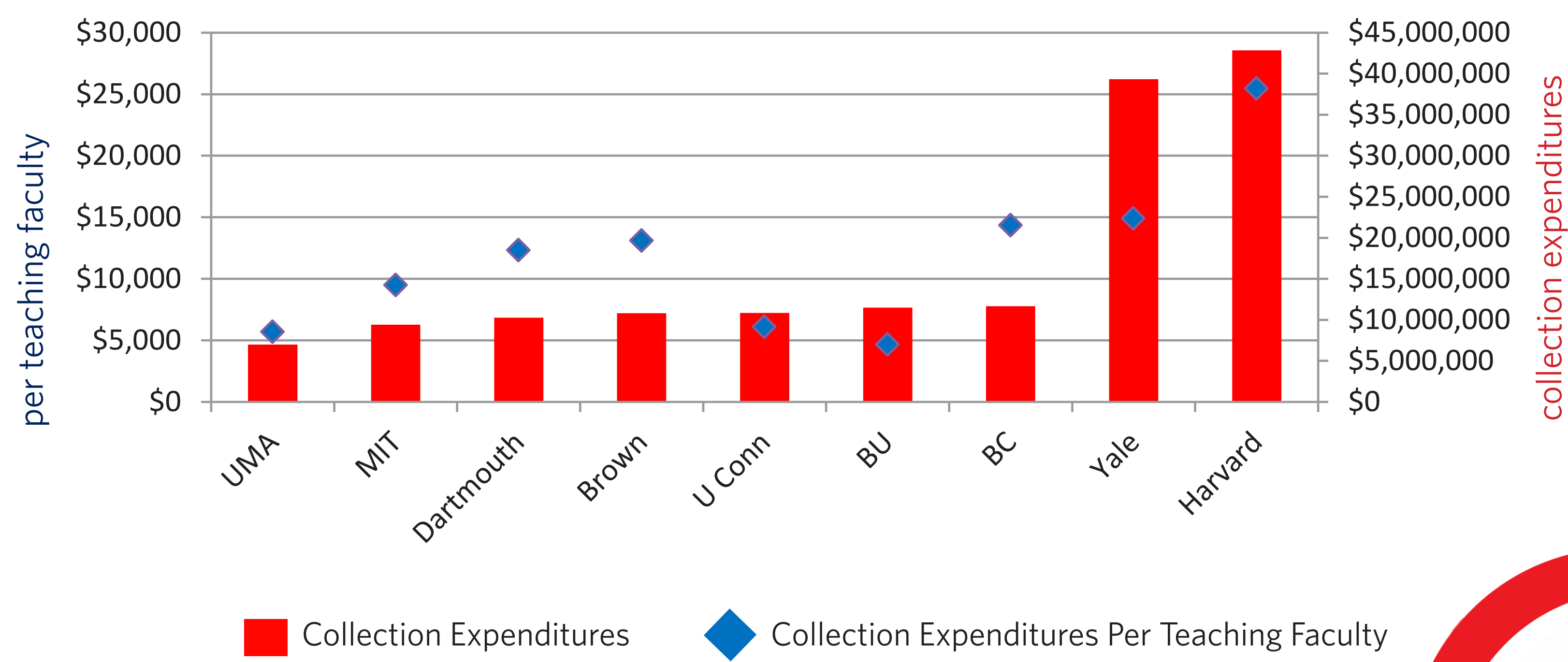
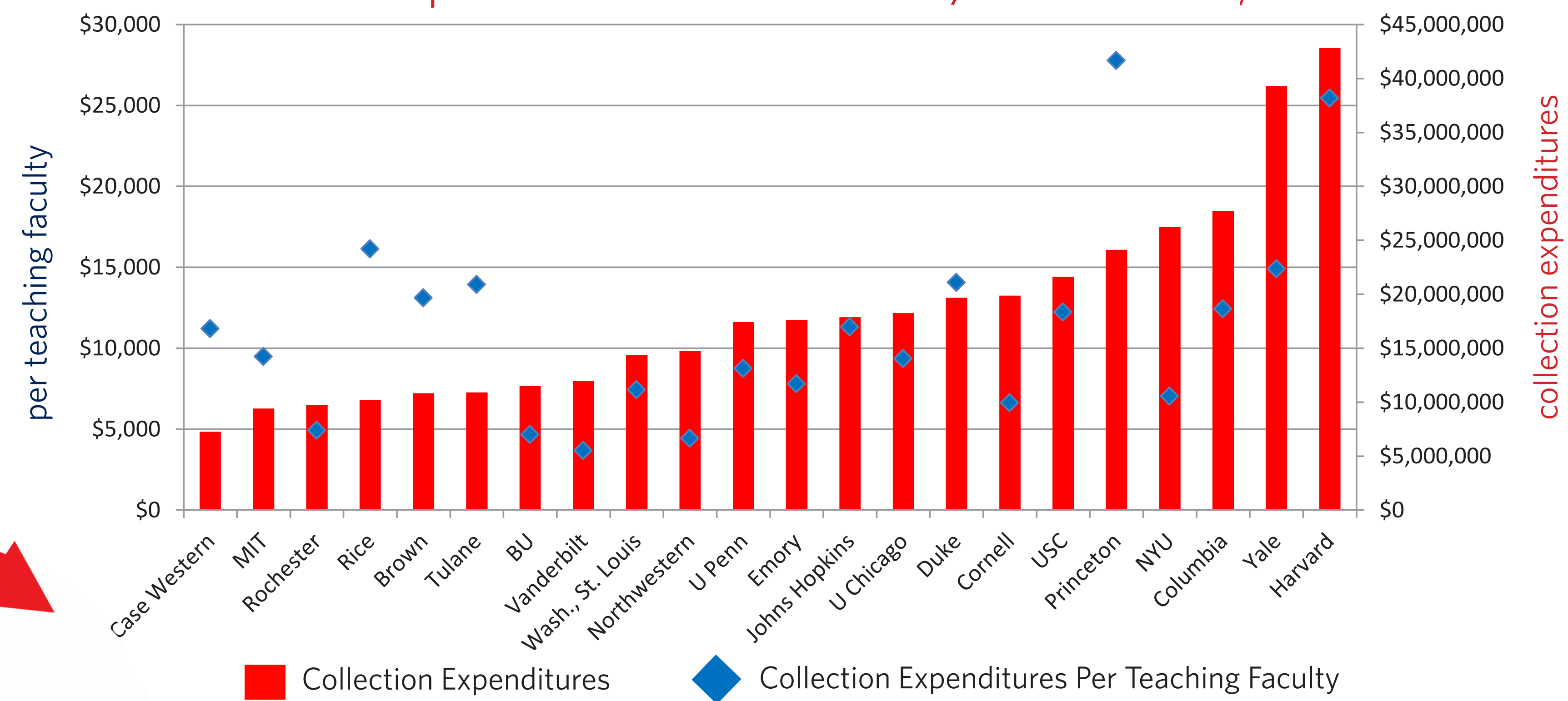


USING PEER COMPARISONS TO DEVELOP PERSUASIVE NARRATIVES FOR COLLECTION BUDGET NEGOTIATIONS

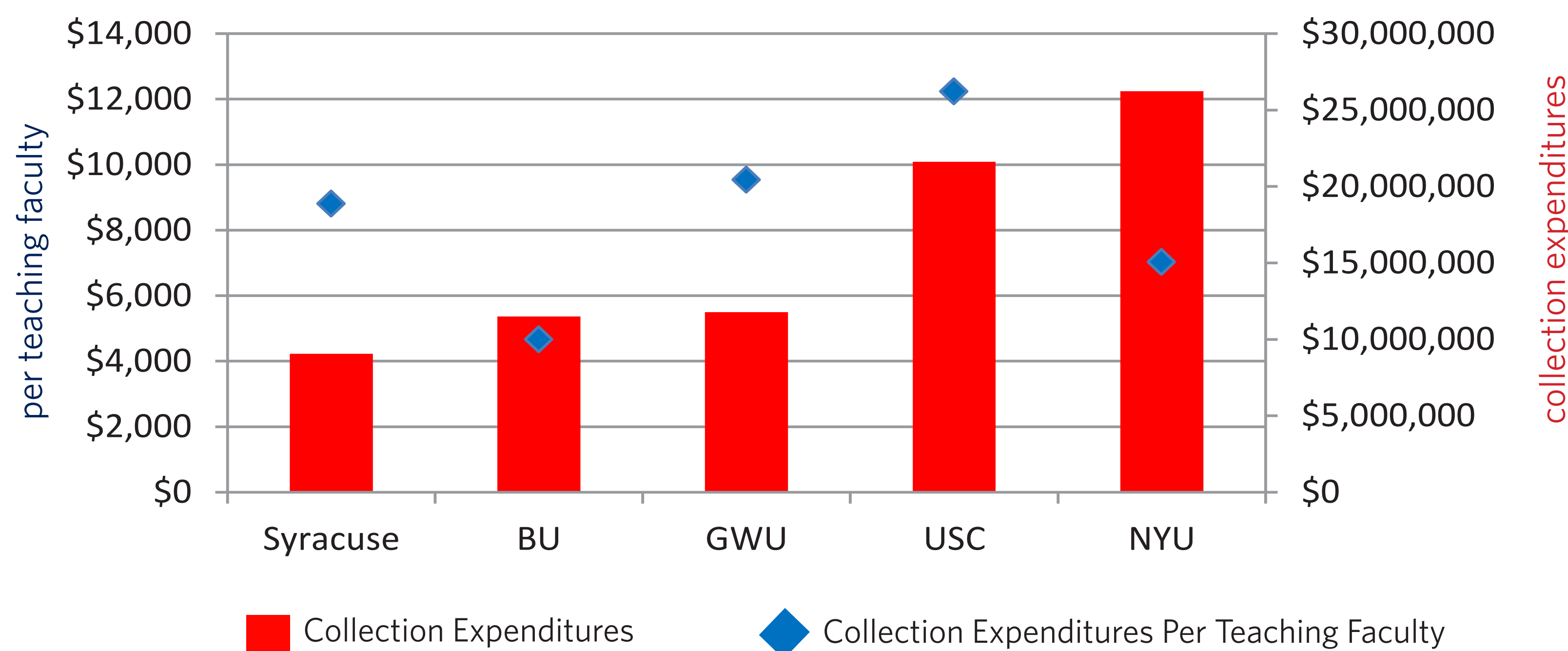
Collection Expenditures of New England ARL Libraries, 2013



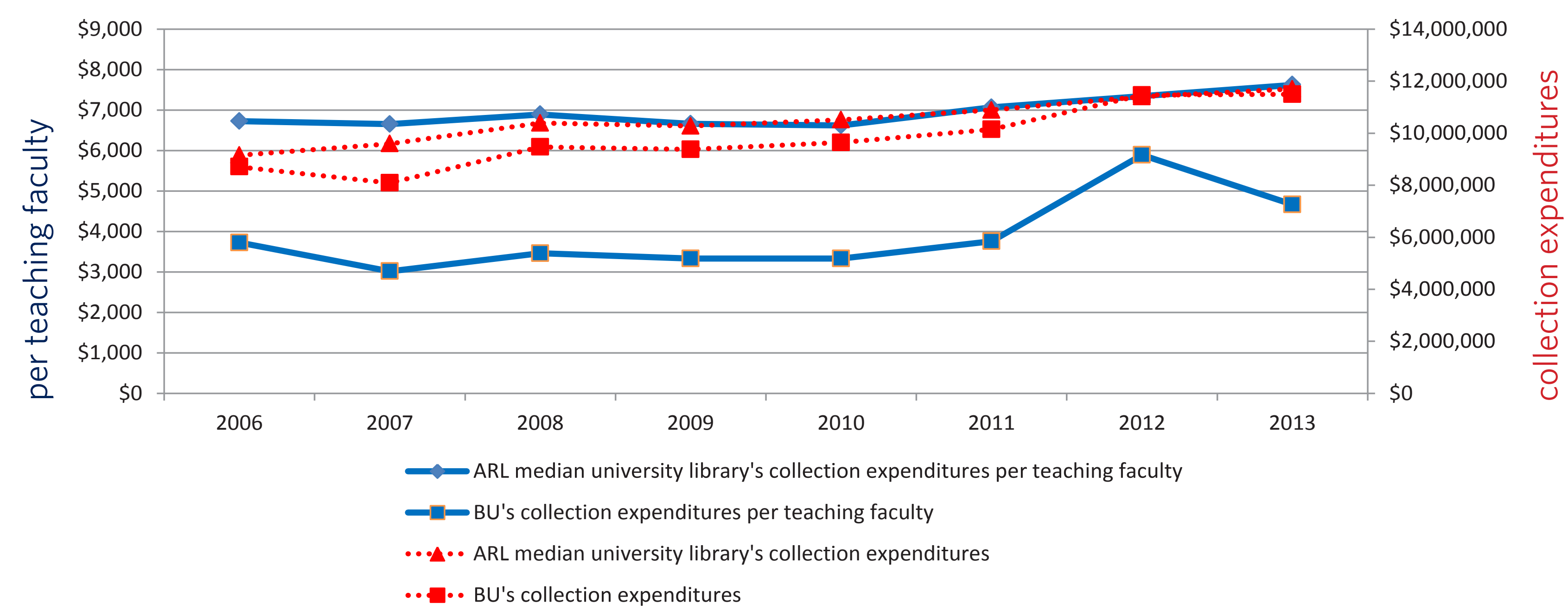
Collection Expenditures of Private AAU/ARL Libraries, 2013



Collection Expenditures of BU Identified Peers in ARL, 2013



Collection Expenditures by BU & ARL Median Univ. Libraries, 2006-2013



THE PURPOSE in creating these related graphs is to broaden the perspective of university decision makers by visually presenting highly relevant and understandable data. ARL is an organization university administrators know and respect. By presenting data from the ARL Annual Surveys there is an immediate recognition of the source.

In this series, we present collection allocations in increasingly aspirational comparisons with different groups of peer institutions. By making comparisons with ARL institutions which university administrators have defined as traditional or aspirational peers and by showing allocations by strategically important user groups such as faculty, there is an immediate understanding.

THE IDEA is to shift the conversation from just asking for more resources to expanding the context within which decisions are made. How does the amount of our collection allocation compare with our traditional and aspirational peer institutions? How does the size of our user groups influence how much can be spent per student or faculty member? How does this year's collection allocation affect trends over time as compared with the median university library in ARL?

DATA SOURCE

ARL Statistics Analytics (www.arlstatistics.org)

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Comparison of BU & ARL Median University Libraries for Selected Variables, 2013

	Boston University	ARL Median
Materials expenditures	\$11,494,395	\$11,697,021
Prof. salaries & wages	\$6,454,916	\$5,875,811
Salaries & wages	\$10,686,500	\$10,035,471
Library expenditures	\$24,778,840	\$24,778,840
Fulltime students	26,059	25,076
Fulltime graduate students	9,425	5,510
Doctoral degrees awarded	1,164	542
Teaching faculty	2,462	1457
Titles held	2,917,558	3,323,213
Electronic books	1,106,981	763,919
Ongoing resource purchases	\$9,333,564	\$8,742,613

