From: Eve Tallman <etallman@mcpld.org>
Subject: Marmot Finance Committee documents
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To: Eve Tallman <etallman@mcpld.org>, "Dorothy Hargrove (dhargrove@englewoodgov.org)" <dhargrove@englewoodgov.org>, Drew Brookhart <Drew.Brookhart@co.pitkin.co.us>, Jeff Donlan <jdonlan@salidalibrary.org>, JoyceD <JoyceD@co.summit.co.us>, Jimmy Thomas <jimmy@marmot.org>, Mary Vernon <mvernon@marmot.org>, "Gunderson, Gayle" <ggunderson@ccu.edu>, Joseph Sanchez <jsanchez@mcpld.org>

Marmot Finance Committee members--

Attached are three pdfs to review before the next Finance meeting. Jimmy has prepared these in advance of our meeting as we move to prepare a budget for the Board to approve. Jimmy has been experimenting with pricing structures that take into account variables such as legal service area (for publics) and etc. Please see below.

1) Updated legal service area (LSA) stats for publics and enrollment stats for schools based on a link Joyce gave me toLRS.org (sheet 2). This had practically no effect on pricing.

2) Updated subscription quantities based on the most recent invoices (2013 Q3). Also very little effect on pricing.

3) Changed revenue split between Basic System and Session Fees from 33/66 to 25/75 to reduce the impact of using standard library stats in addition to session counts (sheet 2).

4) Fine-tuned prices so the Net Income would be close to negative $100k (sheet 1). This entailed an average price increase of 1.2%.

Jimmy will review these sheets at the beginning of the meeting. It doesn't seem practical to write a long introduction, but folks can certainly look these numbers over and come up with some questions about things that look interesting.