

WAUWATOSA PUBLIC LIBRARY MEETING OF THE
BOARD OF TRUSTEES, July 20, 2016

AGENDA

Approval of the Minutes of the June 15, 2016 meeting (action) p. 2

Public Comment

Administrative Reports (action)

1. Approval of the payrolls from May 29 through July 9, 2016, in the amount of \$142,065.74 p3
2. Approval of the vouchers for the month of June in the amount of \$30,004.45 p.4-5

Trustees Account (action)

1. Approval to pay Baker & Taylor \$4.63 for purchase of romance novel.
2. Approval to pay Cori Lutz \$26.20 reimbursement for purchase of flash drives.

Old Business (may be acted upon)

1. Wauwatosa Public Library Foundation – Ann Marie Perhach will report
2. Student Commons project status report

New Business (action)

1. Report of the Nominating Committee
2. Disposition of microform cabinets, shelving. p6
3. 2017 Budget request

Announcements

1. Recruitment activity

Minutes of the June 15, 2016 Meeting of the Board of Trustees
for the Wauwatosa Public Library

The meeting was called to order at 6:32 PM by President Ann Marie Perhach. In attendance: Peter Holtz, Bill Andrae, Mary Newton, Maureen Klein, David Marheine, Tom Miller and Sarrah Oliver. Excused: Jane Carroll. Also in attendance: Alderman Jim Moldenhauer, Robert Trunley and Mary Murphy.

Tom Miller moved approval of the Minutes of the May 18 meeting. Maureen Klein seconded and the motion passed.

Anne Kissinger, Head of the Children's Department presented information on the 2016 Summer Reading and special programs.

Mary Newton moved approval of the payrolls from May 1 through May 28, 2016 in the amount of \$96,252.53. Pete Holtz seconded and the motion passed. Bill Andrae moved approval of the vouchers for the month of May in the amount of \$69,390.39. Maureen Klein seconded and the motion passed.

After consideration of options, Pete Holtz moved to purchase a 23 month Certificate of Deposit from Waterstone Bank. Mary Newton seconded and the motion passed. Maureen Klein moved approval to accept \$25 from Jane Craig in memory of Marion Holtan. Pete Holtz seconded and the motion passed. Mary Newton moved approval to accept \$50 from Sylvia McBain for purchase of a book in memory of Jesus Maanao. David Marheine seconded and the motion passed. Pete Holtz moved approval to pay Televend \$134.05 for purchase of prepaid FAX cards. Mary Newton seconded and the motion passed. Tom Miller moved approval to pay Baker & Taylor \$46.65 for purchase of romance novels. David Marheine seconded and the motion passed.

Ann Marie Perhach reported that the Student Commons project that the Library Foundation is working on is moving forward. Furniture has been ordered and members of the Foundation are meeting with possible suppliers for the vending machines.

Maureen Klein moved approval to accept the final Space Needs Assessment. Mary Newton seconded and the motion passed.

Maureen Klein reported that the Nominating Committee has not yet met.

Pete Holtz moved approval for use of the Firefly Room for a retirement party for a staff member and to allow the serving of wine and beer at that event, on Friday evening, June 24th. Bill Andrae seconded and the motion passed.

Mary Murphy reminded the Board of the schedule of summer hours open.

The meeting was adjourned at 7:20 PM.

Cost Center	Account Name	2016 Budget	April	May	June	July	Year to Date	Balance	% Remaining
5100	Total Salaries	1,734,491.00	113,990.08	96,252.53	142,065.74		698,109.24	1,036,381.76	59.75%
5200	Office Supplies	29,000.00	1,729.56	1,392.66	1,062.35	4,088.11	13,844.20	\$15,155.80	52.26%
5210	Printing/Dup.	9,000.00	1,869.49	878.18	1,224.58	972.38	6,326.01	\$2,673.99	29.71%
5230	Books/Bindery	307,487.00	37,866.22	20,590.76	20,713.72	24,442.33	156,063.09	\$151,423.91	49.25%
5250	Postage	4,000.00	363.58			400.35	1,223.34	\$2,776.66	69.42%
5310	Elec Communication	500.00	112.15				112.15	\$387.85	77.57%
5400	Dues/Prof. Per.	1,300.00		209.00		35.00	244.00	\$1,056.00	81.23%
5410	Conf./Travel	0.00					0.00	\$0.00	0.00%
5420	Education/Training	1,890.00	225.00		100.00		325.00	\$1,565.00	82.80%
5500	Equip./Oper. Rent	0.00					0.00	\$0.00	#DIV/0!
5505	General Liability	13,136.00	13,135.00						
5510	Building/Maintenance	505,539.00	127,453.00				127,453.00	\$378,086.00	74.79%
5520	Info Systems	171,897.00	41,652.87				41,652.87	\$130,244.13	75.77%
5690	Other Supplies	2,000.00		508.97	125.00		1,322.32	\$677.68	33.88%
5730	Other Repairs	1,000.00					600.00	\$400.00	40.00%
5810	Sundry Cont. Serv.	70,429.00	130.16	119.00	46,164.74	-533.72	68,629.89	\$1,799.11	2.55%
5900	Other Expenses	750.00		48.65			48.65	\$701.35	93.51%
5970	Office Furn./Equip.	0.00					0.00	\$0.00	#DIV/0!
5980	Automation Project	<u>0.00</u>					0.00	<u>\$0.00</u>	<u>#DIV/0!</u>
	Total Operating	1,117,928.00	224,537.03	23,747.22	69,390.39	30,004.45	417,844.52	700,083.48	62.62%
01-512-5530-	Rental Pictures	2,400.00					0.00	2,400.00	100.00%

CERTIFICATION OF LIBRARY VOUCHERS
 BOARD MEETING: JULY 20th, 2016
 JUNE 2016 INVOICES

VENDOR NUMBER	VENDOR NAME	INVOICE #	DATE	AMOUNT	ACCOUNT NAME	ACCOUNT NUMBER
Chase (P card)		<u>27 Invoices</u>		<u>Total</u>	<u>416.70</u>	
		Amazon	6/15/2016	8.59	Office Supplies	01-511-5200-100
		Milwaukee PC	6/16/2016	15.49	Office Supplies	01-511-5200-100
		Amazon	6/18/2016	25.98	Materials: Children	01-511-5230-400
		Amazon	6/20/2016	17.98	Materials: Adult	01-511-5230-300
		Amazon	6/26/2016	287.00	Printing/Dup.	01-511-5210-300
		Norton	6/28/2016	49.99	Materials: Children	01-511-5230-400
		Alibris	7/7/2016	11.67	Materials: Adult	01-511-5230-300
		Baker & Taylor	7/6/2016	9265.55	Materials: Adult	See itemized below
		Baker & Taylor	7/6/2016	6308.27	Materials: Childrens	See itemized below
40217 Office Max (City P card)		<u>9 Invoices</u>		<u>Total</u>	<u>924.72</u>	
		22044	6/15/2016	67.31	Office Supplies	01-511-5200-500
		101480	6/22/2016	272.38	Printing/Dup.	01-511-5210-300
		114482	6/22/2016	67.44	Office Supplies	01-511-5200-200
		138053	6/24/2016	26.11	Office Supplies	01-511-5200-200
		848893	6/1/2016	16.99	Office Supplies	01-511-5200-200
		854265	6/2/2016	21.76	Office Supplies	01-511-5200-200
		917196	6/7/2016	217.20	Printing/Dup.	01-511-5210-300
		948750	6/9/2016	141.69	Printing/Dup.	01-511-5210-300
		952700	6/9/2016	93.84	Office Supplies	01-511-5200-500
2237 Baker & Taylor		<u>3 Invoices</u>		<u>139.08</u>	Continuation Account	01-511-5230-300
		5014139547	6/2/2016	81.72		
		5014156622	6/16/2016	57.36		
2237 Baker & Taylor		<u>10 Invoices</u>		<u>8,759.51</u>	Materials: Adult	01-511-5230-300
		2032042876	5/25/2016	369.73		
		2032055519	6/1/2016	1,072.11		
		2032062841	6/3/2016	921.94		
		2032070785	6/7/2016	595.54		
		2032070854	6/7/2016	716.05		
		2032073595	6/8/2016	1,033.86		
		2032079238	6/10/2016	269.06		
		2032081876	6/10/2016	485.13		
		2032089282	6/14/2016	1,006.91		
		2032091804	6/15/2016	495.31		
		2032098611	6/21/2016	227.03		
		2032105530	6/22/2016	331.47		
2032109072	6/26/2016	1,235.37				
2237 Baker & Taylor		<u>4 Invoices</u>		<u>366.96</u>	Media: Adult	01-511-5230-300
		B17321290	5/31/2016	20.96		
		B17824310	6/7/2016	69.16		
		B18364710	6/15/2016	224.87		
		B18445460	6/16/2016	10.05		
2237 Baker & Taylor Entertainment		<u>4 Invoices</u>		<u>3,729.40</u>	Materials: Children	01-511-5230-400
2032058072	6/2/2016	182.24				
2032075510	6/8/2016	299.24				
2032089409	6/15/2016	469.64				
2032090129	6/15/2016	760.91				
2032103424	6/21/2016	660.80				
2032103444	6/22/2016	519.91				
2032105934	6/22/2016	529.60				
2032106188	6/22/2016	307.06				
2237 Baker & Taylor Entertainment		<u>21 Invoices</u>		<u>2,578.87</u>	Media: Children	01-511-5230-400
		B16873980	5/25/2016	19.38		
		B16873981	5/25/2016	386.22		
		B16873982	5/25/2016	9.07		
		K66635620	5/26/2016	24.42		
		B17097690	5/27/2016	20.94		
		B17194000	5/31/2016	200.39		
		B17194001	5/31/2016	76.85		
		B17547620	6/3/2016	6.98		
		B17547621	6/3/2016	24.42		
		B17657860	6/6/2016	103.28		
		B17825930	6/7/2016	104.72		
		B17825931	6/7/2016	5.20		
		B17917290	6/8/2016	18.17		
		B17999820	6/9/2016	38.40		
		B18071570	6/10/2016	13.24		

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JUNE 2016 INVOICES

VENDOR NUMBER	VENDOR NAME	INVOICE #	DATE	AMOUNT	ACCOUNT NAME	ACCOUNT NUMBER
		B18346550	6/14/2016	27.90		
		B18370290	6/14/2016	42.36		
		B18370291	6/14/2016	287.32		
		B18373400	6/15/2016	20.94		
		B18629490	6/17/2016	10.47		
		B18629491	6/17/2016	27.93		
		B18885140	6/21/2016	47.12		
		B18885141	6/21/2016	13.97		
		B18914250	6/22/2016	571.79		
		B18914251	6/22/2016	477.39		
<hr/>						
2721	Brodart Co.	<u>1 Invoice</u> 439157	6/9/2016	<u>429.45</u> 429.45	Office Supplies	01-511-5200-200
3770	Brookstone Printing	<u>1 Invoice</u> J0800	7/8/2016	<u>277.00</u> 277.00	Office Supplies	01-511-5200-100
60530	Center Point Large Print	<u>2 Invoices</u> 1379205 1385737	6/1/2016 7/1/2016	<u>257.64</u> 128.82 128.82	Materials: Adult	01-511-5230-300
4430	Demco	<u>2 Invoices</u> 5891402 5901682	6/6/2016 6/26/2016	<u>3,064.13</u> 23.99 3,040.14	Office Supplies	01-511-5200-500
19069	Digicorp	<u>1 Invoice</u> 313792	6/24/2016	<u>82.50</u> 82.50	Sundry Cont. Serv.	01-511-5810-100
99743	Maris Associates	<u>1 Invoice</u> 1057	7/6/2016	<u>107.73</u> 107.73	Materials: Adult	01-511-5230-300
96508	MCFLS	<u>1 Invoice</u> FL-02927	7/12/2016	<u>2,743.24</u> 54.11 400.35 2,905.00 283.78 (900.00)	Printing/Dup. Postage Materials: Adult Sundry Cont. Serv. Sundry Cont. Serv.	01-511-5210-500 01-511-5250-500 01-511-5810-300 01-511-5810-100 01-511-5810-100
13612	Milwaukee Map Service	<u>1 Invoice</u> 372182	7/12/2016	<u>25.00</u> 25.00	Materials: Children	01-511-5230-400
99571	Recorded Books	<u>6 Invoices</u> 75396035 75340934 75344903 75351914 75355678 75366533	5/12/2016 6/3/2016 5/31/2016 6/9/2016 6/23/2016 7/6/2016	<u>437.99</u> 14.17 111.60 27.67 44.95 41.60 198.00	Materials: Adult	01-511-5230-300
18410	Regent Book Company	<u>1 Invoice</u> 53385	7/1/2016	<u>29.53</u> 29.53	Materials: Adult	01-511-5230-300
62051	Tutor.com	<u>1 Invoice</u> INV-000006406	6/15/2016	<u>5,000.00</u> 2,500.00 2,500.00	Materials: Adult Materials: Children	01-511-5230-300 01-511-5230-400
62697	VPN Dominion Corp.	<u>1 Invoice</u> 201647	6/30/2016	<u>600.00</u> 600.00	Other Repairs	01-511-5730-100
91795	Wauwatosa Historical Society	<u>1 Invoice</u>	7/15/2016	<u>35.00</u> 35.00	Dues/Prof. Per.	01-511-5400-100

TOTAL INVOICES 30,004.45

Trustees have audited and approved the same.

Date: _____

Secretary of the Wauwatosa Public Library Board of Trustees

4,088.11 01-511-5200
972.38 01-511-5210
400.35 01-511-5250
24,442.33 01-511-5230
35.00 01-511-5400
600.00 01-511-5730
(533.72) 01-511-5810
30,004.45

Mary Murphy

From: Charles Pomeranke [cpomeranke@wauwatosa.net]
Sent: Tuesday, June 28, 2016 2:34 PM
To: Mary Murphy - MCFLS
Cc: William Wehrley; John Ruggini; Marion Sodnik
Subject: RE: please send an email

Mary,

There are several reasons that storing of the shelving is not the recommended solution.

First, storage space around the facilities is very limited. A week does not go by since I have been here that I do not hear from at least one department about the lack of storage available. Wise use of our available space is warranted.

Second, yes I understand that these shelving units are expensive to purchase. However, outside of what is now a distant plan to rebuild the Library, there is no reasonable expectation to use these shelves. The asset would be better served used by another City facility if a use can be found for them, or auctioned off for whatever we can get for them now. Storing them indefinitely for the distant possibility of re-using if and when a new library were to be built is not appropriate. Not to mention that should the new library be built, they may not even decide to use the same shelving.

Third, we are already dealing with stored shelving from the library that has been here nearly as long as my staff has. Not once in that time has any of that shelving been used. We need that space for other things.

And fourth, if it were ever to be used, chances are high that by that time the hardware will have gotten lost, nobody will remember how to assemble it and will it be in good condition?

Mary, like you, I truly want to see City assets used in the most cost effective way to benefit the city. I don't see storing these shelving units as the best way to do that.

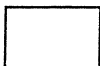
From: Mary Murphy [mailto:mary.murphy@mcfls.org]
Sent: Tuesday, June 28, 2016 1:50 PM
To: Charles Pomeranke
Subject: please send an email

Hi Chuck.

Please send me an email explaining why we cannot store the shelving at Public Works. That will be helpful for my Board meeting.

Thanks

Mary



Virus-free. www.avast.com

Director's Report June, 2016

Circulation of children's materials went up considerably compared with last year. Total circulation of physical library materials is down slightly, but when ebooks, e-audiobooks and digital magazine downloads are included, our circulation for June is higher than last year's June. 1,141 audio books were downloaded, 1,791 e books were downloaded and 60 digital magazines were downloaded. We are also now able to track the number of users of Wi-Fi per month. For June, 2,088 unique users tapped the Library's Internet access.

The entire non-fiction collection was weeded by the end of the month making room for the new books and high school English required reading titles. Many thanks to the Circulation Attendants, shelvers, Jess Brown, Robert Trunley and the staff of Technical Services for all of their work getting us ready for work to begin on the Student Commons project. There were several meetings with a committee of the Foundation and the design team for the new commons during June.

The Common Council approved the reappointments of Tom Miller, David Marheine and Pete Holtz to the Library Board.

Children's Department June 2016

For the first two weeks in June, the Children's Department promoted summer reading to 19 class visits reaching over 1,000 children. In addition, Rhyme time began as we were finishing the class visits. Therefore, we experienced a revolving door of class visits and Rhyme Time back to back for 2 hours straight on June 7th and again on the 8th, setting the tone for the rest of the month.

The 43 programs offered in June ranged from the class visits, kick-off with Steve Russell, Johnson's Cycle & Fitness, Rhyme Time, Story Time, Social Brain, Jump Around, One Story One craft, Passive Programming (drop in craft over several days) and ending with an evening Family Story Time on June 30th.

Summer Reading is off to a great start. As children are still picking up their reading logs, others began turning in their June reading. The children's desk has received close to 600 (Round 1) turn ins. Parents are commenting positively regarding the extension throughout summer.

New this summer is our suggested summer reading bulletin board with book display and bibliographies. This has turned out to be a popular go-to as we find the recommendations are checked out with multiple holds--noting in 2017 to create a WPL Summer Reading Suggestions book in lieu of tri-fold. In addition, Whitman Girl Scout Troop #3473 & 3127 is in the process of making bookmarks for the summer reading display.

In an ongoing effort to create a more child friendly library, two volunteers, Piper (UW-Madison student) and Ellen Engelking (newly retired from Whitman), are shifting and relabeling the entire non-fiction collection. The labels will now be on the shelves that hold the books, versus labels at the top which is out of most children's view. A Dewey# label will display the range of titles beneath (i.e. 000-129).

Anne Kissinger attended *Critical Literacy in Critical Times* reading research symposium in Madison. In a nutshell, research is promoting choice in reading and pleasure over reading levels and present state of comprehension questions that lean towards making connections and ignoring disconnections. Digital literacy was also a large discussion as it allows the learner to follow their own trajectory, interests, social engagement while challenging themselves to 'level up.'

	Jun	YTD 2016	YTD 2015	% change
Adult Materials				
Hardcover added	641	3,768	3,507	7.4%
Paperback added	36	417	924	-54.9%
Total books added	677	4,185	4,431	-5.6%
Hardcover withdrawn	1745	4,158	4,234	-1.8%
Paperback withdrawn	14	2,390	451	429.9%
Total books withdrawn	1,759	6,548	4,685	39.8%
Bks on tape added	0	0	0	NA
Bks on tape withdrawn	0	0	146	-100.0%
Compact discs added	22	162	189	-14.3%
Compact discs withdrawn	91	234	113	107.1%
Books on CD added	49	289	304	-4.9%
Books on CD withdrawn	64	277	101	174.3%
Videocassettes added	0	0	0	NA
Videocassettes withdrawn	100	521	45	1057.8%
DVDs added	59	691	583	18.5%
DVDs withdrawn	13	376	1,412	-73.4%
Art reproductions added	0	0	15	-100.0%
Art reproductions withdrawn	0	1	0	NA
Children's Materials				
Hardcover added	282	1,916	1,626	17.8%
Paperback added	101	618	445	38.9%
Total books added	383	2,534	2,071	22.4%
Hardcover withdrawn	417	2,697	1,213	122.3%
Paperback withdrawn	120	397	239	66.1%
Total books withdrawn	537	3,094	1,452	113.1%
Bks on tape added	0	0	0	NA
Bks on tape withdrawn	0	0	0	#DIV/0!
Books on CD added	16	103	91	13.2%
Books on CD withdrawn	0	114	11	936.4%
Music CDs added	10	30	15	100.0%
Music CDs withdrawn	6	12	7	71.4%
Videocassettes added	0	0	0	NA
Videocassettes withdrawn	0	0	0	#DIV/0!
DVDs added	87	452	135	234.8%
DVDs withdrawn	17	167	418	-60.0%
Kits added	0	0	0	NA
Kits withdrawn	0	13	0	#DIV/0!
Total items added	1,303	8,446	7,834	7.8%
Total items withdrawn	2,587	11,357	8,390	35.4%
Items repaired	675	2,408	2,511	-4.1%

2016 circulation statistics .xls

	June	YTD	This month 2015	2015 YTD	% Change YTD 2015	2014 YTD	%Change YTD 2014
Attendance							
Gate count divided by 2	33,781	200,112	31,667	157,949	26.69%	196,036	2.08%
Circulation							
Total chkouts, Wauwatosa circ	72,036	389,936	74,043	394,864	-1.25%	406,851	-4.16%
Renewals					#DIV/0!	0	#DIV/0!
Manual circ	2	14	3	15	-6.67%	9	55.56%
Total circ	72,038	389,950	74,046	394,879	-1.25%	406,860	-4.16%
Chkouts by residence (from Crosstabs):							
Wauwatosa	42,092	223,479	42,263	226,025	-1.13%	228,879	-2.36%
Milwaukee	28,161	155,918	30,104	158,297	-1.50%	167,417	-6.87%
Other	1,785	10,733	1,679	10,557	1.67%	10,564	1.60%
% Wauwatosa	58.43%	57.28%	57.08%	57.24%	0.04%	56.25%	1.03%
Chkouts by Tosa residents of other library's materials:*	10,670	62,154	11,067	64,227	-3.23%	85,838	-27.59%
Items circd at Tosa, owned by other libraries*	9,246	56,382	9,475	54,959	2.59%	47,648	18.33%
Items circd by Tosa residents at other libraries	5,100	28,385	5,182	31,173	-8.94%	34,695	-18.19%
Net circ of Tosa materials to other libraries' patrons	20,080	109,699	21,517	110,313	-0.56%	117,609	-6.73%
Chkouts at Tosa by intellectual level:							
Adult	35,957	218,303	39,418	226,085	-3.44%	237,059	-7.91%
Juvenile	36,058	171,486	34,593	168,595	1.71%	169,651	1.08%
Undefined	21	147	34	185	-20.54%	110	33.64%
Holds placed on materials	1,122	6,265	1,065	6,689	-6.34%	7,429	-15.67%
Paging slips	4,626	29,185	4,746	29,333	-0.50%	32,007	-8.82%

*Beginning April 2014 these circ numbers include renewals

Programs and Other Building Use Measures 2016

	Sessions Jun	Attend Jun	Sessions YTD	Attend YTD	Sessions month last year	Attend month last year	Sessions YTD last year	Attend YTD last year
Adult								
Tours & visits	0	0	0	0	1	20	1	20
Library-sponsored programs	3	55	21	1,193	3	30	29	1,170
Other programs	32	367	257	3,036	39	453	275	4,028
Total	35	422	278	4,229	43	503	305	5,218
Children								
School visits	17	975	58	2,667	22	1,048	67	2,728
Storytimes	12	644	60	2,741	4	55	71	2,320
Outreach	2	40	9	297	3	101	16	553
Passive programming	1	40	8	236	1	53	9	420
Miscellaneous	1	37	11	725	0	0	21	701
Summer Programs	10	1,506	10	1,506	7	656	7	656
Total	43	3,242	156	8,172	37	1,913	191	7,378
Total Adult & Children	78	3,664	434	12,401	80	2,416	496	12,596

	Jun	YTD	Prev YTD	% change
Adult computer sessions	2,787	18,252	19,123	-4.55%
Total time used, hours	2,443	15,994	17,614	-9.20%
Children's computer sessions	314	1,779	2,022	-12.02%
Total time used, hours	147	1,022	1,144	-10.66%
Small study room uses	304	2,050	1,691	21.23%

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JUNE 2016 STATISTICS

REVENUE

	<u>TOTAL</u>	<u>TO DATE</u>
Fine & Fee Money Collected		
2016	4222.08	30,421.51
2016 Self Pay-Credit Card	<u>3821.84</u>	<u>21,287.09</u>
2016 Subtotal	8043.92	51708.6
2015	3807.68	30,994.32
2015 Self Pay-Credit Card	<u>3980.79</u>	<u>18,542.12</u>
2015 Subtotal	7788.47	49536.44
2014	5,664.71	38,247.07
2014 Self Pay-Credit Card	<u>2,824.81</u>	<u>15,574.47</u>
2014 Subtotal	8489.52	53821.54
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Reciprocal Borrowing		
2016	25.50	243,215.21
2015	25.00	247,869.61
2014	47.10	273,392.70
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Photocopier		
2016	337.00	2,038.82
2015	383.30	2,090.20
2014	0.00	1,790.15
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Scanner-Printers, Computer Copies, Etc.		
2016	1,050.86	5,861.81
2015	757.40	5,094.74
2014	880.40	4,980.82
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Picture Rental and Sales		
2016	50.00	2,392.50
2015	53.00	383.00
2014	72.92	386.02
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Book Sales		
2016	293.40	4,999.44
2015	114.01	4,201.59
2014	102.07	6,394.41
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Lost Materials		
2016	296.73	3,788.57
2016 Self Pay- Credit Card	<u>517.59</u>	<u>3,007.45</u>
2016 Subtotal	814.32	6,796.02
2015	173.02	3,689.19
2015 Self Pay- Credit Card	<u>499.07</u>	<u>2,456.53</u>
2015 Subtotal	672.09	6,145.72
2014	430.11	3,876.07
2014 Self Pay- Credit Card	<u>513.89</u>	<u>1,986.65</u>
2014 Subtotal	944.00	5,862.72
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Total Revenue		
2016	10,615.00	317,012.40
2015	9,793.27	315,321.30
2014	10,536.01	346,628.36