT Services HW & SW		12,967			6,325	1,333	domain regs, SSL certs, etc.
	7023 . ILS HW & SW			10,285	4,897	8,119		
	7024 . Pika HW & SW		1,880	1,253		1,253		
	7025 . Digital Archive HW & SW			5,724	1,938	5,724		was UPS, power, climate thru 2016
	Total 7200 · Marmot office HW & SW		25,924	28,707	33,835	49,765	83,643	
	7030 · Office Furniture Equipment		2,237	8,089	2,000	7,013	2,000	
	7040 · Office Supplies		2,627	3,488	2,000	2,812	3,000	
	7041 · Postage/Shipping		571	636	700	623	700	
	7042 · Printing		1,917	1,398	2,000	829	1,000	
	7043 · Repair & Maintenance							
	7049 · Recycling		300	507	1,000	300	300	
	7050 · Telephone		14,801	16,830	14,000	21,711	30,400	Office voice & broadband + home data + 100Mbps for failover & testing
	Total 7000 · OfficeFacilities		120,687	137,061	133,304	157,824	201,910	
	8000 · Professional Fees							
	8001 · Accounting & Audits		2,578	10,309	10,500	9,972	2,500	accounting, audit, IRS 990
	8004 · Legal Services		2,240	776	2,000	1,246	2,000	
	8010 · HR Services		1,881	1,992	1,800		2,000	MSEC [skipped 2017]
	8050 · Consultants		10,119	0	0		0	
	Total 8000 · Professional Fees		16,818	13,077	14,300	11,218	6,500	
	Total Expense		2,027,356	2,155,558	2,259,697	2,199,570	2,096,908	
	Net Ordinary Income		-135,323	-161,512	-12,781	-117,453	-4,427	Target = 0
	Other Income/Expense		-4,415	19,364	27,000	30,024	20,000	Alpine growth minus bank fees
	Net Income		-139,738	-142,148	14,219	-87,429	15,573	