

# EBSCO Solar



## Adopt Green Power with EBSCO Solar

Solar power is the cleanest and most plentiful energy source available and at EBSCO we believe it's a critical piece in the future of environmental sustainability. That's why we are giving \$150,000 in grant funds to one or more libraries to install solar paneling. Together we can make an important step towards lightening our environmental impact.

Publicly funded U.S. libraries with a desire to transition away from brown power sources such as gas, oil and electric are invited to enter the grant application process.


For more information and to download the application, please visit <https://www.ebsco.com/solar>. [A full list of FAQs](#) are also included here to help guide your application process.

The application deadline is April 29 with the winner(s) announced at the ALA Annual Conference on June 24.



**SAILS Library Showcase**

**APPROPRIATE—STEAL—ADOPT—IMITATE—  
REPRODUCE—DUPLICATE—CLONE—APE—  
VERSION—MIMIC**



**Go ahead, Steal This Idea!**

# Save the Date – March 16 2016

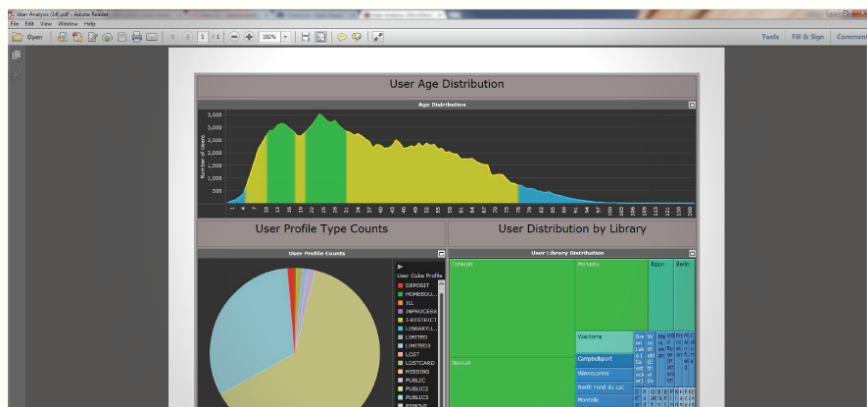
10 a.m. to 1 p.m. – Bristol Community College

On March 16 SAILS will be providing an opportunity for member libraries to share their experiences providing new services, programs, or technology. Presentations will be limited to no more than 10 minutes and are not limited to programs that rely on SAILS services. The showcase will kick-off with a keynote speaker from SirsiDynix.

[Submit your proposal today!](#)

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## Blue Cloud Analytics is Coming to SAILS



On February 1 SirsiDynix will begin the process of migrating data from the SAILS database into the Blue Cloud Analytics data analysis product. SAILS staff members will be attending a full-day training session on how to use this new statistical analysis tool on February 4 (expect some delays in receiving responses to services requests on that day). Once the new system is in place SAILS staff will begin migrating existing Workflows and Directors Station reports to this new platform. SAILS will continue to maintain the Directors Station product at least through calendar year 2016 or until it is determined that Analytics can replace all the Directors Station functionality. This new platform will provide members with access to more data and will allow reports to be created that pulls statistics from multiple sources of information – for example the network will be able to build a report that includes catalog data with bills and circulation data – something not possible at the moment.



## **Membership in the Massachusetts Library Association**

Has your MLA membership lapsed? Have you never been a member of MLA? Now is the time to join your fellow Massachusetts librarians to advocate for library funding and share ideas. MLA is holding its annual conference in Hyannis this year and members receive a substantial discount for conference registration.

The Association also has a number of committees and sections so that librarians and staff with similar interests can easily network – Intellectual Freedom, Legislative Advocacy, Conference Planning, Personnel Issues, Public Relations, Technical Services, Youth Services, Paraprofessional, Reference and User Services, and the Social Responsibility Roundtable. Take a few minutes to join today – you will find it professionally fulfilling and a great opportunity to expand your network of colleagues.

[Join Today](#)

## **New Tool to Advocate for Your Library**

MLA Legislative Committee is pleased to announce our new Engage website, <http://cqrcengage.com/alama/>

The state budget process begins today with the release of the Governor's budget. It's time for the library community to engage with our legislators about state funding for libraries. The Engage website can help you do just that in just a few easy steps.

The process is very simple.

1. Click on the link above
2. From the Engage home page click on the Take Action button
3. You now see a form. Enter your name and contact info in the form. Your address is important because it ensures that your legislator receives your message.
4. Click the Submit button
5. You now see the pre-populated message that will go to your legislator. You can change the subject

and/or the message if you choose to. Otherwise, from this screen simply click Submit and your message is sent to your legislators, the Governor and the Lt. Governor.

Let's all start engaging our legislators today!

We are told by legislators that if they hear from at least 10 constituents about an issue, they take it very seriously. Please share the URL for the Engage website with your colleagues, friends and family. Anyone can use Engage!

## **Legislative Breakfast**

A transcript of Debby Conrad's talk at the Southeastern Legislative Breakfast.

Good morning. Today I am representing the Massachusetts Library Association, a strong supporter of the 2017 Legislative Agenda.

Here are a few things to remember. Libraries are not the institutions you might remember fondly of from childhood. Libraries have not been made obsolete by the Internet. EBooks and Kindles have not replaced the need for print materials.

Public libraries are the only institutions in the state that provide services to every member of their community regardless of age or income. Academic libraries in public higher education are critical to the success of students – studies have shown that college students who use their college library are more likely finish their degrees.

Elementary and secondary library professionals are the only educators solely responsible for teaching students how to use and evaluate information resources and provide curriculum support to faculty members. Public libraries support early childhood literacy opportunities through their pre-school story times, give students access to print and online reference materials to assist them with school work when schools are closed, provide the means for unemployed adults to apply for jobs and unemployment benefits, teach senior citizens how to use technology, and offer a huge variety of programs and technology not available through any other municipal department.

Libraries throughout the state have established “maker spaces” to allow patrons to use equipment and software they couldn't afford to purchase on their own. Libraries provide meeting spaces to small business owners and entrepreneurs who work from home but need opportunities for networking. They develop collections of books to encourage reluctant readers to develop their reading skills. They conduct highly successful summer reading programs to help students maintain their reading skills over the summer vacation. It is true that many people have access to the Internet on their handheld devices but you can't apply for a job or health insurance on a cell phone.

Many people do not have Internet access at home. Where do they go when they need to renew their driver's license with the RMV? – the library. Where can senior citizens go for large type materials when their vision isn't poor enough to qualify for the services for the visually impaired? – the library. Where do parents encourage their reluctant reader to read aloud to nonjudgmental therapy dogs? – the library. Where were municipal employees told to complete the online Conflict of Interest training? – the library.

Libraries are the unsung heroes of the state's move away from paper forms and towards online services, yet

receive a tiny percentage of the state funding - just .07%. Funding levels have been inadequate for more than ten years and it is time to say enough is enough. If programs that rely on library participation will be successful, libraries have to be at the center of the budget discussions.

In Governor Baker's State of the State address he said there would be increases in state aid to cities and towns.

Line item 9501 is state aid to cities and towns and if it is the Governor's intent to increase funding for other forms of cherry sheet funds then 9501 should be included. Line item 9506 is a form of state aid to libraries. This line item includes funding for libraries serving communities under 10,000 by providing them with a direct subsidy to underwrite membership costs in an automated resource sharing network. These subsidies have allowed those small libraries to extend services to their communities they might not otherwise be able to offer – licensing special purpose databases, buying new equipment, upgrading their facilities. Line item 9506 is also used to underwrite operating expenses for all network members thereby lowering membership costs to ensure that participation is not prohibitively expensive. While this doesn't appear as cherry sheet awards this funding is just as critical as anything that does appear on those awards. This line item suffered a devastating reduction in FY16. That reduction is having a negative impact across the state resulting in increases in costs for individual libraries. Rather than decreasing this line item there is a desperate need for a return to the funding levels of the early 2000's.

At some point libraries will have to begin saying no to state initiatives that require their cooperation and technical expertise. This is the year that legislators need to recognize that libraries are key players at the state level and to award that recognition with the funding they deserve.

Libraries have been asked to do more and more with less funding. It is time to restore funding to libraries at levels that will allow them to sustain and expand their services which will benefit both their communities and the Commonwealth. Funding for Libraries is Overdue and FY17 is the time to give it back

## Upcoming Events

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### Thursday February 4, 2016

8:00 AM - 4:30 PM      In-Service Day-SAILS Staff

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### Friday February 5, 2016

8:00 AM - 10:00 AM      Snow date Legislative Breakfast

Contact: [breakfast@sailsinc.org](mailto:breakfast@sailsinc.org)

Location: Lakeville Public Library

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### Monday February 15, 2016

12:00 AM - 11:55 PM      SAILS Office Closed

Contact: Deborah Conrad 508-946-8600 x211 [dconrad@sailsinc.org](mailto:dconrad@sailsinc.org)

If you are experiencing a system outage call [800-331-3764 ext 1](tel:800-331-3764) or [508-946-8600](tel:508-946-8600)

[ext. 1](#). Leave a message on that extension. Be sure to include a call back number. You will receive a response within an hour.

You may also send email to [support@sailsinc.org](mailto:support@sailsinc.org).

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## Wednesday February 17, 2016

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**10:00 AM - 12:00 PM**    **Board Meeting**

Contact: Deborah Conrad 508-946-8600 x211 [dconrad@sailsinc.org](mailto:dconrad@sailsinc.org)

Location: SAILS Meeting Room

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## Wednesday March 9, 2016

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**10:00 AM - 12:00 PM**    **Cataloging Roundtable**

Contact: Kristin Slater 508-946-8600 [kslater@sailsinc.org](mailto:kslater@sailsinc.org)

Location: Acushnet Public Library

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## Wednesday March 16, 2016

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**Barcode Order**

Contact: Deborah Conrad 508-946-8600 x211 [dconrad@sailsinc.org](mailto:dconrad@sailsinc.org)

Last day to submit barcode order

**10:00 AM - 2:00 PM**    **Technology Showcase**

Contact: Deborah Conrad 508-946-8600 x211 [dconrad@sailsinc.org](mailto:dconrad@sailsinc.org)

Location: Bristol Community College

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## Wednesday March 23, 2016

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**10:00 AM - 12:00 PM**    **Membership Meeting**

Contact: Deborah Conrad 508-946-8600 x211 [dconrad@sailsinc.org](mailto:dconrad@sailsinc.org)

Location: New Bedford Public Library (Main)

## Network Stats

### September 2015

Circulation:

Total Items Circulated: 272,297 (-13,016 from Nov.)

Gutenberg: 3

Holdings:

OverDrive Circ: 16,368 (+226 from Nov.)  
Tumblebooks Circ: 7,586 (-1,981 from Nov.)  
All Formats Circ: 269,294 (-14,774 from Nov.)

Resource Sharing:

CommCat Items Borrowed: 965 (-39 from Nov.)  
CommCat Items Loaned: 449 (+72 from Nov.)  
Total Intranetwork Loans: 62,263 (+1,092 from Nov.)  
Patron placed holds: 49,657 (-1,084 from Nov.)  
Overdrive holds: 8,317 (Avg. wait for a hold is 22.83 days)

Cataloging Requests: 5,975  
MARC Records Added: 5,423  
Overdrive Holdings: 10,362  
Patrons Added: 2,078  
Total MARC: 1,123,112  
Total Holdings: 3,665,289  
Total Patron: 464,463

