

# Connecting Locally

New Jersey Public Library Directors' Summit  
New Jersey State Library and LibraryLinkNJ  
October 24, 2017, East Windsor, NJ

Presentation by: Susan Quinn, Library Director  
Ocean County Library  
Toms River, NJ

# Advice for New Library Directors: Finance



## Ocean County Library Finance 2016

County Dedicated Tax:	\$35.4 million
Salaries & Wages:	\$16.5 million
Fringe Benefits:	\$9.5 million
Collection:	\$3.5 million
Technology:	\$1.3 million
Programs:	148,000

# Advice for New Library Directors: Finance



## Ocean County Library Finance 2016: The Services

Registered Borrowers:	238,889
Collection Size:	1.3 Million
Circulation:	4.2 million
Number of Library Programs:	12,663
Program Attendance:	238,892
Visitor Count:	2.3 million
Reference Questions Answered:	1.2 million
Online Catalog Use:	1.3 million
Public Computer Use:	793,594
Meeting Room Use by the Public	2,936

# Connecting Locally: Development



**Development = Relational**

# Connecting Locally: Development



- Development is the building, over time, of a continuous, powerful and life-long connection between someone and your library.
- The development process includes extended research and cultivation, thorough education, and attentive planning and care.



- County Library Director reports to either:
  - Library Commission (Board of Directors)
  - County Administrator.
  
- County Library Directors will work with:
  - Library Board
  - Freeholders
  - County Administrators
  - Mayors and Council People
  - State Legislators
  - The Press
  - Unions
  - Friends of the Library
  - Library Foundation
  - Donors
  - Community Partners
  - Library Staff
  - **The Public!**



## Elected Board of Chosen Freeholders: Runs the Business of the County

- Elected by voters from all municipalities in the county.
- Work with residents and municipal elected officials (mayors, council members, etc.).
- Work with County Constitutional Officers who are elected by residents in all municipalities in the County: County Clerk, County Sheriff, and County Surrogate.
- Work with state elected officials who represent the County in the New Jersey State Senate and Assembly



## Elected Board of Chosen Freeholders: Runs the Business of the County

- Each Freeholder serves as liaison to a county department and/or independent county agency.
  - An independent agency has its own governing board of directors.
- Appoint a County Administrator to lead the County's departments and day-to-day operations on a budget approved by the board of freeholders.
  - Atlantic, Bergen, Essex, Hudson and Mercer, have a separately elected county executive.





## Elected Board of Chosen Freeholders: Runs the Business of the County

### Examples of County Departments and Independent Agencies:

Buildings & Grounds  
Business Development  
& Tourism  
Consumer Affairs  
County College & Vo-Tech  
Courthouse  
Engineering Department  
Finance

Health Department  
Human Resources  
Human Services  
Information Technology  
Jail  
Library  
Management & Budget  
Parks and Recreation

Planning Department  
Public Information  
Public Safety  
Roads Department  
Senior Services  
Social Services  
Solid Waste Management  
Veterans Services



- Get to know your County's Department Heads and Professional Staff!
- Remember, people like to work with people they know.
  - Get to know them on a first name basis.
  - Show them how the Library can partner with their departments to help the County provide excellent service to residents.



Some days you will feel like your work day is a scene from a situation comedy and these people can help you.



Some days you will feel like your work day is a scene from a situation comedy and these people can help you.



Sometimes you have to work with people that you don't like - or who are difficult.



Sometimes you have to work with people that you don't like - or who are difficult.



Leslie Knope (Amy Poehler)



Tammy the Librarian (Megan Mullally)

“Pawnee’s library department are the most diabolical, ruthless bunch of bureaucrats I’ve ever seen. They’re like a biker gang, but instead of shotguns and crystal meth, they use political savvy and shushing.”

--Leslie Knope, Director, Pawnee Parks & Recreation



- Always remain professional.
  - Try to see their point of view.
  - Maybe they are just doing their job.
  - Maybe there is a good reason that they said “No.”
- You don’t have to like someone to work with someone effectively.



- Most people will help you.





"I know you've heard it a thousand times before. But it's true--hard work pays off. If you want to be good, you have to practice, practice, practice. If you don't love something, then don't do it."

--Ray Bradbury

# Advice for New Library Directors: Final Words

The End