

### Financial Statements and Notes

December 2020

# Westchester Library System Statement of Financial Position - WLS Balance Sheet - Unaudited As of 12/31/2020

|                                  | 12/31/2020 | 12/31/2019     | YTD Change         | YTD % Change     |
|----------------------------------|------------|----------------|--------------------|------------------|
| Assets                           |            |                |                    |                  |
| Current Assets                   |            |                |                    |                  |
| Cash & Cash Equivalents          | 4,533,682  | 4,522,420      | 11,262             | 0.25%            |
| Unconditional Promises to Give   | 547,880    | 280,438        | 267,442            | 95.37%           |
| Accounts Receivable              | 260,186    | 135,785        | 124,401            | 91.62%           |
| Prepaid Expenses                 | 492,363    | 464,403        | 27,960             | 6.02%            |
| Security Deposits                | _0         | _0             | _0                 | 0.00%            |
| Total Current Assets             | 5,834,110  | _<br>5,403,045 | 431,065            | 7.98%            |
| Long-term Assets                 |            |                |                    |                  |
| Property & Equipment             | 476,852    | 690,188        | (213,337)          | -30.91%          |
| Total Property & Equipment       | 476,852    | 690,188        | (213,337)          | -30.91%          |
| Total Long-term Assets           | 476,852    | 690,188        | (213,337)          | - <u>30.91</u> % |
| Total Assets                     | 6,310,962  | 6,093,234      | 217,728            | <u>3.57</u> %    |
| Liabilities                      |            |                |                    |                  |
| Short-term Liabilities           |            |                |                    |                  |
| Accounts Payable                 | 1,312,510  | 432,563        | 879,947            | 203.43%          |
| Deferred Revenue                 | 10,256     | _0             | 10,256             | 100.00%          |
| Total Short-term Liabilities     | 1,322,766  | 432,563        | 890,203            | 205.80%          |
| Long-term Liabilities            |            |                |                    |                  |
| Capital Lease Obligations        | 0          | 0              | 0                  | 0.00%            |
| Deferred Rent                    | 267,665    | 282,287        | (14,622)           | -5.18%           |
| Post-Retirement Benefits Payable | 4,169,203  | 4,169,203      | _0                 | <u>0.00</u> %    |
| Total Long-term Liabilities      | 4,436,868  | 4,451,490      | (14,622)           | -0.33%           |
| Total Liabilities                | 5,759,634  | 4,884,053      | 875,581            | <u>17.93</u> %   |
| Net Assets                       |            |                |                    |                  |
|                                  | 551,327    | 1,209,181      | ( <u>657,853</u> ) | - <u>54.40</u> % |
| Total Net Assets                 | 551,327    | 1,209,181      | ( <u>657,853</u> ) | - <u>54.40</u> % |
| Total Liabilities and Net Assets | 6,310,962  | 6,093,234      | 217,728            | <u>3.57</u> %    |

### **NOTES FOR DECEMBER 2020 BALANCE SHEET**

The Balance Sheet provides a snapshot of WLS's financial position, showing the organization's assets and liabilities.

### Assets:

Current Assets (This section indicates the organization's liquidity by showing what assets WLS holds in cash and what assets will be available in cash in the near future.)

Cash & Cash Equivalents (This line shows the total cash in WLS's bank accounts, investment accounts and petty cash.) — WLS received approximately \$784,000 during the months of November and December. Notable revenues included \$257,500 from Westchester County for the fourth quarter of the year, \$62,000 in member fees, \$439,000 in payments from New York State. Slightly more than \$1,502,000 was paid out during this 2-month period, resulting in a cash position that is approximately \$716,000 less than October's position. Notable expenses included payroll expenses for 4 payroll periods (\$319,000), benefits (\$502,600, including the annual payment to the NYS pension system), 2020 and 2021 e-resource expenses (\$131,000), and other recurring expenses such as delivery, rent, telephone and internet (\$222,000).

Unconditional Promises to Give (These are promises to give money to the organization without any restrictions attached.) – The recording of \$171,800 in Westchester County revenues and \$394,500 in State revenues increased this line by \$566,300; and the receipt of 4<sup>th</sup> quarter revenue from Westchester County and New York State decreased the line by \$696,500, resulting in an overall decrease of approximately \$130,200 since October.

Accounts Receivable (These are monies owed to the organization by another party. For WLS, it generally refers to monies owed by the member libraries.) – This line decreased by approximately \$49,000 since October, driven by receipt of payments from member libraries.

Prepaid Expenses (These are expenses that WLS has paid in advance for goods or services that have not yet been received or used.) – The increase of approximately \$144,500 in this line is driven by the release of approximately \$375,700 of prepaid expenses versus the recording of nearly \$520,200 in new pre-paid expenses. The majority of this activity was related to e-content subscriptions, maintenance contracts and insurance.

### **Liabilities:**

Short Term Liabilities (Shows WLS's near-term obligations.)

Accounts Payable (Recognizes expenses that have not yet been paid. For example, WLS accrues monthly for the annual payment to the pension plan.) – This line increased by approximately \$85,800 in the November-December period. A notable payable which has been released includes the \$337,250 pension payment for which monies were accrued throughout the year. Notable payables which have been accrued are expenses for the 2020 financial audit (\$24,000) and IT equipment purchases that were made in December (\$150,000) which are attributed to the increase in this line.

Deferred Revenue (Funds received in advance for expenses not yet incurred.) – This line decreased by approximately \$452,700 during the period, primarily driven by the recognition of two months of IT revenues (\$427,000).

## Westchester Library System Statement of Revenues and Expenditures - WLS Income Statement - Unaudited 12/1/2020 - 12/31/2020

|                                       |                           | <b>Current Period</b>   | Current Period                          |                |                     |                     | Ī I |                    |
|---------------------------------------|---------------------------|-------------------------|---|----------------|---------------------|---------------------|-----|--------------------|
|                                       | 12/31/2020                | Budget                  | <b>Budget Variance</b>                  | Current Year A | tual YTD Budget     | YTD Budget Variance |     | Total Budget       |
| _                                     |                           |                         |   |                |                     |                     |     |                    |
| Revenue                               |                           |                         | (,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |                |                     | (== == .)           |     |                    |
| State Revenues without Restrictions   | 178,797                   | 193,742                 | (14,945)                                | 2,265          |                     |                     |     | 2,324,900          |
| County Revenues without Restrictions  | 85,900                    | 84,583                  | 1,317                                   | 1,030          |                     |                     |     | 1,015,000          |
| Federal Revenues without Restrictions | 13,750                    | 13,750                  | 0                                       |                | 066 165,000         |                     |     | 165,000            |
| Member Technology Fees                | 208,426                   | 235,392                 | (26,966)                                | 2,694          |                     |                     |     | 2,824,700          |
| Fund Raising & Contributions          | 17                        | 8,667                   | (8,650)                                 |                | 807 104,000         | , , ,               |     | 104,000            |
| Interest                              | 117                       | 1,667                   | (1,550)                                 |                | 909 20,000          | •                   |     | 20,000             |
| WEBS & Other                          | 737                       | 2,333                   | (1,596)                                 | 12             | 502 28,000          | (15,498)            |     | 28,000             |
| Government Revenues with Restrictions | 19,985                    | 21,550                  | (1,565)                                 | 230            | 425 236,000         | (5,575)             |     | 236,000            |
| Other Revenues with Restrictions      | 9,205                     | 3,917                   | <u>5,289</u>                            | 131            | <u>47,000</u>       | 84,167              |     | 47,000             |
| Total Revenue                         | 516,934                   | 565,600                 | ( <u>48,666</u> )                       | 6,563          | 680 6,764,600       | (200,920)           |     | <u>6,764,600</u>   |
| Expenditures                          |                           |                         |   |                |                     |                     |     |                    |
| Salaries                              | 200,291                   | 191,983                 | (8,308)                                 | 2,256          | 541 2,303,800       | 47,259              |     | 2,303,800          |
| Fringe Benefits                       | 82,438                    | 100,625                 | 18,187                                  | 1,145          | 1,207,500           | 62,327              |     | 1,207,500          |
| Professional Fees                     | 24,942                    | 9,158                   | (15,783)                                | 149            |                     |                     |     | 109,900            |
| Equipment                             | 6,608                     | 4,567                   | (2,041)                                 |                | 266 54,800          |                     |     | 54,800             |
| Library Materials                     | 84,585                    | 64,040                  | (20,546)                                |                | 012 775,700         |                     |     | 775,700            |
| Rent and Utilities                    | 27,552                    | 28,833                  | 1,281                                   | 354            |                     |                     |     | 346,000            |
| Repairs and Maintenance               | 30,062                    | 41,163                  | 11,101                                  | 451            |                     |                     |     | 504,500            |
| Supplies                              | 813                       | 3,150                   | 2,337                                   |                | 222 37,800          |                     |     | 37,800             |
| Telephone and Internet                | 35,160                    | 31,900                  | (3,260)                                 |                | .803 382,800        |                     |     | 382,800            |
| Printing and Postage                  | 1,718                     | 4,559                   | 2,841                                   |                | 209 54,700          |                     |     | 54,700             |
| Bibliographic Fees                    | 6,596                     | 6,042                   | (554)                                   |                | 629 72,500          |                     |     | 72,500             |
| Professional Development              | 189                       | 5,625                   | 5,436                                   |                | .038 80,500         |                     |     | 80,500             |
| Travel                                | 1,993                     | 3,108                   | 1,115                                   |                | .693 37,300         |                     |     | 37,300             |
| Memberships                           | 181                       | 1,775                   | 1,594                                   |                | 950 23,700          |                     |     | 23,700             |
| Contractual Services                  | 37,046                    | 40,508                  | 3,462                                   | 229            |                     |                     |     | 486,100            |
| Delivery Service                      | 37,311                    | 34,833                  | (2,478)                                 |                | 946 418,000         |                     |     | 418,000            |
| Special Events                        | 0                         | 833                     | 833                                     |                | 018 10,000          |                     |     | 10,000             |
| Insurance                             | 3,431                     | 2,083                   | (1,348)                                 |                | 089 25,000          |                     |     | 25,000             |
| Miscellaneous                         | 2,564                     | 2,100                   | (464)                                   |                | 296 25,200          |                     |     | 25,200             |
| Total Expenditures                    | <u>-2,55 -</u><br>583,480 | <u>-,255</u><br>576,887 | (6,594)                                 | 6,585          |                     |                     |     | 6,955,800          |
| Total Experiarea                      |                           |                         |   |                |                     |                     |     |                    |
| Net Revenue Before Depreciation       | ( <u>66,546</u> )         | ( <u>11,287</u> )       | ( <u>55,259</u> )                       | (22,           | <u>(191,200)</u>    | 168,885             |     | ( <u>191,200</u> ) |
| Non-Cash Activity                     |                           |                         |   |                |                     |                     |     |                    |
| Depreciation                          | 18,741                    | 0                       | (18,741)                                | 226            | 182                 | (226,182)           |     | 0                  |
| Unrealized Gain/Loss on Investments   | (104)                     | <u>0</u>                | 104                                     | 3              | <u>279</u> <u>0</u> |                     |     | 0                  |
| Total Non-Cash Activity               | 18,638                    | _0                      | (18,638)                                | 229            | <del></del>         |                     |     | 0                  |
| Net Revenue                           | ( <u>85,184</u> )         | ( <u>11,287</u> )       | ( <u>73,897</u> )                       | (251,          | 776) (191,200)      | ( <u>60,576</u> )   |     | ( <u>191,200</u> ) |

### **NOTES FOR DECEMBER 2020 INCOME STATEMENT**

#### Revenues:

Total revenues for December fell short of the monthly budget by approximately \$49,000, largely driven by the reduction in funding from NYS in 2020 and the deficit in the *Member Technology Fees* line, which is directly attributed to the discount applied to the July – December 2020 technology fees approved at the 5/26/2020 WLS Board Meeting.

Overall revenues for the year fell short of the budget by \$201,000, driven primarily by the above-mentioned discount to technology fees (\$130,000) and revenues from New York State (\$60,000). Revenues from Westchester County came in \$15,000 more than had been budgeted, the result of a last-minute adjustment by the County after the WLS budget had been approved.

State Revenues without Restrictions – This line is one of the primary sources of funding for WLS operations. For 2020, this line came in just short of \$60,000 under budget. This is driven by a 2.6% cut to funding that was applied after the WLS budget was approved. It should be noted that there have been announcements about the 20% hold back in payments being made permanent through a 5% cut before the close of the NYS 2020-2021 fiscal year. However nothing official from the State has been received to permit that to be recorded at the time of this report.

Fund raising and Contributions came in \$85,000 short of the budget target, however, Other Revenues with Restrictions ended the year with \$84,000 more than the budgeted target, driven entirely by restricted contributions received, and so the two lines should be looked at together as having met their combined budget goal.

### **Expenses**:

Overall spending for December came in \$6,600 over budget before depreciation, but \$369,800 under budget for the entire year. The overspending in December can largely be attributed to the recording of required year-end entries; overall underspending is largely attributable to unspent salary, fringe benefits and contractual services over the course of the year.

While spending outpaced revenue for the month of December by more than \$55,000, the year will close with a net revenue before depreciation of nearly \$169,000. After depreciation, net revenue came in at a deficit of approximately \$60,500, which an improvement over the \$191,200 deficit originally budgeted by more than \$130,000.

There were notable deficits and surpluses in the following lines:

Salaries – This line was overspent by \$8,300 for the month of December, driven by payout of the sick leave incentive for 2020. The line was underspent by \$47,000 for the year, primarily the result of two vacancies from retirements in the final guarter of the year.

Equipment – This line was overspent for the month of December by \$2,000 and for the year by \$101,500. The overall deficit in this line can be attributed to purchases that were recommended from the IT audits. Note that additional equipment purchases not included on this report were made as capital expenditures and are included in the attached capital budget report.

Library Materials – This line was overspent by \$20,500 for December and \$178,000 for the year. Since the social isolation associated with the COVID-19 pandemic, WLS arranged to allow for increased usage of e-content by library users, which resulted in greater activity in this line and accompanying increased expenses with the expectation that other lines would be equally underspent as noted below.

Fringe Benefits – This line was underspent by \$18,000 for December and \$62,000 for the year. The underspend for the month is driven primarily by the 2020 pension payment having been made in December. The underspending from the year is primarily the result of lower than budgeted costs for pension and health insurance as well as vacancies caused by retirements.

*Professional Fees* – This line was overspent by approximately \$16,000 in December and by just under \$40,000 for the year. The overspending in December is due to the recording of a year-end entry for 2020 audit fees which was budgeted evenly across all twelve months of the year. The line was overspent due to the cost of the IT audits, which were greater than anticipated.

Several lines came in under budget for the month of December and overall for 2020, which can be directly attributed to the government shutdowns, travel restrictions and change of working styles resulting from the COVID-19 pandemic. The lines and underspending, noted as (underspend for December / underspend for 2020) include Repairs and Maintenance (\$11,100 / \$53,400), Supplies (\$2,300 / \$12,500), Printing and Postage (\$2,841 / \$36,500), Professional Development (\$5,400 / \$26,500), and Contractual Services (\$3,400 / \$256,400). Delivery Service was overspent by \$2,500 for December but was also underspent for the year by more than \$80,000 due to the shutdown caused by the COVID-19 pandemic.

### Westchester Library System Statement of Revenues and Expenditures Three-year Comparison 2018-2020 - Unaudited

|                                       |            | l          | nree-year Compa   | aris <u>on 2018-2020 - C</u> | Inaudited  |                |            |            |            |
|---------------------------------------|------------|------------|-------------------|------------------------------|------------|----------------|------------|------------|------------|
|                                       |            |            | YTD Budget        |                              |            | YTD Budget     |            |            | YTD Budget |
|                                       | 12/31/2020 | YTD Budget | Variance          | 12/31/2019                   | YTD Budget | Variance       | 12/31/2018 | YTD Budget | Variance   |
| Revenue                               |            |            |                   |                              |            |                |            |            |            |
| State Revenues without Restrictions   | 2,265,169  | 2,324,900  | (59,731)          | 2,354,898                    | 2,324,000  | 30,898         | 2,318,334  | 2,301,300  | 17,034     |
| County Revenues without Restrictions  | 1,030,000  | 1,015,000  | 15,000            | 999,990                      | 1,015,000  | (15,010)       | 1,000,000  | 1,000,000  | 17,034     |
| Federal Revenues without Restrictions | 159,066    | 165,000    | (5,934)           | 156,174                      | 160,000    | (3,826)        | 1,000,000  | 1,000,000  | 0          |
| Member Technology Fees                | 2,694,635  | 2,824,700  | (130,065)         | 2,847,837                    | 2,827,200  | 20,637         | 2,808,236  | 2,772,100  | 36,136     |
| Fund Raising & Contributions          |            |            |                   |                              |            |                |            |            |            |
| Interest                              | 18,807     | 104,000    | (85,193)<br>1,909 | 25,965                       | 62,000     | (36,035)       | 221,445    | 102,000    | 119,445    |
| WEBS & Other                          | 21,909     | 20,000     |                   | 18,889                       | 12,000     | 6,889<br>(191) | 16,444     | 6,000      | 10,444     |
| Restricted Grants                     | 12,502     | 28,000     | (15,498)          | 27,609                       | 27,800     |                | 28,096     | 35,800     | (7,704)    |
|                                       | 230,425    | 236,000    | (5,575)           | 236,069                      | 235,700    | 369            | 238,126    | 235,500    | 2,626      |
| Restricted Other                      | 131,167    | 47,000     | 84,167            | 164,710                      | 51,300     | 113,410        | 121,656    | 20,000     | 101,656    |
| Total Revenue                         | 6,563,680  | 6,764,600  | (200,920)         | 6,832,142                    | 6,715,000  | 117,142        | 6,752,337  | 6,472,700  | 279,637    |
| Expenditures                          |            |            |                   |                              |            |                |            |            |            |
| Salaries                              | 2,256,541  | 2,303,800  | 47,259            | 2,249,139                    | 2,434,800  | 185,661        | 2,343,254  | 2,376,900  | 33,646     |
| Fringe Benefits                       | 1,145,173  | 1,207,500  | 62,327            | 1,146,326                    | 1,213,500  | 67,174         | 1,130,553  | 1,187,000  | 56,447     |
| Professional Fees                     | 149,890    | 109,900    | (39,990)          | 30,978                       | 36,400     | 5,422          | 29,580     | 28,900     | (680)      |
| Equipment                             | 156,266    | 54,800     | (101,466)         | 137,965                      | 219,600    | 81,635         | 107,923    | 212,400    | 104,477    |
| Library Materials                     | 954,012    | 775,700    | (178,312)         | 797,585                      | 811,400    | 13,815         | 730,182    | 769,800    | 39,618     |
| Rent and Utilties                     | 354,517    | 346,000    | (8,517)           | 347,251                      | 346,000    | (1,251)        | 328,153    | 337,600    | 9,447      |
| Repairs and Maintenance               | 451,018    | 504,500    | 53,482            | 422,325                      | 477,600    | 55,275         | 479,137    | 477,700    | (1,437)    |
| Supplies                              | 25,222     | 37,800     | 12,578            | 32,152                       | 43,100     | 10,948         | 23,472     | 38,100     | 14,628     |
| Telephone and Internet                | 326,803    | 382,800    | 55,997            | 351,355                      | 360,000    | 8,645          | 338,007    | 359,000    | 20,993     |
| Printing and Postage                  | 18,209     | 54,700     | 36,491            | 65,830                       | 68,800     | 2,970          | 70,866     | 52,600     | (18,266)   |
| Bibliographic Fees                    | 77,629     | 72,500     | (5,129)           | 69,622                       | 72,500     | 2,878          | 69,326     | 70,000     | 674        |
| Professional Development              | 54,038     | 80,500     | 26,462            | 59,788                       | 75,600     | 15,812         | 95,989     | 52,200     | (43,789)   |
| Travel                                | 12,693     | 37,300     | 24,607            | 20,231                       | 37,700     | 17,469         | 22,160     | 36,200     | 14,040     |
| Memberships                           | 6,950      | 23,700     | 16,750            | 14,647                       | 16,400     | 1,753          | 12,042     | 15,100     | 3,058      |
| Contractual Services                  | 229,687    | 486,100    | 256,413           | 182,430                      | 146,700    | (35,730)       | 119,137    | 129,200    | 10,063     |
| Delivery Service                      | 337,946    | 418,000    | 80,054            | 425,068                      | 406,500    | (18,568)       | 388,044    | 393,500    | 5,456      |
| Special Events                        | 1,018      | 10,000     | 8,982             | 4,734                        | 10,000     | 5,266          | 10,418     | 12,000     | 1,582      |
| Insurance                             | 21,089     | 25,000     | 3,911             | 19,961                       | 25,000     | 5,039          | 20,626     | 25,000     | 4,374      |
| Interest                              | 0          | 0          | 0                 | 0                            | 0          | 0              | 0          | 500        | 500        |
| Miscellaneous                         | 7,296      | 25,200     | 17,904            | 4,385                        | 15,700     | 11,315         | 6,488      | 13,700     | 7,213      |
| Total Expenditures                    | 6,585,996  | 6,955,800  | 369,804           | 6,381,771                    | 6,817,300  | 435,529        | 6,325,356  | 6,587,400  | 262,044    |
| Net Revenue Before Depreciation       | (22,316)   | (191,200)  | 168,885           | 450,371                      | (102,300)  | 552,671        | 426,981    | (114,700)  | 541,681    |
| Non-Cash Activity                     |            |            |                   |                              |            |                |            |            |            |
| Depreciation                          | 226,182    | 0          | (226,182)         | 270,892                      | 0          | (270,892)      | 242,282    | 0          | (242,282)  |
| Unrealized Gain/Loss on Investments   | 3,279      | 0          | (3,279)           | 270,032                      | 0          | (2,0,032)      | 272,202    | J          | (272,202)  |
| Total Non-Cash Activity               | 229,460    | 0          | (229,460)         | 270,892                      | 0          | (270,892)      | 242,282    | 0          | (242,282)  |
| Net Revenue                           | (251,776)  | (191,200)  | (60,576)          | 179,479                      | (102,300)  | 281,779        | 184,698    | (114,700)  | 299,398    |

### Income Statement - January 3-Year Comparison

"Housekeeping" reminders:

1. In 2019, some revenue lines were re-labeled as follows:

2019 & 2020 2018
State Payanus Without Postrictions Create 6

State Revenues Without RestrictionsGrants StateCounty Revenues without RestrictionsGrants CountyFederal Revenues without RestrictionsGrants FederalGovernment Revenues with RestrictionsRestricted GrantsOther Revenues with RestrictionsRestricted Other

As a result of relabeling the last two line items, some revenues have moved between these lines in 2019 and 2020.

2. In 2018, no monies were budgeted in the Grants Federal line. Now that WLS has again applied for and is receiving eRate monies, these revenues were included in the 2019 and 2020 budgets.

### Revenues:

At year-end of 2018 and 2019, revenues were ahead of budget. However, in 2020 revenues fell short of the budget by more than \$200,000, which was driven by three factors: (1) a reduction in IT fees approved by the Board totaling \$134,000, (2) a 2.6% cut in funding from NYS which occurred after the WLS budget had been approved and (3) missed revenue from an inability to provide WEBS seminars due to the COVID-19 pandemic. In 2019, the surplus was the result of an additional \$30,000 in State revenues and \$60,000 in contributions toward 2020 census activities. In 2018, the surplus was driven by an unanticipated \$200,000 gift received in that year. Below are notes regarding otherwise notable lines:

State Revenues without Restrictions – This line is one of the primary sources of funding for WLS operations. As indicated in the note for the December-2020 Income Statement, this line came in just short of \$60,000 under budget but may be further adjusted between the time of this report and the final audit report as news is released from Albany. For 2019, came in \$30,000 over budget because of \$30,000 in Bullet Aid received at the request of Senator Peter Harckham. In 2018, State revenues exceeded budget due to an unanticipated increase in NYS library allocations.

County Revenues without Restriction – In 2020, this line came in \$15,000 higher than budgeted due to a last-minute addition to WLS' allocation by the County Board of Legislators. In 2019., this line came in \$15,000 under budget driven by a last-minute change by the County after the WLS budget had been approved. County revenues came in on budget in 2018.

Fundraising & Contributions/Restricted Grants/Restricted Other — In the current year, the combination of these lines exceeds the year-to-date budget by approximately \$77,000 due to raising monies for strategic initiatives, specifically Census 2020, adjusting services to address COVID challenges and Vision Labs. In 2019, these lines collectively exceeded the budget by \$75,000 due to fundraising for strategic initiatives, specifically Census 2020. In 2018, these lines collectively exceeded budget due to the \$200,000 gift noted above.

Other Revenues with Restrictions – This line came in more than \$15,000 under budget for 2020 primarily due to the revenue lost from not being able to provide in-person WEBS seminars due to the COVID-19 pandemic. In 2019, this line came in essentially on budget (0.7% under). In 2018, this line closed at more than \$7,700 under budget. This was primarily driven by one library cancelling WEBS seminars midway through the year.

### **Expenses:**

In each of the three years the WLS approved budget assumed a year-end deficit. In each year, staff were cautious in spending. Notable variations in spending in some of the lines are identified below:

Salaries – The Salaries line includes salaries, overtime and hourly wages. The surplus in this line is the result of two staff retirements where one position will not be filled and the other was filled with a person already on staff as part of a succession plan. In 2019, there was a much larger surplus in this line due to multiple vacancies due to unanticipated retirements. In 2018 the surplus was driven by spending for hourly-paid employees, which fluctuates from week to week depending on WLS needs and staff schedules.

Fringe Benefits – The Fringe Benefits line includes health insurance (active staff and retirees), disability, workers compensation, dental/life/vision, Social Security/Medicare, and pension contributions. Underspending in this line in 2019 is driven by health insurance expenses and the combination of the unanticipated retirements and staff members who declined insurance. In 2018 and 2020, this line was underspent as well, the result of lower-than budgeted costs for health insurance and pension.

Equipment – In the current year, this line was overspent primarily due to near term purchases that were recommended as part of the IT audits; in 2019, this line was underspent because of delays in hardware purchases due to reviews of technology strategy and the IT audits that were in progress at that time; in 2018, some equipment purchases were not made due to anticipated budget shortfalls.

Library Materials – The budget for this line was increased in 2019 and was comparable in 2020 and 2018. However, the spending in these lines has steadily increased year over year for the three-year period. Increased spending in 2019 was due to the increased budget allocations driving spending; in 2020 the increased spending was driven by increased access to e-resources being provided to combat the isolation due to the COVID-19 pandemic with the knowledge that there would be reduced spending in other areas, specifically *Delivery Service*.

Repairs and Maintenance – While overall this line is underspent in 2020 due to reduced spending on hardware and equipment maintenance, expenses within this line for software and software maintenance were overspent for the year. This line was underspent for 2019 because of delays in software purchases due to reviews of technology strategy and the IT audits currently in progress.

Printing and Postage – Underspending in this line for 2020 can be directly attributed to two factors: (1) the addition of the Empire Library Delivery (ELD) reduced dependence on paid courier services like UPS, FedEx and the Post Office for exchanging ILL materials and (2) the shutdown for COVID-19 reduced the overall postage and printing demands of the organization. Overspending in 2018 was driven by expenses for WLS signage and marketing expenses associated with a contribution for marketing activity, neither of which had not been included in the budget.

Professional Development – This line was underspent in 2020 by \$26,400 as a direct impact of the limited travel and shutdowns from the COVID-19 pandemic. This line was underspent by \$15,800 for 2019, in large part due to disruptions in IT operations. In 2018 overspending of \$43,800 in this line was driven by the following expenses: unbudgeted expenses for Palmer School classes, sexual harassment training workshops and a suite of IT workshops.

Contractual Services – In 2020, this line was underspent by \$256,400 and driven by a number of factors including (1) customizations to the Evergreen ILS that were able to be satisfied without costly code development, (2) allocations for WEBS seminars that were not able to be held because of the COVID-19 pandemic and (3) an allocation for contractors in IT to perform a speedier rollout of new PCs which was postponed due to the pandemic. An unanticipated retirement at the beginning of 2019 required WLS to use contractual services to fulfill the commitments of the Youth Services department, which resulted in a \$35,000 deficit in this line at year-end.

### NOTES FOR DECEMBER 2020 INCOME STATEMENT FOR CAPITAL FUNDS

#### Revenues:

There are no revenues as all activity is funded from existing reserves.

### **Expenses:**

On the Expense side, total expenses for December are approximately \$240,400 and year-to-date expenses are approximately \$406,000 against a budget of \$735,000. The capital budget is comprised of expenses for three projects: (1) \$180,000 for network (wireless) equipment replacement, (2) \$30,000 for a data dashboard and (3) \$525,000 for replacement of public PCs.

The Board approved capital request for VDI equipment at the Dec 1, 2020 meeting which included \$400,000 for equipment, installation and support. Apart from the capital budget projects above, which will close with the year, this project is expected to have expenses that will also be incurred in early 2021.

Equipment – In December there was \$237,700 in equipment expenses. \$90,100 were equipment for the VDI project mentioned above. \$147,600 was for PCs and monitors as part of the replacement PC project. The year closed with a total of \$403,400 spent in equipment. In addition to the December expenses, also included is \$9,700 in wireless network equipment, and \$156,000 in additional replacement PCs.

Contractual Services – The expense in this line was related to configuration services for the VDI equipment purchased in December.

### **Project Summary**

| Project             | Budget      | Total expenses |
|---------------------|-------------|----------------|
| Replacement PCs     | \$525,000   | \$303,600      |
| VDI Upgrade         | \$400,000   | \$92,800       |
| Network replacement | \$180,000   | \$9,700        |
| Total               | \$1,135,000 | \$406,100      |

### Income Statement - Capital - Unaudited

|                      |            | Current Period    | Current Period     | Current Year       |                    | YTD Budget |                    |
|----------------------|------------|-------------------|--------------------|--------------------|--------------------|------------|--------------------|
|                      | 12/31/2020 | Budget            | Budget Variance    | Actual             | YTD Budget         | Variance   | Total Budget       |
|                      |            |                   |                    |                    |                    |            |                    |
| Expenditures         |            |                   |                    |                    |                    |            |                    |
| Equipment            | 237,696    | 58,750            | (178,946)          | 403,386            | 705,000            | 301,614    | 705,000            |
| Contractual Services | 2,692      | 2,500             | ( <u>192</u> )     | 2,692              | 30,000             | 27,308     | 30,000             |
| Total Expenditures   | 240,388    | 61,250            | (179,138)          | 406,077            | 735,000            | 328,923    | 735,000            |
|                      |            |                   |                    |                    |                    |            |                    |
| Net Revenue          | (240,388)  | ( <u>61,250</u> ) | ( <u>179,138</u> ) | ( <u>406,077</u> ) | ( <u>735,000</u> ) | 328,923    | ( <u>735,000</u> ) |