

Indian Prairie Public Library  
401 Plainfield Road  
Darien, Illinois 60561

**Indian Prairie Public Library Foundation & Friends Meeting  
February 21, 2024 – 6:30 p.m.**

**AGENDA**

**A. Roll Call**

Donald Damon, Marian Krupicka, Stacy Palmisano  
Themis Raftis, Christina Rodriguez, Victoria Suriano

**B. Public Comment**

**C. Correspondence - none**

**D. Omnibus Consent Agenda**

Action

- 1. Minutes of Foundation & Friends Meeting 7/19/23 Page 2
- 2. Bills for Approval –July through December 2023 Page 4
- 3. Bills For Approval – January 2024 Page 5

**E. Items Deleted from Omnibus Consent Agenda**

Action

**F. Reports**

- 1. Treasurer’s Report – July through December 2023 Page 6 Information
- 2. Treasurer’s Report – January 2024 Page 9 Information

**G. Unfinished Business - none**

**II. New Business**

**1. Funding Requests**

- a. Lego Robotics Coding Challenge (\$1,330) Page 11 Action
- b. PopCon 2025 (\$1,750) Page 12 Action
- c. Book Club in a Bag (\$2,300) Page 13 Action
- d. Ozobot Evo Teaching Kit (\$3,000) Page 14 Action
- e. Silver Reed SK840 Knitting Machine for  
Maker Studio (\$3,400) Page 15 Action
- f. Replacement Conference Room Chairs for  
Study Room 201 (\$4,500) Page 16 Action
- g. Replacement Laptops for Maker Studio  
Classes (\$14,800) Page 17 Action

- 2. Open Discussion Regarding Ideas from the November  
Board Meeting Discussion

**I. Adjournment**

Indian Prairie Public Library  
Foundation & Friends Minutes  
July 19, 2023 – 6:30 p.m.

A. Call to Order/Roll Call

President Suriano called the meeting to order at 6:30 p.m. Secretary Krupicka called the roll.

Present: Donald Damon, Marian Krupicka, Stacy Palmisano, Themis Raftis, Christina Rodriguez, Victoria Suriano

Absent: none

Staff Present: Laura Birmingham, Kristen Lawson, Maria Wlosinski

Others: none

President Suriano asked for additions and/or corrections to the agenda. There were none.

B. Public Comment

C. Correspondence – none

D. Omnibus Consent Agenda

1. Minutes of Foundation & Friends Meeting 1/18/23

2. Bills for Approval

Raftis moved, Krupicka seconded to approve the Omnibus Consent Agenda. Ayes: Damon, Krupicka, Palmisano, Raftis, Rodriguez, Suriano. Nays: none. Absent: none. Motion carried unanimously.

E. Report

1. Treasurer’s Report – backup is in packet.

F. Unfinished Business

1. Ongoing Foundation Sponsorships – It was suggested at the last meeting that going forward we add a continuous fund for the Little Town. Birmingham prepared a list of ongoing Foundation Sponsorships and included a proposal of allocating \$2,000 annually to renew Little Town toys and furniture as needed. This would bring the Foundation’s total annual support to \$12,500. Damon moved, Raftis seconded to approve allocating annual funds in the amount of \$2,000 to renew Little Town toys and furniture as needed. Ayes: Damon, Krupicka, Palmisano, Raftis, Rodriguez, Suriano. Nays: none. Absent: none. Motion carried unanimously.

2. Little Town Proposal – The proposal is for funds needed to refresh the current Little Town for this year. Krupicka moved, Damon seconded to approve spending up to \$3,000 to purchase the items included in the Little Town Proposal. Ayes: Damon, Krupicka, Palmisano, Raftis, Rodriguez, Suriano. Nays: none. Absent: none. Motion carried unanimously.

3. Event Idea – Two staff members came up with an idea for a Foundation event - Artists who have displayed at the library would be invited to showcase their art for purchase on a Saturday evening in January. The event could include music, wine and appetizers. We would sell tickets to the event and try to get donations for wine and food. Artists would be charged a table fee. The Board liked the idea and agreed it would be a great way to bring

people into the library for a fun night. Birmingham will work with staff to form a committee and will report ongoing progress to the Board.

G. New Business - none

H. Adjournment

At 6:39 p.m. Damon moved, Raftis seconded to adjourn the meeting. All ayes. Motion carried unanimously.

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Marian Krupicka, Secretary

## Indian Prairie Public Library Foundation and Friends Expenditures

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July through December 2023

| Jul Dec 23 | Type           | Date       | Num  | Name  | Amount                   |
|------------|----------------|------------|------|---|--------------------------|
|            | Bill Pmt Check | 07/06/2023 | 1437 | Basecamp Web Solutions                            | 145.00                   |
|            | Bill Pmt Check | 08/02/2023 | 1438 | Impressions In Stone                              | 268.18                   |
|            | Bill Pmt Check | 08/31/2023 | 1439 | Award Emblem                                      | 18.95                    |
|            | Bill Pmt Check | 08/31/2023 | 1440 | Bank of America (serger)                          | 3,390.15                 |
|            | Bill Pmt Check | 08/31/2023 | 1441 | Jarir Bookstore                                   | 157.80                   |
|            | Bill Pmt Check | 08/31/2023 | 1442 | Scholastic Inc.                                   | 454.31                   |
|            | Bill Pmt Check | 09/21/2023 | 1443 | Bank of America (Little Town supplies)            | 309.93                   |
|            | Bill Pmt Check | 09/21/2023 | 1444 | Indian Prairie Public Library District            | 152.16                   |
|            | Bill Pmt Check | 09/21/2023 | 1445 | Indian Prairie Public Library Foundation (for CD) | 100,000.00               |
|            | Bill Pmt Check | 09/21/2023 | 1446 | School Specialty                                  | 459.67                   |
|            | Bill Pmt Check | 10/06/2023 | 1447 | Library Ideas LLC                                 | 1,046.27                 |
|            | Bill Pmt Check | 10/31/2023 | 1448 | Indian Prairie Public Library District            | 425.79                   |
|            | Bill Pmt Check | 10/31/2023 | 1449 | Krueger International, Inc.                       | 640.00                   |
|            | Bill Pmt Check | 10/31/2023 | 1450 | RAILS   | 1,375.00                 |
|            | Bill Pmt Check | 10/31/2023 | 1451 | Bank of America (marble wall)                     | 1,212.48                 |
|            | Bill Pmt Check | 11/30/2023 | 1452 | Award Emblem                                      | 23.95                    |
|            | Bill Pmt Check | 11/30/2023 | 1453 | Children's Plus Inc.                              | 23.97                    |
|            | Bill Pmt Check | 11/30/2023 | 1454 | Impressions In Stone                              | 272.07                   |
|            | Bill Pmt Check | 12/26/2023 | 1455 | Bank of America (Icolor printer bundle)           | 5,525.95                 |
|            |                |            |      | Plus Bank and PayPal Fees                         | 79.15                    |
|            |                |            |      |   | <b><u>115,980.78</u></b> |

Jul Dec 23

# Indian Prairie Public Library Foundation and Friends Expenditures

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January 2024

| <u>Type</u>     | <u>Date</u> | <u>Num</u> | <u>Name</u>     | <u>Memo</u> | <u>Amount</u> |
|-----------------|-------------|------------|-----------------|-------------|---------------|
| Bill Pmt -Check | 01/31/2024  | 1456       | Bank of America |             | 342.76        |
|                 |             |            | TOTAL           |             | <u>342.76</u> |

Indian Prairie Public Library  
*Foundation &  
 Friends*

**July 1, 2023 – December 31, 2023 Treasurer's Report**

**Bank Balances at Community Bank of Willowbrook as of 12/31/2023**

|   |                     |
|---|---------------------|
| Money Market Balances on June 30, 2023 Treasurer's Report   | \$125,754.92        |
| <u>Income from July – December, 2023</u>                    |                     |
| Money Market Interest (0.15% 7/1-9/30, 0.10% 10/1-12/31)    | 53.90               |
| Donations   | 25,064.27           |
| <u>Expenses from July – December, 2023</u>                  |                     |
| (includes transfer of \$100,000.00 to Republic Bank for CD) | -115,980.78         |
| Money Market Balances as of December 31, 2023               | 34,892.31           |
| Checking  | <u>38.03</u>        |
| <b>TOTAL</b>  | <b>\$ 34,930.34</b> |

**Bank Balances at Republic Bank as of 12/31/2023**

|   |                     |
|---|---------------------|
| CD opened 9/22/2023 (earning 5.35% APY, maturing 8/22/2024) | \$100,000.00        |
| CD Interest credited 9/22/2023 – 12/31/2023                 | <u>1,452.76</u>     |
| <b>CD TOTAL</b>   | <b>\$101,452.76</b> |

**TOTAL BALANCE BANK ACCOUNTS AND CD** **\$136,383.10**

Indian Prairie Public Library Foundation and Friends  
Donors

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July through December 2023

| Name                                | Amount   |
|-------------------------------------|----------|
| All Weather Products, Inc.          | 250.00   |
| Ambrose, Shannon                    | 50.00    |
| Ameriprise Financial                | 100.00   |
| Andonov, Ljupcho                    | 25.00    |
| Anonymous                           | 9,610.27 |
| Benevity                            | 813.33   |
| Berg, L.                            | 100.00   |
| Better World Books                  | 445.97   |
| Carrington Club Friends             | 25.00    |
| Clancy, Gloria                      | 50.00    |
| Crispo, MaryHelen                   | 50.00    |
| Darien Womans Club                  | 50.00    |
| Delia, Christine                    | 50.00    |
| Dennison, Daniel Paul               | 75.00    |
| Feller, Jamie                       | 100.00   |
| Fink, Renayle                       | 25.00    |
| Formento, John W.                   | 100.00   |
| Friends & Family of Barb Barder     | 60.00    |
| Gabanski, Glenn & Donna             | 500.00   |
| Hu, Shiyu                           | 200.00   |
| Indian Prairie Public Library       | 40.00    |
| Jablonski, Raymond                  | 100.00   |
| Jeffrey Marshall Memorial Fund      | 3,299.00 |
| Joshi, Jagdish & Hemlata            | 500.00   |
| Jung, Aurora                        | 10.70    |
| Kacmar, Joan                        | 500.00   |
| Kelly, Brian                        | 100.00   |
| Khattak, Maria                      | 150.00   |
| Knoch, Luba                         | 100.00   |
| Krupicka, L.J. & Marian             | 150.00   |
| Kudrna, Tammy                       | 50.00    |
| LaRoche, Georgia                    | 100.00   |
| Lawrence, Elizabeth                 | 60.00    |
| Lowenthal, Jody                     | 100.00   |
| Macropulos, George & Denise         | 50.00    |
| Marasovich, Carol                   | 25.00    |
| Markus, Ann E.                      | 40.00    |
| Martin, Nancy                       | 50.00    |
| McKee, Gordon                       | 20.00    |
| Michaelene C. Skronski Capital Fund | 250.00   |
| Nault, Kristie                      | 100.00   |
| Navin, William & Dorothea           | 100.00   |
| Neach, Charles                      | 50.00    |
| Nge, Jimmy                          | 25.00    |

# Indian Prairie Public Library Foundation and Friends Donors

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## July through December 2023

| <u>Name</u>              | <u>Amount</u>           |
|--------------------------|-------------------------|
| Painter, Linda & Philip  | 5,000.00                |
| Palmisano, Stacy         | 50.00                   |
| Panfil, Janet            | 100.00                  |
| Reilly, Margaret         | 100.00                  |
| Rennhack, Geraldine      | 30.00                   |
| Smith, Dana              | 50.00                   |
| Szafranski, Steven       | 300.00                  |
| Temmer Garcia, Linda     | 60.00                   |
| The Wasan Family         | 500.00                  |
| Thomas, Doreen & Stephan | 50.00                   |
| Toljanic, Mary Ann       | 75.00                   |
| Tomas, Leona             | 30.00                   |
| Tracy, C.J.              | 20.00                   |
| Wells, Evan              | 25.00                   |
| Zhou, Libin              | 25.00                   |
| <b>TOTAL</b>             | <b><u>25,064.27</u></b> |



Indian Prairie Public Library  
*Foundation &  
 Friends*

**January 1, 2024 – January 31, 2024 Treasurer's Report**

**Bank Balances at Community Bank of Willowbrook as of 1/31/2024**

|   |                     |
|---|---------------------|
| Money Market Balances on December 31, 2024 Treasurer's Report | \$34,892.31         |
| <u>Income from January 1 – 31, 2024</u>                       |                     |
| Money Market Interest (0.10%)                                 | 3.23                |
| Donations   | 777.64              |
| <u>Expenses from January 1 – 31, 2024</u>                     | -342.76             |
| Money Market Balances as of January 31, 2024                  | 35,330.42           |
| Checking  | <u>38.03</u>        |
| <b>TOTAL</b>  | <b>\$ 35,368.45</b> |

**Bank Balances at Republic Bank as of 1/31/2024**

|  |                     |
|--|---------------------|
| CD balance as of 12/31/2023<br>(Interest will be credited quarterly) | \$101,452.76        |
| <b>CD TOTAL</b>  | <b>\$101,452.76</b> |

**TOTAL BALANCE BANK ACCOUNTS AND CD** **\$136,821.21**

# Indian Prairie Public Library Foundation and Friends

## Donors January 2024

| <u>Date</u> | <u>Name</u>             | <u>Memo</u>                            | <u>Amount</u> |
|-------------|-------------------------|--|---------------|
| 01/31/2024  | Anonymous               |  | 408.90        |
| 01/31/2024  | Edith M. Podrazik Trust |  | 300.00        |
| 01/31/2024  | YourCause               | Employer Match - Havi Global Corporate | 68.74         |
|             |                         |  | <u>777.64</u> |

## LEGO Robotics Coding Challenge

### Reason

To further enrich children's lives and to help them realize their dreams of coding, we will offer a LEGO Robotics Coding Challenge. The challenge will offer the opportunity to build a community around coding and engage children at the library, teaching them how to connect with and enjoy technology.

The coding challenge is created in response to the community's interest in LEGO robotics programs at the library, the use of our LEGO robotics sets by teachers in their classrooms, and the request of independent groups such as scouts and local PTAs.

### Program Outline

- Participation is open to youth and groups within IPPL's service boundaries.
- There will be a maximum of 8 teams with a maximum of 10 team members per team.
- Teams register first come on the specified registration date and registration will remain open until all slots are full.
- Team Coaches (adult sponsors) will be required to attend a tutorial evening to learn about the program, pick up supplies, and learn how to use the coding app.
- Teams will each get an EV3 and a set of sensors and LEGO pieces.
- Teams supply coding devices (the app is free).
- Challenge sets will be available to reserve in the library K&T section during specified hours.
- Three special event days with our resident coding expert will be available for teams to ask questions and get help with their challenge robot.
- On Challenge day, each team will get two attempts at the challenge with time between to adjust the robots' program. The team that scores the most points in the allotted time will win.

### Ages

- 3-6 grades

### Promotion

- Digital backpack fliers with schools
- Handouts to administration during school visits
- Information on website
- In-library signs

### Costs

- Challenge Set \$933
  - Includes 2 full challenge sets
- Additional EV3 piece sets
  - 9 x \$33 = \$297
- Prizes: Amazon gift cards
  - 10 x \$10 = \$100
- **Total \$1330.00**

## PopCon 2025 Proposal

### Overview

IPPL staff would like to offer a PopCon day full of community-engaging events that had been popular pre-pandemic and had been reintroduced in a different format in 2022. Popular culture is a part of everyday life for so many IPPL guests of all ages, so a day-long fandom celebration full of appealing drop-in and registered programs would be well-received. In 2025, the tentative day for the event is Saturday, Feb. 1, which avoids other local ComicCon/FanCon/PopCon dates while giving staff plenty of time for planning with intention to ensure a successful event.

We are projecting the need of 6-12 staff members, along with multiple volunteers, who will be involved with activities occurring between 10 a.m. and 4 p.m.

In 2024, a survey will be requested to share with guests to further inform staff on the IPPL community's favorite fandoms to aid in the planning process on engaging programs our community would especially enjoy.

### Projected Budget

- \$800 = outside presenter/author/graphic artist (for main registered program)
- \$500 = Supplies/Materials (ex. Materials for staff-led program creation, prize drawing for event attendees, etc.)
- \$200 = Honorarium for costumed group appearances (501<sup>st</sup> Legion, Ghostbusters, Klingons, or another groups)
- \$250 = Attendee prizes and giveaways (Examples: 3 cash prizes for costume contest, 1 door prize type drawing, comic book giveaway)
- **\$1750 = Total**

### Past Events

- 2019 PopCon Event Video: <https://www.facebook.com/ipplinfo/videos/1308932785898140/>
- 2022 FanCon Event Poster: [2021 FanCon event poster.docx](#)

Submitted by Jack Schultz, Anthony Molinaro, Kate Kresek, Beth Skolba, Sarah Zagotta, and Amy Merda

### **“Book Club in a Bag” or “Book Club to Go” Proposal**

**What:** Each branded canvas bag will contain 10 copies of a popular book and a binder with discussion questions, author information, and reviews. The collection will have 12 bags initially with more added over time.

**Who:** IPPL cardholders and reciprocals in good standing can check out one book club bag at a time for six weeks with no holds and no renewals.

**How:** Bags will be cataloged like kits and the tag will state that if the bag or any contents are missing or damaged, the person who checked out the bag is responsible and will be assessed a replacement fee.

**Cost:** Sturdy canvas bags, 25 minimum order for approximately \$381 with our logo added. 12 sets of 10 books to start at approximately \$1714.90 and \$172.30 processing. Total estimated start up costs are **\$2,268,20.**

**Returns:** Bags must be returned to the Guest Services desk to be inventoried before being checked in and cannot be returned in the book drop. There will be a fine of \$1.00 per day for overdue bags. The bag cannot be checked in with missing items unless the cardholder is willing to pay for the item(s) at that time.

**Storage:** A bag or two will be displayed on the shelves behind the GS desk with a flyer or sign about the program. The rest of the bags will be housed in the storage room next to the receiving room.

**Selection & Maintenance:** We will begin with 12 titles (10 popular fiction and 2 nonfiction) and will continue to add approximately two bags twice a year. Bags that have not circulated in six months may be replaced with a new title. Selectors will begin putting aside copies of popular titles that would have been weeded for use in prospective book bags.

#### **Initial Titles:**

- *Tom Lake* by Ann Patchett
- *The Heaven and Earth Grocery Store* by James McBride
- *Remarkably Bright Creatures* by Shelby Van Pelt
- *Maame* by Jessica George
- *Happiness Falls* by Angie Kim
- *Age of Vice* by Deepti Kapoor
- *Everyone in My Family Has Killed Someone* by Benjamin Stevenson
- *The Thursday Murder Club* by Richard Osman
- *Clark & Division* by Naomi Hirahara
- *When the Stars Go Dark* by Paula McLain
- *Wager* by David Grann
- *The Woman in Me* by Brittany Spears

## Ozobot Evo Teaching Kit Proposal

Prepared by Jack Schultz

### Reason/ Purpose

Ozobots teach coding using small robots that read marker colors on paper and perform tasks like speeding up, tornado spins, and line jumping. We use Ozobots to teach our younger coders who are just starting their coding adventure. Newer models of Ozobots grow with the user and allow for computer coding options in addition to color coding, expanding the use of the devices to more age groups.

The current Ozobot collection, which was purchased in 2015, is used for library programming, outreach, and local teacher classroom instruction. The batteries and sensors on the units are degrading, shortening class times and shrinking class sizes. New units would improve the educational value that the Ozobots would offer, increasing educational uses along with class length and size.

### Current Use

- The library offers at least two programs per quarter teaching coding with the current set of Ozobots.
- The Ozobots go on loan to teachers within the library's districts for classroom use.
- Ozobots are historically popular with teachers and students and used by multiple staff members across departments during school field trips to IPPL, outreach visits at schools (after-school program, STEM nights, etc.), and youth group visits to offer enrichment, entertainment and gain interest in the library. The continued use of this robot set in these programs is a great opportunity to promote the circulating coding robots in the circulating STEM collection as well as that entire collection.
- Jack has taught STEM teachers in our local districts how to use the Ozobots in the classroom.
- Ozobots are used in the Homeschooling Smart programs as an offline option to learn about technology.
- We support furthering knowledge learned in programs and class by offering Ozobots in the STEM collection.

### Costs

- Ozobot Evo classroom set \$2990.00

<https://shop.ozobot.com/products/copy-of-evo-classroom-kit-2-0-18-bots>

The Silver Reed SK840 knitting machine fills a huge void that our current Addi Express machine leaves behind and adds an entire electronic design world. While our current machine is great at knitting in the round, creating small sleeves, hats, and tube scarves, where it falls behind is panel knitting. I've been knitting a sweater on it and due to the small number of knitting pins, I have to create two panels for both the front and back and stitch them together, leaving an ugly seam directly down the middle of the sweater. It's enough to deter others from trying to copy the design. This Silver Reed machine would fix that.

Not only can it create beautiful panels with just an easy back and forth swipe of the knitting carriage, but it can also knit both in the round and lace using an attachment. The Silver Reed SRP60N Standard Ribber automatically adds a ribbed edge to panels while also allowing for stitching in the round. The LC580 Lace Carriage allows for lace patterns to be automatically stitched. Patrons would be able to create an entire lace sweater using this machine with these two attachments in less than a day.

The best part about this machine is that it stitches gorgeous patterns with the DesignaKnit knitting software when it is connected to the SK840 via the Silver Link 5 USB cable. Patrons would be able to use premade designs or design their own patterns easily and take them right to the machine. Proportions for garments (e.g. necklines and sleeve variations) are also designed within the software and automatically stitched out on the knitting machine.

This machine also utilizes a finer yarn weight than our current Addi Express machine, which takes projects from looking hand-made to high-end professional. Only skilled two-decade-plus knitters or machines can use Sport Weight down to Lace Weight yarn. Even if a patron has very little knitting experience, this machine will help them create clothes that look professionally made.

### **Costs and Links**

SK840 Knitting Machine: \$1,685.00

<https://yarn-store.com/silver-reed-sk840-knitting-machine/>

Silver Reed SRP60N Standard Ribber: \$790

<https://yarn-store.com/machine-knitting/accessories/standard-gauge/>

DesignaKnit 9 Complete Software: \$510

<https://yarn-store.com/software/>

Silver Link 5 USB Attachment: \$399

<https://yarn-store.com/software/>

Total \$3,384

December 8

Indian Prairie Library Foundation & Friends  
401 Plainfield Road  
Darien, IL 60561

Dear IPPL Foundation & Friends,

Thank you so much for the huge amount of support you've given to the Indian Prairie Library through the years! Thanks to you, we are able to surprise and delight our guests every day with new features and services offered at the library.

I am writing today to request funding for eight replacement chairs for use in Conference Room 201. The chairs that are currently being used in the room are old, predating our 2021 renovation project, and are in poor aesthetic condition. Further, all the chairs in our other study and conference rooms were updated during the renovation and currently match in style, so the ones in CR 201 stand out.

The purchase of eight replacement chairs that match the other chairs in the other conference rooms in both color and style has been estimated to be around \$4,500, including shipping, according to our sales rep at Thomas Interiors.

We truly appreciate your consideration and the continuing support you've provided us over the years.

Sincerely,

Kristen Lawson  
Deputy Director  
Indian Prairie Public Library



December 12

Indian Prairie Library Foundation & Friends  
401 Plainfield Road  
Darien, IL 60561

Dear IPPL Foundation & Friends,

Thank you so much for the huge amount of support you've given to the Indian Prairie Library through the years! Thanks to you, we are able to surprise and delight our guests every day with new features and services offered at the library.

I am writing today to request funding for seventeen replacement laptops for use in the Maker Studio and for technology classes. The laptops we are currently using are about five years old and outside their service contracts. New laptops with 16 GB of RAM would run our Maker applications like Epilog and Cura more quickly and smoothly, giving our guests a better experience in the Maker Studio.

The purchase of 17 replacement laptops that would run all the needed software has been quoted at around **\$14,800**, including shipping and 3 years of support, according to our sales rep at Dell.

We truly appreciate your consideration and the continuing support you've provided for us over the years.

Sincerely,

Kristen Lawson  
Deputy Director  
Indian Prairie Public Library

## Fundraising

### LAKEWOOD, CO

The Jefferson County Public Library implemented a naming rights program in conjunction with the recent remodel of its Golden Library. See the brochure (</united/sites/ala.org.united/files/content/friends/ideasharing/jefferson-county-naming-brochure.pdf>) (PDF, 994 kb), guidelines (</united/sites/ala.org.united/files/content/friends/ideasharing/jefferson-county-naming-guidelines.docx>) (Word, 34 kb), and policy (</united/sites/ala.org.united/files/content/friends/ideasharing/jefferson-county-naming-policy.doc>) (Word, 45 kb) for more information.

### CARMEL, IN

The Friends Library Store at the Carmel Clay Public Library has commissioned a special edition of 100 signed and numbered prints of a mural entitled Nature's Gateway which was recently installed in the children's storytime room at the library. The full-color reproductions, professionally photographed, have been matted and framed and are ready for hanging. Prints sell for \$210. As a bonus, with each mural comes a free one-year coupon for a family-level Friends membership.

### NORTH KINGSTON, RI

A Century of Books for all the Mind's Journeys is a guide to 100 American classics, published by Friends of the North Kingston Free Library and available at the library for \$5. The selection for 1899, for example, is McTeague, Frank Norris's colorful story of late nineteenth century San Francisco.

### ABBOTSFORD, BC, CANADA

Their seventh annual bridge tournament was a successful fund-raiser for Friends of the Abbotsford Libraries. Eighty-eight bridge players competed for the many donated prizes, and the winners received gift certificates to a local restaurant. More than \$350 was raised.

### LITTLE ROCK, AR

Friends of Central Arkansas Libraries took their store on the road this spring. Two of the volunteers pulled a selection of giftwares from the Library Store and set up a boutique at a national convention of iris fanciers and growers recently held in Little Rock. In less than three hours they made the equivalent of several weeks worth of sales! Now they are considering making more field trips to conventions.

### ROCKVILLE, MD

"Born to Read" is a major project of the Friends of the Library in Montgomery County. The program reaches out to parents and babies, especially at-risk families, and teaches them to love books. Sessions held in the library show parents, caregivers, and babies how much fun reading and books can be. One source of funding for the program is donations, and the Friends help to encourage gifts by placing a bookplate in a children's book for each \$35 donation. It's a great way to recognize a birthday, anniversary, or other special occasion, and grandparents can use this as a wonderful way to welcome a special child.

### HOBOKEN, NJ

The Great Hoboken Spelling Challenge, sponsored by Friends of the Hoboken Public Library, has just made its fifth annual appearance and has become a standing-room-only event. Three-person teams, many sponsored by local businesses, compete for donated prizes. A team can earn points in advance by collecting pledge money -- each \$100 gives the team an extra point, up to a maximum of ten. The winning team was "Food for Thought," sponsored by Amanda's Restaurant.

**UPLAND, CA**

The Upland Friends reported in their newsletter a project of their sister organization, the Upland Public Library Foundation: "The UPL foundation sponsored the wildly successful chocolate tasting bash -- "Simply Sinful Samples" -- held at the Library on January 26th .... About 250+ guests gained at least 5 pounds each!! I never saw such a variety of chocolate -- from the giant chocolate-dipped strawberries to the chocolate enchiladas. You should have been there!"

**PALOS VERDES PENINSULA, FL**

New at the Library Shop of the Peninsula Friends: the Library Shop will accept donations of certain collectibles, fine gifts, rare books, etc. which will be placed on sale for a limited period of time and, if unsold, returned to the donor. Opening the program was a generous donation of a nine-piece set of hand-painted plates from the "Gone With the Wind" series produced by the Bradford Exchange.

**ALLEN, TX**

Friends of the Allen Public Library announce their second annual tea, a fund-raiser to support the purchase of children's books. This year's tea will be a three-course high tea of sandwiches, scones, and pastries. The entertainment will be a fashion show of vintage clothes. Door prizes will be awarded, and there will also be a raffle of an American Girls doll.

**AJAX, ONTARIO, CANADA**

A member of the Library Board makes book lamps in a variety of colors and shades. The lamps are displayed and sold at the library for \$40 each, with the proceeds being donated to the Friends of the Ajax Public Library.

**UNIVERSITY OF CINCINNATI, OH**

The Library Guild, Friends of University Libraries, sponsors an Adopt-A-Book program with a twist -- For the cost of treatment, you may adopt a valuable volume in need of preservation or restoration. A bookplate will be placed in the adopted book to commemorate a special occasion or person. Many of the library's holdings are irreplaceable and in need of modern restoration techniques; Adopt-a-Book helps to preserve valuable materials for future study. (For example: A 3-volume Flora of North America, published in the 1820s and beautifully illustrated, needs an estimated \$2,450 worth of work.)

**RANDOM LAKE, WI**

Friends of the Lakeview Community Library promised to raise \$200,000 toward the renovation of the town auditorium into a library. They held "endless fund-raisers," which included bake sales, pizza sales, candy sales, rummage sales, quilt raffles, pancake breakfasts, a holiday homes tour, a "Kids R Kute" contest and a Cabin Fever Reliever (a local talent show), tulip bulb sales, Christmas holly sales, and Valentine's Day cheesecake sales, used book sales, and a campaign for direct contributions. Here's an unusual twist they tried: a series of ballroom dance lessons leading up to a Library Ball!

**BEDFORD, TX**

The Friends of the Bedford Public Library continue their efforts to reach their goal of \$25,000 to purchase the life-size bronze sculpture The Need to Know by Hollis Williford. Containers labeled "Turn Copper into Bronze" have served as collection points for pennies and other small change, yielding more than \$2000 in the first 10 months of the campaign. Now the Friends have announced a contest: "On August 9, The Friends will give you the opportunity to weigh in the loose heavy coins from your pocket, purse, piggy bank or pail; dump them into the Turn Copper into Bronze receptacle; and have a chance to win dinner for two ... If you dump the coins weighing the most, you will be richly rewarded."

**ELM GROVE, WI**

The Friends of the Elm Grove Library have a traditional Memorial Day fund-raiser: Bookie Cookies. These large (four-and-a-half-inch diameter) cookies are a special feature at the Memorial Day parade.

**COLUMBUS, OH**

The Friends' Library Store is joining the Columbus Museum of Art and other downtown museums on December 2 from 5 to 10 pm to present the annual "ShopAround." Transportation between locations will be provided by special trolley-style buses. Each shop offers a variety of specially selected gift items for holiday giving. In addition, everyone who participates in this shopping event will have an opportunity to win a membership to each institution, including the Friends of the Library. Columbus Friends also sponsor the Java Master coffee service at the library, which will offer tasty treats for sale.

**DESTREHAN, LA**

A local restaurant owner volunteered to have a "Friends Nite" at her new restaurant once a month for three months. On those Tuesday evenings between 6 and 8 pm, she donated a portion of the receipts to the Friends -- just mention "Friends of the Library" to the waitress!

**BOLINGBROOK, IL**

Friends of the Fountaindale Library recently presented their second interactive mystery play, "The Murder of the Loaded Librarian." Both performances were sold out, and over \$1000 was raised. Next year, the Friends plan to do four performances! Seating is limited to 50 for each performance, and hors d'oeuvres and dessert are served, for a ticket price of \$10 per person. Refreshments and prizes are donated by area merchants.

**ROME, GA**

The Friends of the Sara Hightower Regional Library had such success with their first publishing venture that they are embarking on another. The History of Lindale, researched by Polly Gammon, is selling "like hotcakes" at the Friends of the Library Gift Shop. The interest has been so great that a companion piece is planned, to allow anyone interested in sharing their experiences and knowledge of Lindale to see their work in print. Contributions can consist of anything not under copyright, including photos, poetry, essays, notes, or letters.

**HUTCHINSON, KS**

"Books a la Carte" is a new project of the Friends of the Hutchinson Library, in partnership with a local business. The Friends were searching for a way to increase the visibility of their organization in the library and in the community, and KOCH Industries was interested in supporting education and literacy; the result was a \$2500 grant to fund the purchase of a merchandise cart that can be used at Friends' sales locations, in the library between sales, and at local community events to publicize the library and to sell memberships, books, and library items.

**VANCOUVER, BC, CANADA**

Vancouver Friends acquired copies of two local newspapers for the years 1958 to 1960, and offered them for sale: "Buy the actual newspaper for the day you were born, the days your children were born, for an event in which you were involved ... the possibilities are endless." The newspapers were bound in volumes containing the papers for two or three months and were sold at \$20 per volume.

**INDIANOLA, MS**

"Do It! Buy the Book!" was the motto of a radio-thon organized to assist the book budget of the Sunflower County Library System. When cutting the book budget became necessary because of budget shortfalls, the

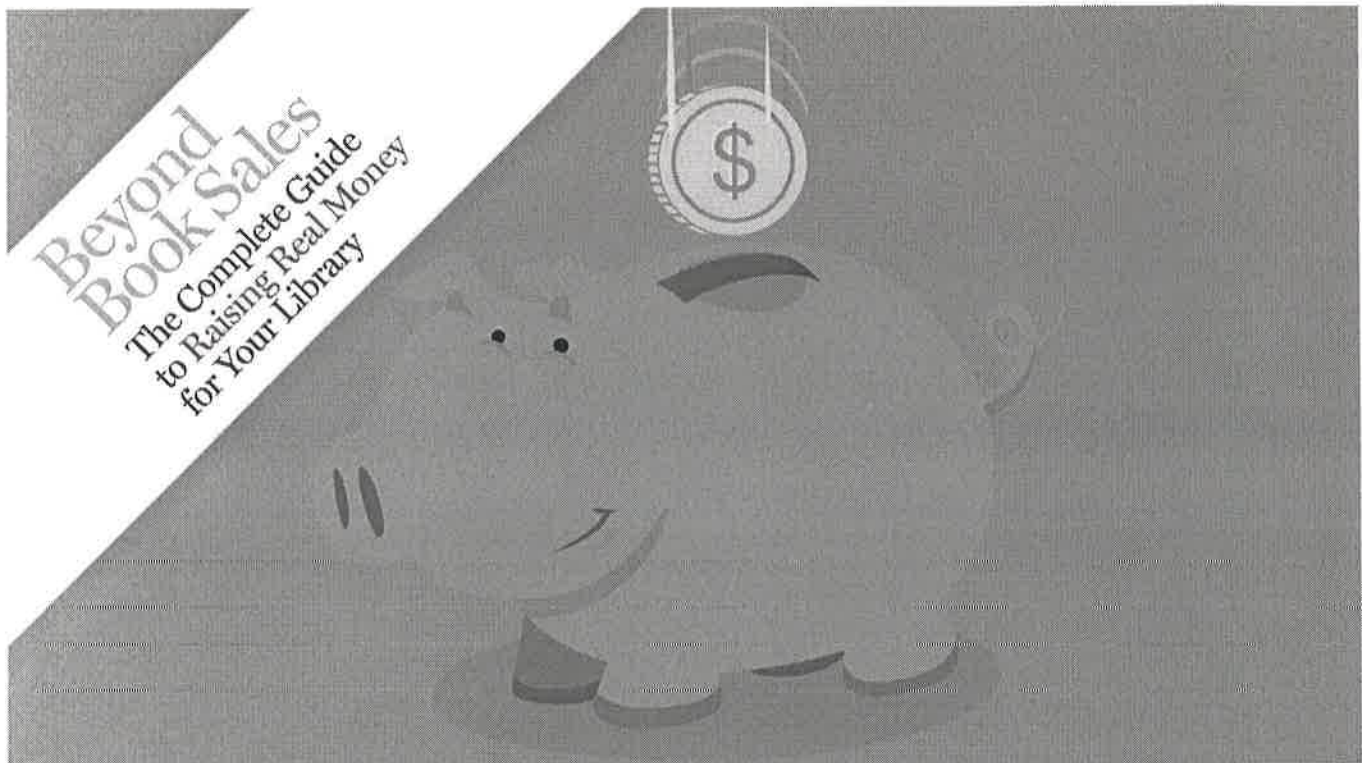
station manager of a local radio station put together a proposal for a fund-raiser. The radio-thon was held on a Sunday afternoon at the library, with a popular local radio personality making appeals 3 times an hour as the station interrupted their regular programming to ask for pledges.

**LAS CRUCES, NM**

Friends of the Thomas Branigan Memorial Library are the pleased recipients of 10 shares of Disney stock donated by Life Members and currently valued at over \$1000. Are any Friends out there actively soliciting gifts of stocks? Do you have a system in place for accepting and managing such gifts?

# 12 Must-Know Facts about Library Fundraising

We believe in libraries. We get libraries. Library Strategies Consulting Group often partners with Friends and Foundations on their strategic planning processes. We are the only consulting group in the country based inside of a library organization. We understand library missions because they are our mission. We also understand the challenges libraries and library organizations face. Library Strategies brings passion and library-focused knowledge and experience and tailors it to achieve your goals. October 17, 2015 / (<https://www.librarystrategiesconsulting.org/2015/10/12-must-know-facts-about-library-fundraising/#respond>)



From *Beyond Book Sales* (<https://librarystrategiesconsulting.org/beyond-book-sales/>)

1. Effective fundraising is about relationships first, money second
2. A clear case for support and strong, consistent messages are crucial
3. To value the library is not enough
4. Libraries have both an intellectual and emotional appeal to donors
5. Everyone on your staff plays a role in fundraising. EVERYONE.
6. A strong fundraising committee or board makes strong connections
7. Most donors are people, not institutions
8. Your largest donors are probably not library users
9. Corporate philanthropy is about more than altruism
10. Advocacy and fundraising go hand-in-hand
11. Fundraising is a year-round activity
12. Saying "Thank You" matters

This is an excerpt from our book *Beyond Book Sales: The Complete Guide to Raising Real Money for Your Library*. (<https://librarystrategiesconsulting.org/beyond-book-sales/>) Learn more about our book and how you can take your library fundraising to the next level, Beyond Book Sales! (<https://librarystrategiesconsulting.org/beyond-book-sales/>)

# 10 Great Ways to Thank and Nurture Your Donors

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With year-end fundraising wrapped up, it's time to thank your donors for supporting your library, Friends, and foundation. Although December may be your busiest fundraising month, these ten tips for recognizing your donors should be followed throughout the year. Properly thanking and honoring donors is a crucial step in fundraising. It helps strengthen relationships with supporters and improves the likelihood of continued support.

1. Send thank-you letters promptly (within forty-eight hours after receipt of a gift).
2. Send personal e-mails to individuals, conveying additional thanks for their gifts.
3. Take the time to make personal phone calls or to send handwritten, personal notes to your larger donors (\$100 or higher and any new donors).
4. Get others involved in thanking people—your volunteer fund-raising team or your Friends or Foundation board members, for example.
5. Create donor recognition groups by giving level and by kinds of giving.
6. Recognize your donors in print—in your newsletter, annual report, or other publications.
7. Hold donor recognition events annually, and consider holding special donor-only events too.
8. Develop an idea for a special, meaningful gift you can present to your truly extraordinary donors.
9. Communicate with your donors on an ongoing basis. Don't let your only communication with them be a letter requesting a donation!
10. Be consistently on the lookout for creative, new ways to thank, honor, and recognize your donors.

After you've thanked and honored your donors, you hope they will feel valued and appreciated. What more do you need to do? To nurture means to care for, and caring for your donors goes beyond thanking and honoring. It means demonstrating that their relationships with your library matter as much as their financial support. The process of nurturing donors is a kind of stewardship, the responsible management of something entrusted to one's care. Inherent in nurturing and stewardship is the goal of moving your donors into a deeper relationship with your library and, consequently, into deeper levels of support. Effective nurturing and stewardship help motivate your faithful donors to give annual gifts, tribute and memorial gifts, major gifts, and planned gifts.

The key to nurturing your donors is to look for ways to have ongoing contact with them that does not involve asking for support. In other words, create opportunities for "non-ask contacts."

# Attracting and Retaining Young Donors

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Nearly 85 percent of employed Millennials (age 18-34) donated to a charitable cause last year, according to a recent Millennial Impact Report. That's impressive in itself – and doubly so when you factor in that America's youngest working generation is also its largest. Eighty-five percent of Millennials translates to something like 67 million donors!

Furthermore, data from a recent, "buzzy" Pew Research Center report (<https://www.pewresearch.org/fact-tank/2017/06/21/millennials-are-the-most-likely-generation-of-americans-to-use-public-libraries/>) certifies what front-line librarians have been saying for years: Millennials are active and proud library users, and (on the whole) use their local library more often than older generations. In short, if your organization is not courting the largesse of these younger donors, you are almost surely leaving money on the table.

What's the catch?

Millennials choose their causes, and how much to give, based on patterns and preferences that may come as a curveball to any fundraiser versed in what's "tried and true" among older givers. Savvy library support organizations must learn both the best practices and faux pas of this new giving landscape.

## Offer "Participatory" Giving Opportunities.

According to the Millennial Impact Report cited earlier, an astounding 64 percent of young people have participated (actively or passively) in a walk, run or cycle event for charity. Collectively, nonprofits netted an estimated \$1.2 billion through such events in 2012 alone. That's nearly double what participatory giving opportunities brought in back in 2002.

Young donors are disproportionately represented here, and the reasons for that are twofold. Young adults are not as affluent as their parents and grandparents. Participatory giving opportunities along the "Fun Run" model allow young people to give as little as \$5.00 to a friend's race fund, and still feel the peer affirmation and vicarious commitment of the person they are donating "through." Under other circumstances, the donor might not view such a gift as appreciated or worth the effort.

Second, participatory giving opportunities allow a young donor unable to contribute substantial funds to have a comparable impact by freely offering their time and enthusiasm instead. (Unsurprisingly, parents and grandparents are oftentimes big contributors.)

Ramsey County Public Library in Minnesota and Person County Public Library in North Carolina are among the many who have had recent success with "Fun Runs." Others add a fresh, library twist. Read-a-thons and overnight lock-ins have proven equally effective at marshalling pledges.



### Emphasize Cause Over Organization.

As we've discussed in a previous article (<https://librarystrategiesconsulting.org/2017/10/5-ways-friends-groups-attract-millennials/>) on attracting new, young members to Friends of the Library, this is a generation who thinks critically about who they give to and what impact their dollar is having. Furthermore, compared to their parents, few young donors are "brand loyal" – they will jump ship if another charity with an allied mission looks to be more effective.

For these reasons, mammoth nonprofits with multi-pronged missions have had trouble attracting and retaining younger donors in recent years. It's not always easy for an organization like United Way to trace a clear line between donation and dividend.

Library support organizations should not expect young donors to rally to them "because libraries need our support." Instead, cite the added value the Library is able to offer to the community because of private donations routed through the Friends or Foundation. For example: "Your donation of [\$x] will allow us to add [x] new titles to our recently expanded children's area."

Assuming the money will be put towards the same purpose regardless, employing special asks for specific needs is the perfect way to harness this "cause over organization" mentality.

Hypothetical examples are sometimes appropriate, if based on sound math. In an end-of-year appeal, this might take the form of "In 2016, you donated [\$x]. That's the cost equivalent of [xx] one-on-one tutoring sessions at the Library or [xx]..."

### Invite Online Giving; Watch Mobile Giving.

Fifteen years ago, checks accounted for 46 percent of all non-cash transactions. By 2012, that figure had dwindled to just 15 percent – and the percentage is still shrinking (<http://www.npr.org/2016/03/03/468890515/is-it-time-to-write-off-checks>). If any charity overlooks the obvious ramifications this trend has for fundraising, they are going to miss out on substantial cumulative gifts from younger donors.

At a bare minimum, your website should include a link to a PayPal account. If you fundraise through ticket sales of any kind, your site should also have an obvious link to an online ticketing platform, such as Eventbrite, EventZilla, or Event Smart. (Their names may be similar, but functions and fees vary. Do your research and find the tool that best matches your needs.) If cutting a check is required, some younger donors will simply spend their weekend and money elsewhere.

Mobile payments are another trend to watch. Apple Pay, the digital wallet platform launched by Apple Inc. in 2013, currently boasts about 90 percent of this market. Apple is presently focused on expanding commercial applications, but large nonprofits like the American Red Cross, Doctors Without Borders, and St. Jude's already use the platform.

Moreover, some forward-thinking libraries are already accepting Apple Pay for overdue fines. Friends and Foundations should keep on eye on this development.

### Don't "Be On" Social Media – Use Social Media.

Invest time and energy in the three core social media platforms: Facebook, Instagram, and Twitter. This is a popular marketing maxim, and Fundraising 101, but not a "no brainer." Oftentimes nonprofits – particularly small ones and those who've traditionally catered to older donors – excitedly turn to social media but almost immediately become disenchanted when the donations do not effortlessly pour in. They delete their Facebook and Twitter or let the organization's social media presence go dormant.

This misses the point entirely. Although they are devotees of online and mobile giving (see above), Millennials want something different from social media. Instead of a fundraising organ, think of social media as a storytelling and relationship building tool. Young donors follow institutions because they want to hear about their mission in action. Repeated exposure to positive messages makes these individuals more receptive to "asks" over the long term.

Is this ideal? Perhaps not – but think long term. Eighty-eight percent of Americans aged 18-29 use Facebook, and 76 percent of Facebook users turn to the site *daily*. Do you really want to miss out on this time and attention?