

## Our Service and Your Budget

**QUESTION:** How does the Library justify allocating budget dollars for Unique Management's material recovery service when dollars are scarce or when budgets are tightened?

When budgets are tight or being reduced, it becomes even more important to use our material recovery service to protect the Library's assets and to increase revenue.

Unique Management's material recovery service is one of the most cost effective, high-return investments a Library can make. Our proven ability to help the Library recover lost materials and fines protects the Library's assets and reduces expenses.

The average return on investment among our 1400 customers ranges between \$4 and \$7 for each dollar invested. For every \$1 spent with Unique Management, the Library should see around \$4-\$7 worth of materials, cash, and waived amounts come back to the Library.

Libraries who can meet the criteria to receive our Budget Neutrality Guarantee are in a very good position. Unique Management will guarantee in writing that **in addition to all the recovered materials** that the Library will recover enough cash/waived amounts from responding patrons to cover the Unique Management invoice. In other words there is no out of pocket cost to use the service.

Most Libraries using Unique Management are not only budget neutral **but actually produce revenue over and above the cost of the service!**

When preparing the Library's annual budget, it is important to consider how much of the materials budget will need to be used on replacing popular items that have not been returned to the Library. Most Libraries would rather use the material budget to purchase new and popular items rather than replace non returned items.