



**Friends of the Modesto Library**  
Board Meeting  
May 28, 2014  
Modesto Library Conference Room

1. Called to order at 6:28 pm
  - a. Directors present: Anne Britton, Ellen Dambrosio, Jonaca Driscoll, Kathy Johnson, Judy Pierce
  - b. Directors absent: Sully Hannah, Barbara Quinn
  - c. Guests: Christine Brereton, Kristine Ezovski, Cathie Peck, Amy Taylor
  - d. Approved minutes of March 5, 2013, general membership meeting
2. Reports
  - a. Librarian's Report (Amy Taylor)
    - i. The new county librarian, Diane McDonnell, begins June 9
    - ii. The library has been extremely busy
      1. The community novel launched April 15, getting over 500 hits to the website in the first week (people reading or listening to chapters). The chapters are also available on iTunes.
      2. Summer reading (for four age groups) kicked off Saturday
      3. A quiet study room is being installed where magazines used to be
      4. As of May 1, 2014, library patrons can access 53 magazine subscriptions online through Zinio; information is available on the library's homepage.
  - b. Presidents' Report (Anne Britton)
    - i. Book Sales
      1. Scholastic sale netted \$1000 cash from Scholastic, \$52 in cash donations, and 391 books. For details, see Anne's book sales report on page 4.
      2. Used book sale netted \$3270.96; this amount was matched by Beard Family Companies.
    - ii. Omega Nu Grant Application: On behalf of SCFL, FOML requested \$1300 to fund three dinner theater performances next year. It looks like Omega Nu will be making a \$1000 donation instead; we will know for sure next week.
    - iii. Día De Los Niños/Libros: We donated \$1000 to this event, which drew an estimated 850 people; Anne handed out 375 books.
    - iv. FOML Presidency: Anne and Christine have been meeting to plan for the transition in this office, which officially occurs July 1.
  - c. Membership Report (Ellen Dambrosio)

About 2/3 of our 2013 members have renewed; approximately the same as a year ago at this time. Ellen periodically sends email reminders and puts notices in the newsletters. Ellen brought a list of 2012 and 2013 members who have not yet renewed. Some board members in attendance at this meeting committed to contacting people on the list they know and urging them to renew their memberships.

After discussion, it was agreed we should consider creating an online form with a PayPal link. Ellen will look into this.

- d. The Little Shop Report (Kristine Ezovski)
  - i. TLS is doing well. It was very busy the weekend of Día de Los Niños and also last weekend. The shop's profit was over \$1000 in the past year after shop expenses were paid. For details, see Kristine's reports on page 6 and 7.
  - ii. The shop needs more young children's books. Lanyards, plastic finger puppets, rubber ducks, and office supplies are selling well. Most days are well-staffed and Kristine has three new applications from potential volunteers.
- e. Treasurer's Report (Jonaca Driscoll) and Other Budget Items
  - i. Our budget looks good; Jonaca's detailed report of the first 11 months of the current fiscal year is on page 8.
  - ii. Review of New Budget Requests
    - 1. ALSC Institute Scholarship: This is for a training opportunity at American Library Services to Children in Oakland. The registration cost is \$400 for one library employee, Olga Cardenas, to attend. Jonaca made a motion to donate \$400; Christine seconded; passed unanimously.
    - 2. County Fair: Last year we donated \$200 and still they could have used more books for the youngest children. Ellen made a motion to donate \$300 this year; Christine seconded; passed unanimously. Volunteers are needed to hand out books; some board members signed up to help.
  - iii. Budget Adoption
    - 1. Anne built the 2014-2015 budget based on the 2013-2014 budget. To balance, line 10 has \$5790 projected in donations and fundraisers other than book sales and grocery revenue. Jonaca made a motion to accept the budget; Kathy seconded; passed unanimously.

### 3. Old Business

- a. Possible fundraisers
  - i. Judy has a list of restaurants that do fundraisers; Kristine will choose one and coordinate the event.
  - ii. A bowlathon at McHenry Bowl
  - iii. Kristine will contact Suzanne Staud about designing a sign to hang in The Little Shop advertising the grocery card affinity programs. Income from these sources has been dropping and could easily rise with the increased participation that additional advertising in TLS might bring.
  - iv. Staffing the county fair gates from 6 am to midnight for ten days, with up to four gates open at a time, could net \$10,000; Amy Taylor has done this in the past.
  - v. Ellen will write a newsletter article soliciting fundraising ideas
- b. Save Stanislaus Libraries
  - i. This group is building up a fund to be ready for the 2017 election. FOML has been donating close to the maximum allowed by law (20% of our budget) in each fiscal year since the last campaign. Judy moved to donate \$2400; Jonaca seconded; passed unanimously.

4. New Business

Installation of new officers: Effective July 1, 2014, Christine Brereton and Cathie Peck are members of the FOML Board, as president and at-large director, respectively.

5. Organizational Review

Members present reviewed officer and director responsibilities to remind everyone of who does what. Ellen will cc: Cathie Peck when communicating about website and social media pages.

6. Calendar Review

- July 15 – Newsletter submission deadline
- July 17 -- library's County Fair booth
- Oct. 29 – Halloween Program
- Oct. 19-25 – National Friends of Libraries Week
- Nov. – Scholastic Book Fair

7. Announcements

Anne will be gone June 1-20

8. Agenda items for next meeting: **Wednesday, Sept. 3, 2014 at 6:30 p.m. - Conference Room**

- Fundraising ideas/issues

9. Adjourned at 8:07 pm

Submitted by Ellen Dambrosio

## CUSTOMER APPRECIATION WAREHOUSE SALE EVENT 8, 10, & 12-14 MAY 2014

### FRIENDS OF THE MODESTO LIBRARY CASH PROCEEDS

Hosting Payment	\$1000.00
Donations	\$ 52.00
Memberships	\$ 30.00
Expenditures	\$ 0.00

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**Total income** **\$1082.00**

### OTHER PROCEEDS

Books earned for library programs	
391 books at discount price	<b>\$1289.17</b>
[est. list price \$2900]	

### IN-KIND DONATIONS

Volunteers Hours (24 vols.)	135 hours
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The benefits of the book sale go beyond the money added to FOML coffers and the books earned for the library. The discount book sale:

- Put books into the home libraries of countless families;
- Provided a resource for low cost, quality children's books for teachers, schools, and to service organizations such as Soroptimists and Kiwanis who donate books to children;
- Provided a local outlet for libraries, PTOs, and Friends organizations to spend their "Scholastic Dollars;"
- Publicized the work of the Friends;
- Informed the public about upcoming Library programs including Summer Reading.

May 2014 was the ninth year that FOML has hosted a Scholastic discount sale. The event has become one many people look for each year. A fixed amount of \$1000 was paid to FOML for hosting the sale and volunteers earned \$10 per hour in books at the discounted cost for their time, with most donating their earned hours to FOML for Library programs.

The Scholastic representative said the sale did close to the one last year with final sales of about \$10,000. Teachers and librarians as well as homeschooling parents came from as far as Tracy, Merced, Escalon, and Atwater to shop for classrooms, libraries or for gifts for their students. The broad title selection brought buyers from schools, libraries and friends groups taking advantage of the local outlet for spending their Scholastic Dollars credit. They and local schools appreciated not having to drive to Fresno, Sacramento or Fremont to shop at one of the Scholastic warehouses.

Beyond the cash in the bank, nearly \$1300 worth of books at the discount price were bought for Modesto Library programs by volunteers' time. In total we bought at least 391 books worth an estimated \$2900 at full price!

Availability issues between Scholastic and the library auditorium made for a unique schedule. Not only did the sale begin in one week, on Thursday, and end in the next, on Wednesday, but Story Times were in session during the sale and were held outside in the morning and upstairs in the evening instead on in the auditorium. The delivery was made Thursday morning with immediate set up and the sale began that afternoon at 2 p.m. Other sale hours were 10 a.m. - 4 p.m on Saturday and Monday through Wednesday, 10 a.m. - 7 p.m. Pickup of the books happened at the end of the last day of the sale and went smoothly. Opening day and Saturday [Farmers Market morning] were especially popular shopping days.

The selection of books did not include many Spanish Language titles, Christian interest books or boardbooks. Supplemental shipments were sent for three teachers who wanted extra copies to create classroom sets of novels. Children's Department staff flagged choice titles with "Librarian Pick" slips to recommend favorite books. Teachers, parents and grandparents left carrying arm-loads of books. Boxes of books went with teachers, librarians, and parents as well as to service clubs and school boosters in our community.

Scholastic's Sales rep, Lori Van Ostrand, helped set up the sale along with volunteers, provided the "till" and collected proceeds/cash register reports. The record keeping system of volunteer hours and redemption for their work was easier this year because the \$10 per hour in books [at the discount rate] could be redeemed all lumped together under the FOML umbrella.

Publicity for the sale was mostly handled by Scholastic with notices they sent to schools, teachers, and former Book Fair sites. We hung banners facing I and 16<sup>th</sup> Streets. FOML distributed information in the Newsletter and in emails to FOML membership, the Literacy Center and other contacts as well as posting flyers and distributing handouts in the library.

As always, it was wonderful to see so many books moving into the homes and libraries of our community. Representatives of service groups including Kiwanis and Soroptimists bought books for their give-away literacy programs. I would like to take this opportunity to thank them, our volunteers, and the ever-helpful library staff for making this possible. Volunteers' generosity in time and effort not only put more books into the Modesto Library programs such as Día De Los Niños/Libros, but helped provide a low-cost source for high-quality books for our whole community.

More books for more kids! That's what it's all about.

Anne Britton, Book Fair Chairman

**The Little Shop**  
**3 Month Period Profit & Loss**  
**For Period Covering 03/01/2014 to 05/31/2014**

**Revenues**

**Income**

Reimbursed Expenses	\$4.29
Sales	\$326.98

**Total Revenue**                      **\$331.27**

**Expenses**

**Expenses**

For FOML	\$48.72
Merchandise	\$155.34
Office Supplies	\$1.08

**Total Expenses**                      **\$205.14**

**Net income for Period**                      **\$126.13**

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**The Little Shop****Annual Profit & Loss****For Period Covering 06/01/2013 to 05/31/2014****Revenues**

Income	
Reimbursed Expenses	\$4.29
Sales	\$2,088.45
<b>Total Revenue</b>	<b><u>\$2,092.74</u></b>

**Expenses**

Expenses	
Computer	\$7.52
Consignment Payout 60%	\$47.29
Display, Decor, Design	\$50.53
For FOML	\$454.72
Merchandise	\$884.32
Office Supplies	\$38.50
Postage and Delivery	\$6.88
<b>Total Expenses</b>	<b><u>\$1,489.76</u></b>
<b>Net income for Period</b>	<b><u>\$602.98</u></b>

FRIENDS OF THE MODESTO LIBRARY FINANCIAL STATEMENT  
for the fiscal year July 1, 2013 to May 31, 2014

**Expenses**

Stanislaus County Library	8,924.73
Hartford Insurance	500.00
P.O. Box	60.00
American Library Association	80.00
Library Adult Programs	100.00
Children's Library paint job	3,700.00
Postage	161.00
Labels for Mailing	66.17
Adult Cooking Program	284.74
Adult Writing Workshop	200.00
General Meeting Treats	76.28

**TOTAL** **14,152.92**

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<b>Expenses covered by Little Shop Profits</b>	<b>300.00</b>
<b>Postage covered by mall debit card</b>	<b>115.00</b>
<b>Postage covered by B of A debit card</b>	<b>46.00</b>
<b>Bookplate labels covered by B of A debit card</b>	<b>48.72</b>

**Income**

Memberships	5,240.00
Donations	1,873.00
Uno Grill Fundraiser	92.50
Scholastic Book Sales	1,911.46
Raley's	919.82
SaveMart	1,671.21
eScrip	87.52
Used Book Sale	3,270.96
Scholastic Sales Donations	52.00
Macerich Donation	500.00
Ross Donation	1,000.00
George and Anne Britton Donation	400.00

**TOTAL** **17,018.47**

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<b>PayPal</b>	<b>949.54</b>
<b>Bank of America Account</b>	<b>4,037.81</b>

FRIENDS OF THE MODESTO LIBRARY FINANCIAL STATEMENT  
for the fiscal year July 1, 2013 to May 31, 2014

**FOML Checking Account**

Beginning Balance	22,740.90
Deposits	17,018.47
Withdrawals	(14,152.92)
<b>Ending Balance</b>	<b>25,606.45</b>

**FOML Savings Account**

Beginning Balance	1,706.85
Interest	.11
<b>Ending Balance</b>	<b>1,706.96</b>