

SWAN Committee of the Whole Meeting Administrators & Directors

Tuesday, January 12, 2021

10:00 a.m. – 12:00 p.m.

Per Illinois Public Act 101-0640, this meeting will be held by remote attendance

GoToWebinar Registration link:

https://attendee.gotowebinar.com/register/5407912069148381453

After registering, you will receive a confirmation email containing information about joining the webinar.

Agenda

- 1. Call to Order
- 2. Information -- Overview of the EBSCO year-1 subscription for all SWAN public libraries (Exhibit

pgs. 2 – 4)

- a. RAILS EBSCO Package B
- b. SWAN progressive funding structure
- 3. Information -- Usage of EBSCO resources July through November 2020 (Exhibit pgs. 7-18)
- 4. Information -- Options for the EBSCO year-2 subscription (Exhibit pgs. 4-6)
 - a. Year-2 renewal same as year-1
 - b. Year-2 with possible opt-out & ramifications
 - c. No renewal
 - d. Include year-2 in SWAN membership fees
 - e. Wait for state-wide EBSCO deal
- 5. Discussion -- Recommended approach for membership approval vote of the year-2 renewal
- 6. Adjourn

EBSCO Group Purchase: Year-2 Renewal

Aaron Skog, SWAN Executive Director

Year-1 Overview

SWAN Electronic Resources Consultant Robin Hofstetter spent much of 2018 talking with various vendors on a group purchase for e-content. The vendor that expressed interest in working out some purchase for SWAN was EBSCO. The catch was that EBSCO would only work with SWAN through a deal that had already been put in place between EBSCO and RAILS. SWAN was not able to negotiate directly with EBSCO on the database group purchase. Much of the terms and structure were largely created by RAILS through their prior negotiations with EBSCO. The group-purchase offer to SWAN from EBSCO was to have all 92 public libraries participate in a RAILS EBSCO "package B" but at a substantially discounted total price. All 92 public libraries were required to participate in order to get that single price. There was discussion in December 2019 and in February and March 2020 meetings where the deal was put to a majority vote. The savings for this offer was extremely compelling: the total price of the package through the RAILS deal would have cost \$840,000 in total, but instead was discounted 50% of that total for SWAN.

The group-purchase was approved by membership at the SWAN March 2020 Quarterly meeting. Individual library's database selection was completed in April. EBSCO provided all required database configuration and links in July 2020. That same month, SWAN paid \$420,000 in a total invoice to RAILS for the database EBSCO Group B package. Within this subscription, RAILS holds the EBSCO license and SWAN has a separate memo of understanding with EBSCO on what is required. SWAN integrated the EBSCO databases within SWAN's public Article Search in Enterprise for all 92 libraries in July. SWAN provided database URLs to all public libraries built with SWAN's OpenAthens proxied access. These database links are listed on SWAN patron website under each library.

We have 5 months of usage data (July – November 2020) and the overall usage has increased 13% since the first month. Training classes were provided to libraries on July 9 and October 7 on using the database links and how to get usage statistics out of EBSCOadmin. Both classes were recorded and posted in SWAN Support. Digital marketing material was provided to SWAN libraries. EBSCO usage statistics are posted for the membership as a SWAN-wide usage total. SWAN's posted statistics serve as a reference example for how each individual library should calculate their own library usage for IPLAR reporting.

SWAN tiered discounts used in group purchase

Based on announced meetings held in December 2019 and February 2020 of library directors, many directors in attendance expressed enthusiasm for the group-purchase. A majority were willing to forego their full discount in favor of receiving a discount if it would allow libraries that needed a greater discount to participate.

In response to that pricing structure direction, SWAN created four groups of discounts for member libraries. The SWAN progressive discounts were based on the full Group B price as a greater percentage

of that library's budget. This allowed our pricing structure to even steeper discounts to those libraries where a full-purchase price might have been impossible.

| SWAN Group-purchase pricing tiers year-1 | % discount off full RAILS EBSCO price |
|--|---------------------------------------|
| Group 1 discount: 23 libraries | 73% |
| Group 2 discount: 23 libraries | 48% |
| Group 3 discount: 23 libraries | 44% |
| Group 4 discount: 23 libraries | 38% |

Steps for SWAN group-purchase price formula

- 1. Determine RAILS EBSCO price based on library's population (RAILS requirement)
- 2. Use public library's tax revenue (same metric used in SWAN membership fee)
- 3. Compare EBSCO price against library tax revenue to determine what percentage of the full EBSCO price would be against the library's tax revenue
- 4. Sort libraries large to small on price percentage
- 5. Group libraries into 4 tiers of 23 libraries
- 6. Apply a graduated discount against the groups

In other words, if the EBSCO price was a larger percentage of that library's budget, the library would qualify for a greater discount.

Pricing was created and finalized at the March 2019 SWAN Quarterly meeting. The EBSCO grouppurchase fee chart is posted along with SWAN's FY21 budget and membership fees.

https://support.swanlibraries.net/system/files/Public/202003/SWAN_FY21_EBSCO.pdf

Year-2 renewal assumptions

The renewal discussion would coincide with SWAN's annual budget process. We were only 4 months into the subscription's first year and we would already need to begin discussions on the year-2 approach. Since the year-1 took quite an effort to accomplish, it seemed appropriate that year-2 would continue with what had been established:

- 1. SWAN would move forward with the same RAILS Group B package
- 2. We would negotiate with RAILS any increase as a percentage on top of the \$420,000 SWAN total
- 3. All 92 libraries from year-1 would remain in the group-purchase, and the three new libraries would be added with a fixed price per library to the final total cost, bringing us to 95 public libraries to be factored into the year-2 pricing
- 4. Tiered discounts would be used again using four groups with 24, 24, 24, and 23 libraries in each quartile

In essence, continuity with EBSCO was desired during a global pandemic so that library staff and patrons could promote and begin using the online databases.

FY22 Price Negotiations

RAILS EBSCO Group B pricing for FY22 is expected to go up 11% for those not in SWAN libraries, while SWAN was proposed a 3% EBSCO database increase for its 92 libraries (adding in our 3 new libraries at a

different add-on price). This was EBSCO's opening offer which we hope to get lower through negotiations. The year-2 conservative high end number for SWAN is \$450,584. It should be noted that EBSCO will negotiate multi-year deals with a fixed low escalation percentage, if libraries believe this should be worth pursuing. We should not be expecting low escalation rate increases as long as we renew on an annual basis.

Option1: EBSCO group-purchase year-2 same as year-1

The pricing chart would be complete and could be shared at the COW in February.

Option 2: year-2 EBSCO group-purchase with possible opt-out

Feedback at the December 3, 2020 SWAN Quarterly has some libraries requesting an opt-out from the EBSCO group-purchase.

The libraries opting out of SWAN EBSCO would need to understand the following:

- All 95 public libraries in SWAN would remain listed with EBSCO as participating, even if they opted out
- NoveList and Consumer Reports are included in the SWAN EBSCO group-purchase, so opting-out would include opting out of these resources as well as the additional databases
- Database links residing on the library website and SWAN patron database links pages would need to be removed
- EBSCO Admin access will be removed

Libraries expressing desire to opt-out

Thus far from the response at the 12/3 SWAN Quarterly, several public library directors have expressed a desire to opt-out. A preliminary worst case scenario would be 23 libraries might opt-out, leaving \$78,153 in revenue to be made up for with the remaining 72.

To make up for the revenue shortfall, the tier discounts we have created for libraries would need to be adjusted. Keep in mind that the EBSCO 3% increase must also be included in total revenue collected in order to pay the RAILS EBSCO invoice.

| SWAN Group-purchase pricing tiers | | | |
|-----------------------------------|-----|-----|---------|
| Group 1 discount | 73% | 60% | \$1,184 |
| Group 2 discount | 48% | 33% | \$1,260 |
| Group 3 discount | 44% | 29% | \$1,380 |
| Group 4 discount | 38% | 23% | \$2,026 |

Group 1 discount would be a mix of libraries receiving a bigger discount in year-2 and some libraries increasing 13% from year-1.

Option 2: opt-out next steps

If opting out was a feature that SWAN wanted to include in the year-2 renewal, the following would need to happen.

- 1. Determine those libraries considering opting out based on preliminary year-2 pricing for all 95 public libraries.
- 2. Determine if libraries opting-out are still interested in NoveList and Consumer Reports and determine RAILS pricing for those services only. Pricing for these would not receive the SWAN group discount, but would be eligible for the RAILS tiered pricing.
- 3. Build an EBSCO year-2 fee chart with the libraries remaining in the group-purchase. It will be likely all libraries will experience some increase in order to make up the EBSCO revenue loss.
- 4. Present at the February COW the proposed pricing with opt-out versus required participation for comparison.
- 5. Set a deadline for official opt-out so that the pricing voted on at the March 2, 2021 Quarterly is final.

Option 3: scuttle the deal entirely

The opt-out scenario of having libraries upset with increases blaming those opting out of the deal could lead to a SWAN decision to abandon this group purchase altogether.

Leaving this group purchase deal with EBSCO would not be without ramifications.

- Individual libraries that want their EBSCO deals through RAILS will get a sticker shock as EBSCO wants to increase the RAILS pricing 11% for the A and B packages.
- Leaving entirely without some other deal in place could ruin SWAN's reputation as a negotiating partner with EBSCO for future deals.

Option 4: build EBSCO deal into SWAN membership fees

Rather than build a separate pricing chart, we could instead just add the EBSCO expense to SWAN's budget and let the membership fee formula include that additional expense. This approach would essentially bring the EBSCO subscription into the SWAN operating budget and the membership fee formula would be the method used for cost sharing. The separate progressive pricing structure for the group-purchase would be abandoned.

Option 5: wait for the state-wide deal

Based on comments by RAILS Executive Director Deirdre Brennan at the December 3rd quarterly meeting, a state-wide online database deal is not actively being worked on at this time. If a statewide deal were desired, Dee recommended a more ground-up approach to advocating for that bigger than SWAN approach. I believe waiting for a state-wide deal in hopes of a "free" database package will most likely be disappointing.

Recommendation

This recommendation is based on answering the question "Do the 1.9 million persons served by the 95 public libraries in SWAN deserve an opportunity to have a common set of online research databases available to them?" The answer is an emphatic yes, they do. The current pandemic compels SWAN to provide something for everyone, and to ensure this online research is affordable as best as we can make it for our member libraries.

To that end, we have structured an offering that does have a common base of online research but also allows libraries some flexibility in selecting some preferred databases. We have also worked to make that affordable for all public libraries through a progressive pricing structure.

This effort within the consortium is new and it does require some compromise. Many libraries supporting this group-purchase have set aside some of the savings to ease the financial burden experienced by others. Allowing libraries to individually opt-out at this second year is inadvisable, as it will increase the price of those that remain as participants in the EBSCO deal. The year-1 compromise was some libraries were required to participate, but other libraries would help those libraries with a greater financial need by taking less than the full 50% savings they could have had owed to them. In hindsight, the EBSCO group-purchase that SWAN approved participation in on at its March 2020 membership meeting should have been a two-year subscription.

Suggested Process & Resolutions for Membership Vote

I recommend SWAN move forward with option 1 which is to bring the year-2 package forward for discussion and a membership approval.

RESOLVED THAT SWAN RENEW WITH RAILS THE EBSCO DATABASE GROUP PURCHASE FOR ALL 95 PUBLIC LIBRARY MEMBERS OF SWAN FOR A 1-YEAR SUBSCRIPTION FOR JULY 1, 2021 THROUGH JUNE 30, 2022 FOR AN AMOUNT NOT TO EXCEED \$450,584 WITH THE SWAN GROUP PRICING STRUCTURE AS PRESENTED.

Should option 1 not pass, a second vote should be held to allow the SWAN year-2 renewal take place with an opt-out option.

RESOLVED THAT SWAN RENEW WITH RAILS THE EBSCO DATABASE GROUP PURCHASE FOR THOSE PUBLIC LIBRARY MEMBERS OF SWAN OPTING IN FOR A 1-YEAR SUBSCRIPTION FOR JULY 1, 2021 THROUGH JUNE 30, 2022 FOR AN AMOUNT NOT TO EXCEED \$450,584. WITH THE SWAN GROUP PRICING STRUCTURE AS PRESENTED.

Should this second resolution fail to pass, the EBSCO group purchase for SWAN would effectively not be renewed a second year for the FY22 SWAN Budget.

EBSCO database usage analysis

Aaron Skog, SWAN Executive Director

Overview

This is SWAN's first analysis of the EBSCO group-purchase of databases. The approach taken below is to examine the performance of the database usage overall, rather than a library by library breakdown.

SWAN paid RAILS \$420,000 for a 1-year subscription to a group of databases for 92 public libraries in SWAN. These libraries have a total service population of 1.8 million. We now have 5 months of usage data to look at and see if there are any trends.

What is the proper measure for cost per use?

We need to establish a standard metric for determining a cost per use that is appropriate for discussion. We have 5 months of usage data and thus can determine a transaction cost.

For comparison, if we look at the cost per service population based on the 92 public library's tax total, we have a metric based on population served. A second approach is to use the average annual public library collection budget expenditures versus total circulation, we have a different metric to compare with. A third metric is provided below which shows the group-purchase cost based on service population. The fourth table shows the 5-month usage compared with 5-months database expense.

| Public library tax dollars per person | |
|---|------------------|
| Total 92 public libraries annual tax revenue | \$162,202,746.36 |
| Population Served | 1,877,206 |
| Library tax dollars spent per service area person | \$86.41 |

| SWAN Library | Print Materials Budget (books, newspapers, etc.) | | Print Budget / Circ Transaction | |
|-------------------------|--|------------|------------------------------------|--|
| Public library total | \$8,587,135 | 16,753,109 | \$0.51 | |
| Public library averages | \$95,412.61 | 182,0991 | \$0.81 | |

| SWAN EBSCO cost per service area person | |
|---|--------------|
| Population served | 1,877,206 |
| EBSCO database 1-year total cost | \$420,000.00 |
| EBSCO cost per service area person | \$0.22 |

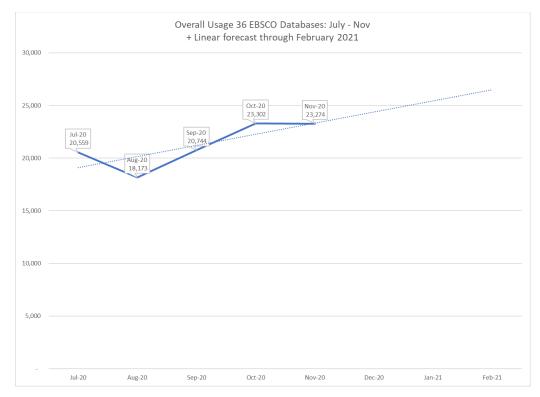
| SWAN EBSCO usage per total service population | |
|---|--------------|
| SWAN EBSCO total price 1-year | \$420,000.00 |
| Months of current subscription | 5 |
| 5 months EBSCO cost | \$175,000.00 |
| EBSCO package total usage: July 1 – November 30, 2020 | 106,052 |
| Usage to date transaction cost: | \$1.65 |

Summary

Overall usage of the EBSCO databases is increasing. The past 5 months show a 13% increase in usage overall. While it is difficult to predict if after another 5 months there would be a continued increase at 13%, we can at least say past performance could be a guide that it will continue to increase. Library circulation and usage overall does have seasonal effects and the pandemic makes it even more difficult to predict if usage is lower or higher than normal.

The transaction cost per use is also somewhat subjective. There is a "core" set of databases that all 92 public libraries are using. Obviously, usage in a database will be low if only 1 library is using it. We should establish a transaction metric for database usage to determine if the group-purchase overall is successful.

We have completed no analysis in how libraries are promoting these databases or training the public in their use. The Aspen Discovery will have some features to promote the EBSCO research databases within its catalog to patrons, so those are features SWAN staff will stay focused on while that new catalog is being piloted.

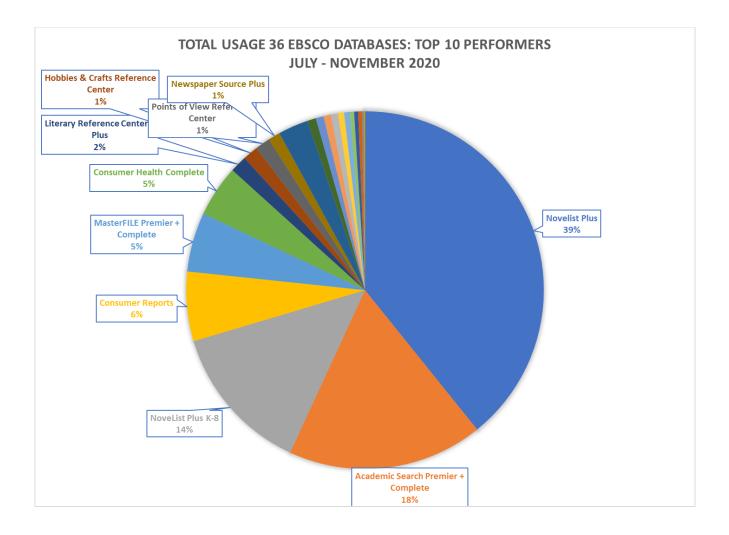


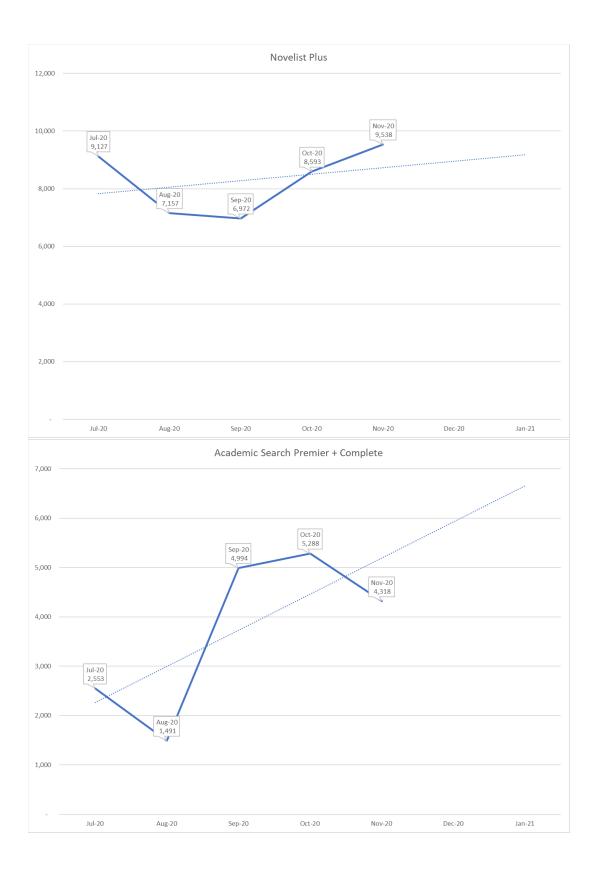
Top 10 performers & 13 "core" database usage

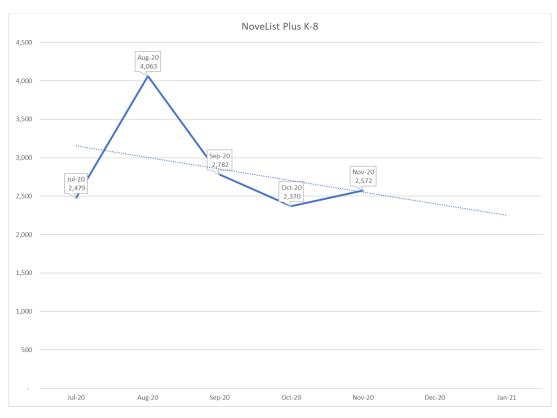
The top 10 databases includes "core" databases used by all 92 public libraries, plus some optional databases selected by libraries.

| EBSCO Database: Top 10 | Total Usage 5 months: July - Nov | |
|------------------------------------|--|----------|
| Novelist Plus | 41,387 | Core |
| Academic Search Premier + Complete | 18,644 | Core |
| NoveList Plus K-8 | 14,266 | Core |
| Consumer Reports | 6,628 | Core |
| MasterFILE Premier + Complete | 5,659 | Core |
| Consumer Health Complete | 4,921 | Core |
| Literary Reference Center + Plus | 1,612 | Core |
| Hobbies & Crafts Reference Center | 1,450 | Optional |
| Points of View Reference Center | 1,444 | Optional |
| Newspaper Source Plus | 1,136 | Optional |

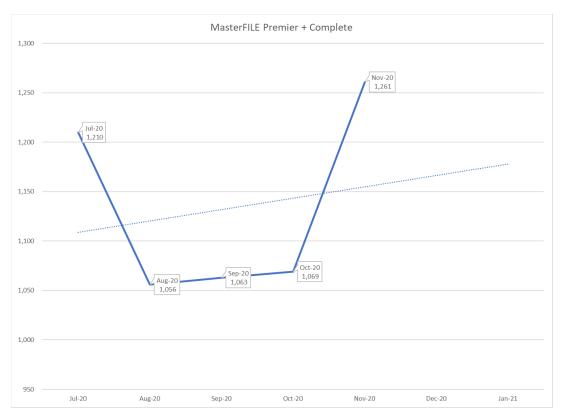
| | Total |
|-------------------------------------|--------|
| EBSCO Database: 13 "core" databases | Usage |
| Novelist Plus | 41,387 |
| Academic Search Premier + Complete | 18,644 |
| NoveList Plus K-8 | 14,266 |
| Consumer Reports | 6,628 |
| MasterFILE Premier + Complete | 5,659 |
| Consumer Health Complete | 4,921 |
| Points of View Reference Center | 1,444 |
| Business Source Premier + Complete | 1,448 |
| Primary Search | 750 |
| History Reference Center | 700 |
| Middle Search Plus | 682 |
| Auto Repair Source | 542 |
| Science Reference Center | 406 |



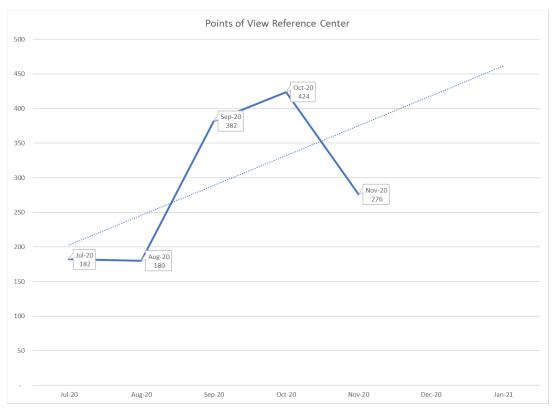




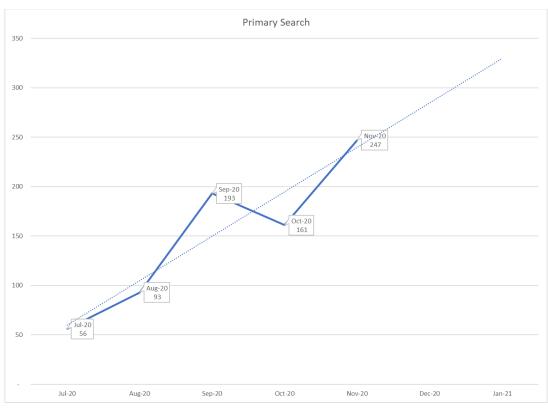


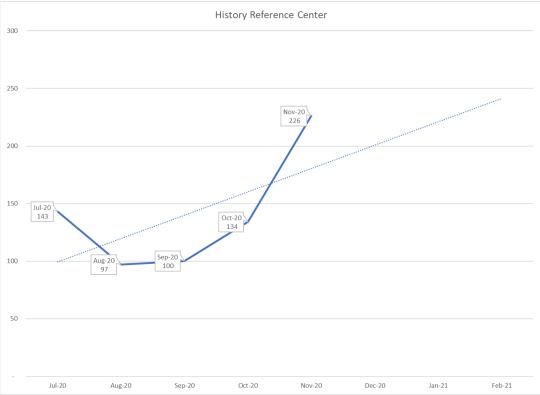


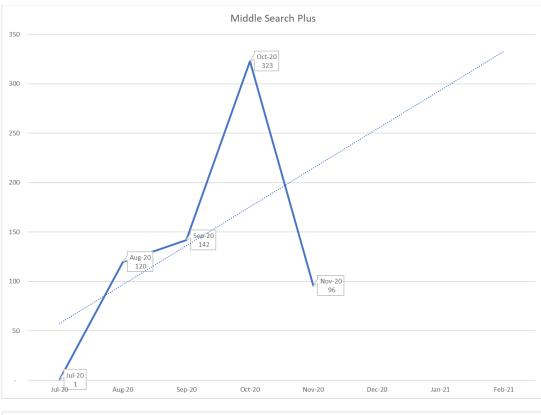




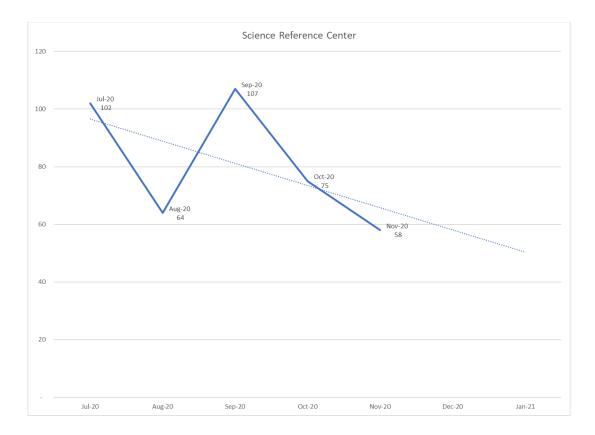












SWAN EBSCO Total Usage 5 Months: July – November 2020

| EBSCO Database | Jul-20 | Aug-20 | Sep-20 | Oct-20 | Nov-20 | Total Usage | Number of Libraries with Selection |
|--|--------|--------|--------|--------|--------|----------------|--|
| Academic Search Premier + Complete | 2,553 | 1,491 | 4,994 | 5,288 | 4,318 | 18,644 | Selection 92 |
| Auto Repair Source | 117 | 142 | 90 | 97 | 96 | 542 | 92 |
| Biography Reference Bank (H.W. Wilson) | 89 | 64 | 84 | 67 | 33 | 337 | 92 |
| Business Source Premier + Complete | 463 | 420 | 445 | 825 | 717 | 2,870 | 92 |
| Children's Core Collection (H.W. Wilson) | 7 | 36 | 17 | 15 | 1 | 76 | 11 |
| Consumer Health Complete | 2,301 | 1,969 | 368 | 181 | 102 | 4,921 | 92 |
| Consumer Reports | 344 | 102 | 1,903 | 1,879 | 2,400 | 6,628 | 92 |
| Education Research Complete | 18 | 22 | 42 | 33 | 52 | 167 | 92 |
| Fiction Core Collection (H.W. Wilson) | 12 | 9 | 28 | 12 | 10 | 71 | 11 |
| History Reference Center | 143 | 97 | 100 | 134 | 226 | 700 | 92 |
| Hobbies & Crafts Reference Center | 354 | 251 | 99 | 329 | 417 | 1,450 | 35 |
| Home Improvement Reference Center | 62 | 28 | 11 | 6 | 24 | 131 | 24 |
| Legal Information Reference Center | 311 | 124 | 166 | 98 | 141 | 840 | 92 |
| Literary Reference Center + Plus | 229 | 444 | 218 | 421 | 300 | 1,612 | 85 |
| , MasterFILE Premier + Complete | 1,210 | 1,056 | 1,063 | 1,069 | 1,261 | 5,659 | 92 |
| Middle and Junior High Core Collection (H.W. Wilson) | 68 | 2 | 4 | 1 | - | 75 | 11 |
| Middle Search Plus | 1 | 120 | 142 | 323 | 96 | 682 | 92 |
| Newspaper Source Plus | 153 | 92 | 310 | 431 | 150 | 1,136 | 39 |
| Nonfiction Core Collection (H.W. Wilson) | 17 | 33 | 128 | 103 | 112 | 393 | 11 |
| Novelist Plus | 9,127 | 7,157 | 6,972 | 8,593 | 9,538 | 41,387 | 92 |
| NoveList Plus K-8 | 2,479 | 4,063 | 2,782 | 2,370 | 2,572 | 14,266 | 92 |
| Poetry & Short Story Reference Center | - | - | - | - | - | - | 1 |
| Points of View Reference Center | 182 | 180 | 382 | 424 | 276 | 1,444 | 92 |
| Primary Search | 56 | 93 | 193 | 161 | 247 | 750 | 92 |
| Public Library eBook Collection (EBSCOhost) | - | 13 | 22 | - | 8 | 43 | 11 |
| Read It! | 41 | 10 | 12 | 34 | 34 | 131 | 19 |
| Religion & Philosophy Collection | - | - | - | - | 3 | 3 | 3 |
| Science Reference Center | 102 | 64 | 107 | 75 | 58 | 406 | 92 |
| Senior High Core Collection (H.W. Wilson) | 12 | 7 | - | 1 | 8 | 28 | 11 |
| Small Business Reference Center | 87 | 51 | 54 | 318 | 70 | 580 | 92 |
| Small Engine Repair Reference Center | 4 | 13 | 6 | 14 | 2 | 39 | 12 |
| Vocational and Career Collection | 17 | 20 | 2 | - | 2 | 41 | 18 |
| Totals | 20,559 | 18,173 | 20,744 | 23,302 | 23,274 | 106,052 | |

SWAN EBSCO Group-Purchase Discount Pricing **4** Pricing Groups

EBSCO Full

Year-1 Pricing: Year-2 not

Midlothian Public Library

Palos Park Public Library

River Forest Public Library

Schiller Park Public Library

Westchester Public Library

Thomas Ford Memorial Library

Palos Heights Public Library

Prairie Trails Public Library District

Stickney-Forest View Public Library District

Town and Country Public Library District

University Park Public Library District

| 1 Dricing. | | LDSCOTUN | | | | | |
|--|----------|---------------|----------|--------|----------|----|----------|
| Year-1 Pricing. Year-1 finalized | | Price as | SWAN | | | | Savings |
| Illion | Discount | Percentage of | Group- | | | | from |
| | Pricing | Tax Revenue | Purchase | SWAN | I Group- | EB | SCO Full |
| SWAN Public Library | Group | Budget | Discount | Purcha | | | Price |
| Acorn Public Library District | Group 1 | 1.25% | 73% | \$ | 3,477 | | 9,400 |
| Beecher Community Library District | Group 1 | 1.75% | 73% | \$ | 1,422 | \$ | 3,843 |
| Berkeley Public Library | Group 1 | 1.42% | 73% | \$ | 1,422 | \$ | 3,843 |
| Calumet Park Public Library | Group 1 | 3.08% | 73% | \$ | 1,422 | \$ | 3,843 |
| Chicago Heights Public Library | Group 1 | 1.58% | 73% | \$ | 3,477 | \$ | 9,400 |
| Cicero Public Library | Group 1 | 1.40% | 73% | \$ | 6,539 | \$ | 17,681 |
| Crestwood Public Library District | Group 1 | 1.00% | 73% | \$ | 1,422 | \$ | 3,843 |
| Harvey Public Library District | Group 1 | 1.03% | 73% | \$ | 2,412 | \$ | 6,522 |
| Justice Public Library District | Group 1 | 2.96% | 73% | \$ | 2,412 | \$ | 6,522 |
| Kaneville Public Library District | Group 1 | 3.67% | 73% | \$ | 815 | \$ | 2,205 |
| Lyons Public Library | Group 1 | 1.35% | 73% | \$ | 2,412 | \$ | 6,522 |
| Markham Public Library | Group 1 | 1.85% | 73% | \$ | 2,412 | \$ | 6,522 |
| Melrose Park Public Library | Group 1 | 0.98% | 73% | \$ | 2,412 | \$ | 6,522 |
| Nancy L. McConathy Public Library District | Group 1 | 3.50% | 73% | \$ | 2,412 | \$ | 6,522 |
| Richton Park Public Library District | Group 1 | 1.01% | 73% | \$ | 2,412 | \$ | 6,522 |
| River Grove Public Library District | Group 1 | 2.11% | 73% | \$ | 2,412 | \$ | 6,522 |
| Riverdale Public Library District | Group 1 | 1.80% | 73% | \$ | 2,412 | \$ | 6,522 |
| Steger-South Chicago Heights Public Library District | Group 1 | 2.22% | 73% | \$ | 2,412 | \$ | 6,522 |
| Sugar Grove Public Library District | Group 1 | 1.43% | 73% | \$ | 2,412 | \$ | 6,522 |
| Summit Public Library District | Group 1 | 2.54% | 73% | \$ | 2,412 | \$ | 6,522 |
| Thornton Public Library | Group 1 | 2.20% | 73% | \$ | 815 | \$ | 2,205 |
| William Leonard Public Library District | Group 1 | 2.83% | 73% | \$ | 1,422 | \$ | 3,843 |
| Worth Public Library District | Group 1 | 1.15% | 73% | \$ | 2,412 | \$ | 6,522 |
| Bensenville Community Public Library District | Group 2 | 0.58% | 48% | \$ | 4,646 | \$ | 4,288 |
| Blue Island Public Library | Group 2 | 0.75% | 48% | \$ | 4,646 | \$ | 4,288 |
| Bridgeview Public Library | Group 2 | 0.80% | 48% | \$ | 4,646 | \$ | 4,288 |
| Calumet City Public Library | Group 2 | 0.86% | 48% | \$ | 6,696 | \$ | 6,181 |
| Chicago Ridge Public Library | Group 2 | 0.66% | 48% | \$ | 4,646 | \$ | 4,288 |
| Clarendon Hills Public Library | Group 2 | 0.71% | 48% | \$ | 2,738 | \$ | 2,527 |
| Dolton Public Library District | Group 2 | 0.75% | 48% | \$ | 4,646 | \$ | 4,288 |
| Evergreen Park Public Library | Group 2 | 0.78% | 48% | \$ | 4,646 | \$ | 4,288 |
| Glenwood-Lynwood Public Library District | Group 2 | 0.89% | 48% | \$ | 4,646 | \$ | 4,288 |
| Grande Prairie Public Library District | Group 2 | 0.88% | 48% | \$ | 6,696 | \$ | 6,181 |
| Maywood Public Library District | Group 2 | 0.71% | 48% | \$ | 4,646 | \$ | 4,288 |
| McCook Public Library District | Group 2 | 0.77% | 48% | \$ | 1,570 | \$ | 1,450 |
| | | 0 = 4 0 (| | | | | |

Group 2

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SWAN EBSCO Group-Purchase Discount Pricing 4 Pricing Groups

EBSCO Full

Year-1 Pricing: Year-2 not finalized

| 1 pricing: Year | | Price as | SWAN | | | Sa | avings |
|--|----------|---------------|----------|-------|----------------|-----|----------|
| Year-1 Pricing: Year - finalized | Discount | Percentage of | Group- | | | | from |
| IIIan | Pricing | Tax Revenue | Purchase | SWA | V Group- | EBS | SCO Full |
| SWAN Public Library | Group | Budget | Discount | Purch | ase Price | I | Price |
| Bellwood Public Library | Group 3 | 0.50% | 44% | \$ | 5,003 | \$ | 3,931 |
| Berwyn Public Library | Group 3 | 0.51% | 44% | \$ | 9,837 | \$ | 7,729 |
| Broadview Public Library District | Group 3 | 0.47% | 44% | \$ | 2,948 | \$ | 2,317 |
| Crete Public Library District | Group 3 | 0.50% | 44% | \$ | 5,003 | \$ | 3,931 |
| Elmwood Park Public Library | Group 3 | 0.57% | 44% | \$ | 5,003 | \$ | 3,931 |
| Flossmoor Public Library | Group 3 | 0.40% | 44% | \$ | 2,948 | \$ | 2,317 |
| Forest Park Public Library | Group 3 | 0.49% | 44% | \$ | 5,003 | \$ | 3,931 |
| Frankfort Public Library District | Group 3 | 0.56% | 44% | \$ | 7,211 | \$ | 5,666 |
| Franklin Park Public Library District | Group 3 | 0.50% | 44% | \$ | 5,003 | \$ | 3,931 |
| Green Hills Public Library District | Group 3 | 0.53% | 44% | \$ | 7,211 | \$ | 5,666 |
| Hillside Public Library | Group 3 | 0.44% | 44% | \$ | 2,948 | \$ | 2,317 |
| Hodgkins Public Library District | Group 3 | 0.54% | 44% | \$ | 1,691 | \$ | 1,329 |
| Homewood Public Library District | Group 3 | 0.42% | 44% | \$ | 5,003 | \$ | 3,931 |
| LaGrange Park Public Library District | Group 3 | 0.49% | 44% | \$ | 5,003 | \$ | 3,931 |
| Messenger Public Library of North Aurora | Group 3 | 0.52% | 44% | \$ | 5,003 | \$ | 3,931 |
| North Riverside Public Library District | Group 3 | 0.53% | 44% | \$ | 2,948 | \$ | 2,317 |
| Northlake Public Library District | Group 3 | 0.48% | 44% | \$ | 5,003 | \$ | 3,931 |
| Oak Brook Public Library | Group 3 | 0.56% | 44% | \$ | 2,948 | \$ | 2,317 |
| Park Forest Public Library | Group 3 | 0.46% | 44% | \$ | 5,003 | \$ | 3,931 |
| Riverside Public Library | Group 3 | 0.49% | 44% | \$ | 2,948 | \$ | 2,317 |
| South Holland Public Library | Group 3 | 0.44% | 44% | \$ | 5,003 | \$ | 3,931 |
| West Chicago Public Library District | Group 3 | 0.41% | 44% | \$ | 5,003 | \$ | 3,931 |
| Westmont Public Library | Group 3 | 0.48% | 44% | \$ | 5,003 | \$ | 3,931 |
| Alsip-Merrionette Park Public Library District | Group 4 | 0.39% | 38% | \$ | 5 <i>,</i> 539 | \$ | 3,395 |
| Batavia Public Library District | Group 4 | 0.26% | 38% | \$ | 5,539 | \$ | 3,395 |
| Bedford Park Public Library District | Group 4 | 0.23% | 38% | \$ | 1,872 | \$ | 1,148 |
| Bloomingdale Public Library | Group 4 | 0.31% | 38% | \$ | 5,539 | \$ | 3,395 |
| Brookfield Public Library | Group 4 | 0.40% | 39% | \$ | 5 <i>,</i> 539 | \$ | 3,395 |
| Carol Stream Public Library | Group 4 | 0.37% | 38% | \$ | 7 <i>,</i> 984 | \$ | 4,893 |
| Downers Grove Public Library | Group 4 | 0.28% | 38% | \$ | 7 <i>,</i> 984 | \$ | 4,893 |
| Eisenhower Public Library District | Group 4 | 0.25% | 38% | \$ | 5 <i>,</i> 539 | \$ | 3,395 |
| Geneva Public Library District | Group 4 | 0.26% | 38% | \$ | 7,984 | \$ | 4,893 |
| Glen Ellyn Public Library | Group 4 | 0.22% | 38% | \$ | 5 <i>,</i> 539 | \$ | 3,395 |
| Hinsdale Public Library | Group 4 | 0.32% | 38% | \$ | 5 <i>,</i> 539 | \$ | 3,395 |
| Indian Prairie Public Library District | Group 4 | 0.36% | 38% | \$ | 7,984 | \$ | 4,893 |
| Itasca Community Library | Group 4 | 0.36% | 38% | \$ | 3,264 | \$ | 2,001 |
| La Grange Public Library | Group 4 | 0.38% | 38% | \$ | 5 <i>,</i> 539 | \$ | 3,395 |
| Lansing Public Library | Group 4 | 0.39% | 38% | \$ | 5,539 | \$ | 3,395 |
| Matteson Area Public Library District | Group 4 | 0.39% | 38% | \$ | 5,539 | \$ | 3,395 |
| Oak Lawn Public Library | Group 4 | 0.33% | 38% | \$ | 10,891 | \$ | 6,675 |
| Oak Park Public Library | Group 4 | 0.21% | 38% | \$ | 10,891 | \$ | 6,675 |
| St Charles Public Library District | Group 4 | 0.22% | 38% | \$ | 10,891 | \$ | 6,675 |
| Tinley Park Public Library | Group 4 | 0.34% | 38% | \$ | 10,891 | \$ | 6,675 |
| Villa Park Public Library | Group 4 | 0.30% | 38% | \$ | 5,539 | \$ | 3,395 |
| Wood Dale Public Library District | Group 4 | 0.38% | 38% | \$ | 5,539 | \$ | 3,395 |
| Woodridge Public Library | Group 4 | 0.37% | 38% | \$ | 7,984 | \$ | 4,893 |