

LAKE COUNTY LIBRARY SYSTEM TECHNOLOGY PLAN 2008-2011

Introduction

The Lake County Library System (LCLS) is a cooperative library system serving Lake County's 276,258 residents through interlocal agreements between the County and the governing bodies of its seven (7) participating Member Libraries. The system also includes six (6) County Branch Libraries. Headquarters consists of 2 sites: a separate administrative office (including network and system administration and technical services) and mainframe and internet servers located in the County administrative complex in Tavares. The seven (7) member libraries consist of the Leesburg Public Library, the Fruitland Park Library, the Lady Lake Public Library, the W. T. Bland Public Library in Mount Dora, the Tavares Public Library, the Helen Lehmann Memorial Library in Montverde and the Umatilla Public Library. The six (6) County Branch Libraries consist of the Cooper Memorial Library in Clermont, the Cagan Crossings Community Library in the Four Corners area (formerly known as the Citrus Ridge County Library), the East Lake County Library in Sorrento, the Marion Baysinger Memorial Library in Groveland, the Paisley County Library and the Astor County Library.

The Lake County Library System's administrative office provides the Member and Branch Libraries with a wide variety of services. These include administrative services, an automation system through SirsiDynix, Inc., technical support and internet access to the shared database, interlibrary loans processing, centralized cataloging, a courier/delivery service, networked internet access, books by mail processing, downloadable audio books, a grants writing and marketing office, online databases, a literacy coordinator and a youth services coordinator.

In 2005, the Lake County Library System participated in a planning process to develop a guide for the library system for the next five years. The written document that resulted, *Lake County Library – Long Range Plan 2005-2010*, delineates our Vision for the Future, our Mission Statement, and our Goals.

Vision for the Future

Library users in Lake County will encounter a system of libraries that exceeds their expectations in every way. People will look to Lake County's libraries as destinations for learning, information, ideas, and fun.

Library Mission Statement

The Lake County Library System's mission is to serve as the gateway to the world of information, ideas and entertainment for all county residents. To fulfill this mission we will:

- *Ensure that people have access to current technology, information and ideas;*

- *Provide ample library resources to meet community needs;*
- *Provide skilled, dedicated and customer oriented service staff;*
- *Support a cooperative library structure to extend service by working with other libraries;*
- *Ensure that library service is convenient to all county residents;*
- *Offer library service in attractive, welcoming and comfortable facilities; and,*
- *Provide training, guidance, and instruction to help library users navigate their information environment.*

Goals of the Lake County Library System

1. Lake County residents will encounter a library infrastructure that enables the delivery of high-quality library service.
2. Lake County library users will find expanded access to library services
3. The Lake County Library System will offer programs and services to enhance the community's love of reading.
4. Lake County residents will be more aware of all that the libraries have to offer.
5. Lake County residents will find a wide array of opportunities for lifelong learning at their libraries.
6. Lake County residents will find library collections that respond to their needs and interests.
7. Lake County libraries will cooperate and partner with other county organizations to improve and deliver library service.

Current Environment

Computer technology is currently used in support of the Vision, Mission Statement and Goals in the following ways:

1. An integrated library system through SirsiDynix, Inc., which includes an automated circulation and public access catalog system. Within the next year there will be upgrades in our automation system, which we hope to complete before the effective date of this plan in October 2008. However, if the upgrade is not completed by September 2008, it will be done in the next fiscal year. Since the estimated cost is included in the current Technology Plan, and our intention is to complete the upgrade this fiscal year, the estimated cost is not included in this plan.
2. We also provide access to a number of online databases from our webpage as well as the Florida Electronic Library, both remotely and inside the libraries. This results in access to many of our resources and services 24 hours a day, 7 days a week.
3. A leased, wide area network, with T-1 lines at each library and a 20 MG host circuit.
4. 25 MG internet access provided to public and staff from Embarq. This is half of a shared service with the Lake County Information Technology department.

5. Approximately 400 workstations distributed throughout the thirteen (13) member and branch libraries.
6. Word Processing and spreadsheet software applications (Word & Excel) and CD ROM reference services for the public.
7. Lake County Library System Website (www.lakeline.lib.fl.us) maintained by the Lake County Information Outreach Dept.
8. Wireless access is provided at all library sites for patrons using personal laptops with wireless capability. As new facilities are built, additional equipment will be added to ensure that wireless access is accessible throughout the facility.
9. The Leesburg Public Library has a training lab consisting of twelve (12) computers. The Cagan Crossings Community Library will have a lab with nine (9) computers when it opens in February, 2008. Several libraries also provide small group training using existing computers or laptops. Additional training labs will be provided in most, if not all, of any future facilities.
10. Sometime during the remainder of the 2007-08 fiscal year, the Lake County Law Library will become part of Lake County Library Services. This will necessitate the addition of another circuit, and perhaps additional computers during the current fiscal year.

Lake County Library System Technology Plan

The following plan details the implementation and use of technology in a three year time frame. Since new technology evolves and is implemented at a rapid pace, particular items of equipment and software cannot always be specified due to rapid changes and obsolescence in technology.

Because the Lake County Library System is a cooperative, technology planning for the member libraries primarily relates to the library automation system and telecommunications. SirsiDynix, Inc. provides and maintains the library automation system which is used by all member and branch libraries.

Year One (October 2008 – September 2009)

1. Evaluate online databases and replace or delete databases as recommended by the database committee, pending availability of funds.
2. Prepare and file E-RATE forms for discounts on telecommunication network.
3. Install major release of automation software if available.
4. Replace 20 % of the older computers (approximately 80 PC's).
5. Review and maintain maintenance audit from automation vendor, adding or deleting equipment as necessary.
6. Participate in annual county audit of tagged equipment.
7. Evaluate the host circuit, and increase the bandwidth of the host circuit up to 100 MG, if needed.

8. Evaluate the Cagan Crossings Community Library circuit and increase the bandwidth up to 5MG, if needed.
9. Complete the new Joint Use Facility. This will be a cooperative project between the Lake County Library System, Lake-Sumter Community College, and the University of Central Florida, which will be built on the property of the south Lake campus of the Lake-Sumter Community College.
10. Increase public access at the new Joint-use Facility by adding approximately 100 additional computers for public and staff, and a training lab with 35 computers. Expand wireless access to cover the entire library facility.
11. Evaluate the bandwidth needs, and install a Circuit at the Joint Use Facility of up to 10 MG. This circuit may be part of our leased WAN or fiber.
12. Install Checkpoint RFID system in the new Joint Use Facility with at least two (2) self-check stations.
13. Investigate Telecirc or other automated telephone notification of holds and overdues.
14. Add a Virtual Services Librarian to handle Web 2.0 functions.
15. Purchase 7 laptops for a mobile training lab (6 for the public and 1 for the instructor). The equipment for the mobile training lab will be housed and distributed from Headquarters.
16. The Lady Lake Public Library plans to complete an addition and a remodeling of their existing building with 35 additional computers for staff and the public, and a computer lab with 10 computers. Expand wireless access to cover the entire library facility. This facility should open near the end of fiscal year 2008/2009.
17. Install Checkpoint RFID system in the remodeled and expanded Lady Lake Public Library with at least two (2) self-check stations.
18. Evaluate any requests from additional libraries to join the Lake County Library System, make recommendations on the acceptance of the application, and arrange for any additional computer equipment, software, or network circuits. Costs are not estimated at this time.

Year Two (October 2009 – September 2010)

1. Prepare and file E-RATE forms for discounts on telecommunication service.
2. Install major release of automation software if available.
3. Replace 20 % of the older computers (approximately 90 PC's).
4. Review and maintain maintenance audit from automation vendor, add/delete equipment as necessary.
5. Participate in annual county audit of tagged equipment.
6. Evaluate the circuit at the W. T. Bland Public Library and increase the bandwidth up to 5 MG, if needed.
7. Evaluate the circuit at the Lady Lake Public Library and increase the bandwidth up to 5MG, if needed.
8. Evaluate all circuits and plan for any needed increases.
9. Investigate internet usage and increase the internet access to 50 MG if needed.
10. Replace up to thirteen wireless routers if needed.

11. Replace the Web Reporter Server if needed.
12. Evaluate any requests from additional libraries to join the Lake County Library System, make recommendations on the acceptance of the application, and arrange for any additional computer equipment, software, or network circuits. Costs are not estimated at this time.

Year Three (October 2010 – September 2011)

1. Prepare and file E-RATE forms for discounts on telecommunications service.
2. Review and maintain maintenance audit from automation vendor, add/delete equipment as necessary.
3. Participate in annual county audit of tagged equipment.
4. Install major release of automation software if available.
5. Replace database server if necessary.
6. Replace EPS (online catalog) server if necessary.
7. Evaluate all circuits and plan for any needed increases.
8. Replace 20 % of the older computers (approximately 95 PC's)
9. Evaluate online databases and replace or delete databases as recommended by the database committee, pending availability of funds.
10. Evaluate any requests from additional libraries to join the Lake County Library System, make recommendations on the acceptance of the application, and arrange for any additional computer equipment, software, or network circuits. Costs are not estimated at this time.

Telecommunications Services

Existing Telecommunications Services. As of November, 2007, the Lake County Library System operates a leased WAN from Embarq, which provides service between Headquarters and twelve libraries. The network also includes fiber connections from two sites. Specifically the network consists of:

A 20 MG host circuit from Headquarters to the Astor County Library, Cagan Crossings Community Library (formerly Citrus Ridge County Library), Cooper Memorial Library, East Lake County Library, Fruitland Park Library, Marion Baysinger Memorial Library, Lady Lake Public Library, W. T. Bland Public Library (Mt. Dora), Helen Lehmann Memorial Library (Montverde), Paisley County Library, Tavares Public Library, Umatilla Public Library.

T-1 circuit from Astor County Library to Headquarters.

T-1 circuit from Cagan Crossings Community Library (formerly Citrus Ridge County Library) to Headquarters.

T-1 circuit from Cooper Memorial Library (Clermont) to Headquarters.

T-1 circuit from East Lake County Library to Headquarters.

T-1 circuit from Fruitland Park Public Library to Headquarters.

T-1 circuit from Lady Lake Public Library to Headquarters.

T-1 circuit from W. T. Bland Public Library (Mount Dora) to Headquarters.

T-1 circuit from Helen Lehmann Memorial Library (Montverde) to Headquarters.

T-1 circuit from Paisley County Library to Headquarters.

T-1 circuit from Tavares Public Library to Headquarters.

T-1 circuit from Umatilla Public Library to Headquarters.

10 MB fiber connection from Leesburg Public Library to Headquarters.

10 MB fiber connection from Administrative Office/Technical Services to Headquarters.

A T-1 circuit will be added for the Lake County Law Library at the time it becomes part of the Lake County Library System.

Staff and Training

Two (2) Network Technicians are responsible for providing hardware, software, and network support to fifteen (15) specific locations spread throughout Lake County. In addition, the Systems Manager and the Assistant Director for Support Services also provide automation system support to the member and branch libraries, and to Library staff. Staff also administers and maintains the following server, etc.:

PIX Firewall

Horizon Database Server

HIP (online catalog) Server

WebSense (site blocking) server

DNS Server

Web Reporter Server (for Horizon reports)

SIP2 server for Checkpoint

SIP2 server for Comprise (SAM)

Training can be provided in a number of locations. The Leesburg Public Library has a training lab, with twelve (12) computers. The Cagan Crossings Community Library will have a training lab, with nine (9) computers, when it opens in February, 2008. Several libraries do small group training for the public with existing computers or laptops. Training labs will be added to most, if not all, new facilities. The new Joint Use Library planned for completion in 2008-2009, will include a lab with 35 computers. The enlarged and remodeled Lady Lake Public Library will include a lab with 10 computers. The staff training and professional development plan for the Lake County Library System has three components;

1. In-House Training. The Horizon Users Group meets 9-10 times per years, and training is provided at these meetings. In addition, training for new employees and refresher training can be scheduled at any time by a Branch Manager or Library Director.
2. Vendor Provided Training. Lake County occasionally arranges for computer training for county staff, generally by in-house trainers or an outside vendor, such as the Lake-Sumter Community College. The Central Florida Library Cooperative also provides a wide range of training at its location in Maitland, Florida, or can be contracted with to provide training on-site. For example, CFLC

will be offering multiple classes on aspects of Office 2007 and other technology topics in the fall of 2007. Our automation vendor, SirsiDynix, provides web-based training for individuals or small groups, or more structured workshops with instructors. At least one staff member will attend the CODI (Customers of Dynix) meeting and workshop each year. Other vendors can also provide training on site. The Lake County Technology Council, a joint venture between business and government to increase technology awareness in the public, is also endeavoring to hold technology training every 3-6 months.

3. In-Service Days. The Lake County Library System has been holding an In-Service Day for all branch libraries and headquarters staff each year since 2002. The staff of the Tavares Public Library joined in this training in October, 2007. These In-Service days provide sessions on Team Building, Stress Management, or Customer Service. When possible, training is also provided on the automation system, online databases, or other technology topics. For example, at the October, 2007 In-Service, break-out sessions were offered on Web 2.0, World Book online, the Florida Electronic Library, and Library Marketing.

Evaluation

It is probable that changes will need to be made based on changing technology, construction timelines, availability of funds, and the needs of the staff and patrons of the Lake County Library System. Procedures must be in place for tracking the changing technology and the changing needs of the users of the Lake County Library System. Ways to evaluate the status and progress of our plan include, but are not limited to, the following:

1. A Customer Satisfaction Survey will be posted on our webpage or distributed at the libraries at least once in the next three years. Based on the responses, additional surveys may be posted at later times. The survey will rate customer satisfaction in several areas, including the library catalog, internet access, and the online databases. Recently surveys have been done in February, 2004, February, 2005, and February, 2006. A new survey is being planned at this time.
2. Statistics will be kept on the number of "hits" on various pages in our web-site. Based on the usage, pages will be updated, revised or eliminated. Headquarters staff is currently in the process of planning revisions to our entire website, as well as new ways to deal with our Internet Directory (possibly using del.icio.us).
3. Reports will be compiled on the usage of any of the online databases which provide statistical reports by the Assistant Director for Public Services. A committee will evaluate existing subscriptions, and consider new databases, every two (2) years.
4. Lake County Library System technology staff will meet annually to discuss the plan and any changes that need to be made. The most recent evaluation took place on November 2, 2007.

Equipment Inventory

Attached is a current physical inventory of computers, networked printers, and some network equipment located at the thirteen (13) member and branch libraries, plus Headquarters and the Administration Building. At this time PC Management is installed at eleven (11) sites, and Print Management is installed at one (1) site. Before the end of this fiscal year (2007/08), twelve (12) sites will have both PC and Print Management through Comprise, Inc. As part of our leased telecommunications system, Embarq provides network equipment, which is not listed in our inventory.

It is anticipated that the Lake County Law Library will become part of Lake County Library Services during the current fiscal year (2007-08). Unfortunately at this time, we do not have a list of equipment currently at that library. Therefore, the Law Library is not included in this equipment inventory.

Fruitland Park Library	
Networked Computers	5 Staff / 15 Public
Stand Alone Computers	0
Training computers	1
Online Catalog Only	0
Library Automation	Horizon 7.3.2
Printers	2 HP Laserjet 4050TN networked printers
PC Management	SAM (System Access Manager) – Comprise, Inc.
Vendor Console	NA
Router	Linksys Router for wireless access
Other	Bandwidth Management Pc
Leesburg Public Library	
Networked Computers	33 Staff / 40 Public
Stand Alone	0
Training Computers	12 (also available for public use when not used for training)
Online Catalog Only	10
Printers	3 Staff / 6 HP staff (networked printers)
PC Management	SAM (System Access Manager) with 4 Self Check – Comprise, Inc.
Vendor Console	Self print/pay
Router	Linksys Router for wireless access plus 4 Hawking wireless network amplifiers and 4 AirPlus Wireless Access Points
Other	Bandwidth Management PC
Lady Lake Public Library	
Networked Computers	13 Staff / 21 Public
Stand Alone	4
Training	10 laptops
Online Catalog Only	0
Library Automation	Horizon 7.3.2
Printers	1 HP Laserjet 1200 printer networked to public computers 1 HP Laserjet 4050TN printer networked to public computers 1 HP Laserjet 4100TN printer networked to public computers 1 HP 2075DN networked for public laptops
PC Management	NA
Vendor Console	NA
Router	Linksys Router for wireless access
Other	Bandwidth Management PC
W. T. Bland Public Library, Mount Dora	
Networked Computers	8 Staff / 17 Public
Stand Alone	1

Training	0
Online Catalog Only	3
Library Automation	Horizon 7.3.2
Printers	1 HP Laserjet 450PCL Networked
PC Management	SAM (System Access Manager) – Comprise, Inc.
Vendor Console	NA
Router	Linksys Router for wireless access
Other	Bandwidth Management PC
Helen Lehmann Memorial Library, Montverde	
Networked Computers	3 Staff / 3 Public
Stand Alone	0
Training	0
Online Catalog Only	0
Library Automation	Horizon 7.3.2
Printers	1 HP Laserjet 2300DN networked printer
PC Management	SAM (System Access Manager) – Comprise, Inc.
Vendor Console	NA
Router	Linksys Router for wireless access
Other	Bandwidth Management PC
Tavares Public Library	
Networked Computers	9 Staff / 9 Public
Stand Alone	3
Training	0
Online Catalog Only	1
Library Automation	Horizon 7.3.2
Printers	1 HP Laserjet 2100TN networked for public computers 1 HP Laserjet 4100TN networked for public computers
PC Management	SAM (System Access Manager) – Comprise, Inc.
Vendor Console	NA
Router	Linksys Router for wireless access plus 1 Hawking wireless network amplifier and 1 AirPlus Wireless Access Point
Other	Bandwidth Management PC
Umatilla Public Library	
Network Computers	9 Staff / 31 Public
Stand Alone	0
Training	0
Online Catalog Only	3
Library Automation	Horizon 7.3.2
Printers	1 HP Laserjet 4050 networked printer

PC Management	NA
Vendor console	NA
Router	Linksys Router for wireless access
Other	Bandwidth Management Pc
Astor County Library	
Networked Computers	7 Staff / 12 Public
Stand Alone	0
Training	1
Online Catalog Only	1
Library Automation	Horizon 7.3.2
Printers	1 HP Laserjet 2420DN networked to public computers Lanier LD425 copier/printer/fax networked to staff computers
PC Management	SAM (System Access Manager) – Comprise, Inc.
Vendor Console	NA
Router	Linksys Router for wireless Access
Other	Bandwidth Management PC
Cagan Crossings Community Library (formerly Citrus Ridge County Library)	
Networked Computers	7 Staff / 15 public
Stand Alone	2
Training	4
Online Catalog Only	3
Library Automation	Horizon 7.3.2
Printers	1 HP Laserjet 2420DN networked to public computers 1 HP Laserjet 4050TN networked to public computers Lanier LD425 copier/printer/fax networked to staff computers
PC Management	SAM (System Access Manager) – Comprise, Inc.
Vendor Console	NA
Router	Linksys Router for Wireless access
Other	Bandwidth Management PC
Cooper Memorial Library, Clermont	
Networked Computers	11 Staff / 12 Public
Stand Alone	3
Training	0
Online Catalog Only	3
Library Automation	Horizon 7.3.2
Printers	1 HP Laserjet 2420DN networked to public computers Lanier LD425 copier/printer/fax networked to staff computers
PC Management	SAM (System Access Manager) – Comprise, Inc.
Vendor Console	NA

Router	Linksys Router for Wireless Access
Other	Bandwidth Management PC
East Lake County Library	
Networked Computers	6 Staff / 8 Public
Stand Alone	2
Training	0
Online Catalog Only	1
Library Automation	Horizon 7.3.2
Printers	2 HP Laserjet 4050TN networked to public computers Lanier LD425 copier/printer/fax networked to staff computers
PC Management	SAM (System Access Manager) – Comprise, Inc.
Vendor Console	NA
Router	Linksys Router for Wireless Access
Other	Bandwidth Management PC
Marion Baysinger Memorial County Library	
Networked Computers	7 Staff / 12 Public
Stand Alone	4
Training	1
Online Catalog Only	1
Library Automation	Horizon 7.3.2
Printers	1 HP Laserjet 4050TN networked for public computers 1 HP Laserjet 4100TN networked for public computers Lanier LD425 copier/printer/fax networked to staff computers
PC Management	SAM (System Access Manager) – Comprise, Inc.
Vendor Console	NA
Router	Linksys Router for Wireless Access
Other	Bandwidth Management PC
Paisley County Library	
Networked Computers	7 Staff / 9 Public
Stand Alone	2
Training	1
Online Catalog Only	1
Library Automation	Horizon 7.3.2
Printers	1 HP Laserjet 4100TN networked to public computers Lanier LD425 copier/printer/fax networked to staff computers
PC Management	SAM (System Access Manager) – Comprise, Inc.
Vendor Console	NA
Router	Linksys Router for wireless access
Other	Bandwidth Management PC

Administrative Office and Headquarters (Tavares)	
Networked Computers	22 Staff
Stand Alone	0
Training	5 laptops
Online Catalog Only	0
Library Automation	Horizon 7.3.2
Printers	2 Lanier LD425 copier/printer/fax networked to all staff computers
PC Management	NA
Vendor Console	NA
Servers (at Headquarters Server Room)	<p style="text-align: center;"> Horizon Database Server Dell HIP Server (Online Catalog) Dell WebSense Server (site blocking) 2 Dell DNS Servers PIX Firewall Dell SIP2 Interface server (Checkpoint) Dell SIP2 Interface server (SAM) Dell SAM Server Dell Web Reporter Server </p>
Other	Bandwidth Management PC at Administrative Office

Cost Estimate

Attached is a form showing a breakdown of estimated costs for the projects listed in the Lake County Library System Technology Plan, 2008-2011. The estimated cost for voice service is not included because that is handled through the Lake County Office of Information Technology Telecommunications Division, and E-Rate funds are not applied for. Member Libraries handle their own voice service.

The funding sources may include:

Lake County General Fund

Municipal budgets for the member libraries

Library Impact Fees

Construction funding

State Aid to Libraries Operating grant

Florida Public Library Construction grants

LSTA grant funds

Comments:

1. Maintenance Expense. Maintenance for the servers is included under Library Automation Maintenance Cost.
2. Cabling and electrical. Cabling and electrical are adequate in existing agencies. We keep sufficient supplies on hand for patch cables, etc. Cabling and electrical are included in the construction of new facilities. The Joint Use Facility and the Lady Lake Public Library are planning new construction for 2008/2009.
3. Training. Most training for library staff is funded by the individual libraries. Estimated costs are included here for training specifically related to the automation system. This does not include travel and meals involved with training.
4. Online Databases. I have included this figure since we include Online Databases in our Technology Plan.

These figures and plans are subject to change, based on the needs of the agencies, the amount of funding available during each fiscal year, and the budget decisions made by the Lake County Board of County Commissioners and municipal governing agencies.

Cost Estimate			
Category	Year One	Year Two	Year Three
Telecommunications			
Voice (including long distance)			
Data (paid by Member Libraries)	\$ 30,000.00	\$ 36,210.00	\$ 38,280.00
Data (Branch Libraries)	\$ 28,305.00	\$ 34,560.00	\$ 34,560.00
Data (Law Library)	\$ 4,200.00	\$ 4,200.00	\$ 4,200.00
Data (Host Circuit)	\$ 17,595.00	\$ 18,660.00	\$ 18,660.00
Cellular			
Internet Service Provider	\$ 23,370.00	\$ 46,740.00	\$ 46,740.00
Equipment			
PCs (replacement)	\$ 80,000.00	\$ 90,000.00	\$ 95,000.00
PC Workstations (new – Joint Use – funded by construction and/or impact fees)	\$189,000.00		
PC Workstations (new -- Lady Lake – funded by member library through construction and/or impact fees)	\$ 63,000.00		
Printers, Scanners	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00
Wireless equipment	\$ 3,000.00		
Routers (wireless)		\$ 2,600.00	
Other			
Checkpoint (Jt. Use -- funded by construction and/or impact fees)	\$ 76,760.00		
Checkpoint (Lady Lake -- funded by construction and/or	\$ 80,540.00		

impact fees)			
Servers (Web Reporter)	\$ 7,500.00		
Servers (Database)			\$ 40,000.00
Servers (online catalog)			\$ 25,000.00
Laptops (for mobile training lab)	\$ 15,400.00		
Account Payment Machine for Print management (Lady Lake) [tentative]	\$ 6,110.00		
Software			
PC and Print Management (Lady Lake) [tentative]	\$ 13500.00		
Library Automation			
Purchase			
Maintenance Cost	\$ 53,000.00	\$ 57,000.00	\$ 62,000.00
Maintenance Expense			
LAN			
WAN			
File Servers			
PC & other workstations			
Maintenance and repairs of any equipment	\$ 8,000.00	\$ 9,000.00	\$ 10,000.00
Cabling & Electrical			
Cable Drops			
Electrical outlets			
Breaker Box			
Transformer			

Training (does not include travel, hotel and food)	\$ 2000.00	\$ 2500.00	\$ 2500.00
Online Databases	\$120,000.00	\$120,000.00	\$120,000.00
TOTALS	\$826,280.00	\$426,470.00	\$501,940.00