



Fall workshop hosted by the North Bay Public Library provided an opportunity for those interested in learning more about Friends of the Library to meet and share ideas. Pictured here are: Donna Smith, Library Director, Markstay-Warren Public Library; Carole Rouillard, Friends of the St. Charles Public Library; Janet Crich, Library Board Trustee, McKellar Public Library (Parry Sound); and Pat McColl, Director, McKellar Public Library.

From the President's Desk . . .

by Dorothy Macnaughton

I've been thinking lately about the value of volunteers. Volunteer Canada had a campaign a couple of years ago which described the contribution of volunteers as "Value Added" to an organization. This is certainly true when you consider the value Friends add to their library, from the perspective of funds we raise, advocacy and human resources.

As Friends volunteers who believe passionately in the importance of our libraries in our communities and in literacy opportunities for everyone, we are happy to assist in any way we can. Many of us give a great many hours to the Friends and to our libraries. As President of the Sault Ste. Marie Friends of the Library, I meet many individuals who choose to volunteer their time with our Friends group. Often, they haul heavy boxes of books, sort books, staff outdoor book sales in heavy rainstorms, stand out in the sun for a yard sale, or spend their own money on ingredients for bake sales.

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Teleconference for FOCAL members

February 22, 2010

Pacific	5 p.m.
Mountain	6 p.m.
Central	7 p.m.
Eastern	8 p.m.
Atlantic	9 p.m.
Newfoundland	9:30 p.m.

A toll-free number and password will be provided.
Email focal@accessola.com or call (705) 523-3415.

From the President's Desk . . .

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They do all of these with a smile on their faces, tell me how much they enjoy volunteering for Friends events and how much it means to them that they can give back to the library. Anyone who donates their time, from the President, Vice-President, Secretary, or Treasurer, to the book store or book sale volunteer, to the media contact, newsletter editor, to the volunteer coordinator, to the Friends Board member, gives freely, generously and willingly of their talents and their energy.

Friends organizations, during a time when volunteers are not easy to find, are indeed fortunate to have people in our communities who believe in what we do for our libraries. Thank you for your amazing contributions to your libraries.

If you have a new Friends group, or are thinking about starting one, FOCAL wants to be able to provide what you need to get off to a successful start. For older, more established groups, we try to develop and collect helpful materials which will help your group grow and thrive.

North Bay Workshop . . .

In addition to discussion relating to book sales, volunteers and events, these ideas were provided for fundraising ideas:

- Cloth book bags – Sundridge-Strong
- Cookbooks - Sault Friends – took many years to sell Friends cookbook – ordered in bulk, had to sell off the last few for half price (\$5 instead of \$10)
- Trivia night
- Yard sales
- Gift baskets – with books (collectable, gently used, sets of books)
- Mardi Gras Chocolate Evening (Sault Friends)
- B & B – Book and Bake Sale
- Chili Cookoff – Winter Carnival
- Friends looked after canteen at ATV Rally
- Pep Talk
- Public Education Program
- Gardening; Bird Watching – once a month in the evening

Please feel free to contact us through the FOCAL website any time. FOCAL looks forward to making contact with more Friends groups across Canada and supporting you in all the great work you accomplish for your libraries.

FOCAL, your national Friends organization, is run totally by volunteers, similar to most Friends groups. We don't have many people on our Executive and Committees, but we work hard to continue to provide useful resources and information that will help your group. Many of us volunteer with our own local Friends or work in the library field.

FOCAL needs additional people to serve on our Board. We can use Committee members to help with the Communications Committee and anyone with fundraising expertise. We also need a Prairie Director to help us maintain contact with Friends groups in Manitoba, Saskatchewan and Alberta. If you can help FOCAL by serving on our Board or Committees, please contact Dorothy at rmacnaug@sympatico.ca

Nova Scotia Library Association/Library Boards Association of Nova Scotia Annual Conference, October 2009

Blanche Turner of the Friends of the Shelburne Library and Ian White, regional director for the Atlantic Region for Friends of Canadian Libraries, guided approximately 20 people through a forum on the various roles of a friends-of-a-library group on Oct. 25 at the Library Boards of Nova Scotia/Nova Scotia Library Association annual conference in Yarmouth, N.S.



Ms. Turner provided an overview of her group's work with the McKay Memorial Library, based in Shelburne, N.S. The library is one

of 10 branches making up Western Counties Regional Library. Shelburne Friends of the Library, a Friends of Canadian Libraries (FOCAL) member, continue to enrich the patrons' experience at the Shelburne library through its commitment.

Shelburne (population 1,879) has been going through hard economic times and has experienced a steady drop in population. Statistics Canada figures show the population was 2,013 in 2001 and 1,879 in 2006.

Despite this, the Shelburne Friends of the Library donated \$1,835 in 2008, \$1,500 of which was dedicated to enhancing the library's book collection during its 2008 Adopt-A-Book campaign. This level of support has been consistent over the years. Its efforts to ensure new materials are on the library's shelves have helped the Shelburne branch of Western Counties Regional Library maintain its circulation level in 2008-2009 to that of 2007-2008.

The Shelburne Friends group manages to give at such a level through two key annual fundraisers, a yard and bake sale in the summer and a Christmas silent auction in December. The money raised through these efforts adds material to the library's collection and allows the Shelburne Friends to purchase \$200 worth of books annually for the library's book club. It also provides funds to support programs.

Members of the Friends organization lobby on behalf of the library with local politicians and business people and help promote library events and programs. At their annual fundraisers, they provide leaflets outlining coming programs at the library.

The Friends group has grown to a total of eight members and four supporters in 2008-2009 almost double that of two years ago. Each member of the group volunteered approximately 25 hours of his or her time.

The Shelburne Friends works closely with a local animal shelter, which assists in rescuing stray animals, spaying, and neutering.



Ian White went over the various roles of a Friends organization from fundraiser to advocate of its local library.

He took participants through the FOCAL Web site to show them the resources available online and answered questions ranging from funding opportunities to starting up a Friends group.

One of the key means of tracking funding sources in a community is to network with local politicians and community-based funding and economic development agencies.

"Have a cup of coffee with your local municipal, provincial and federal representative. Find out what they know about possible funding sources that are out there," White said.

Conferring with other Friends groups is another way to come up with new initiatives and fundraising ideas, he added.

For a list of fundraising ideas, resources and past successes of Friends organizations, visit:
<http://www.accessola.com/focal/documents.html>.

Canadian Library Association Conference Montréal, August 2009



Friends of the Library – Fantastic Fundraisers!

Our poster at the CLA conference related to how Friends collaborate with the library to raise funds to benefit their community by funding books, magazines, programs, services, equipment or funds for capital campaigns.



Dorothy Macnaughton, Jami van Haften and Lori Nash set up an exhibit for Friends of Canadian Libraries.

Dorothy Macnaughton is pictured here with a conference delegate.

We spoke with many delegates over the course of the conference, including delegates with Friends groups from the following libraries:

- Saskatoon Public Library
- Library and Archives Canada
- Sault Ste. Marie
- Fraser Valley
- Prince George, B.C.
- Regina
- Windsor
- Yellowknife
- North Shore, Nova Scotia
- Oakville Public Library
- Norfolk (Simcoe County)
- Kirkland Library, Montreal
- North Vancouver
- Vancouver
- Stony Plain
- Fraser Valley Regional Library
- Dorval, Quebec
- Red Deer Public Library
- Whitehorse, Yukon
- McGill University
- Brandon University, Manitoba
- Charlottetown
- University of Victoria
- Athabasca University

These statistics were included in our poster –

Activities of Friends Groups

Fundraising events	85%	In-library volunteer	53%
Used book sales	75%	Raffles/bingos	52%
Friends newsletter	58%	Program sponsorship	40%

What is purchased with funds raised?

Library materials	72%
Library equipment	65%
Furniture	55%
Programming	48%
Facility improvements	40%
Computer equipment/software	38%

** Survey of 88 Ontario Friends groups, 2002, conducted by the Southern Ontario Library Service for Friends of Canadian Libraries.*

Million dollar friendship Friends' volunteers support vital library literacy efforts

From February newsletter of the TPL Foundation

When the Friends of Toronto Public Library, North and South Chapters presented a combined donation of \$118,000 to the library at their Annual General Meeting on December 4, it brought the total to date donated by Friends of Toronto Public Library volunteers to more than \$1 million.

The Friends of Toronto Public Library run two bookstores: Book Ends at North York Central Library and Book Ends South at Toronto Reference Library, where they sell donated and withdrawn library materials. Most of the items they sell go for a dollar or less. "It's amazing," according to Toronto Public Library Foundation President Heather Rumball. "Every year the Friends are more and more generous, and equally determined to increase their donation, which is just fantastic."

Did you know that the Friends of Toronto Public Library have over 100 volunteers and that together, every year they dedicate over 11,000 hours of service? It is through their support and dedication that to date, the Friends of Toronto Public Library, North and South Chapters have jointly raised over \$1 million in support of Toronto Public Library programs.

The Friends of Toronto Public Library, North Chapter have been strong supporters of the Toronto Public Library for over 15 years. Since their inception in 1993, they have raised over \$700,000 to support the Library's Leading to Reading children's literacy program, as well as other literacy initiatives. Leading to Reading is a free program for children who are reading below their grade level or need help with their homework. Children are encouraged to learn and practice their skills in a fun environment.



Left to right: Friends from the South Chapter: Frank Velikonja, Jean Harris, Nancy Kellett: Jane Pyper, Chief Librarian: Heather Rumball, President, TPL Foundation: Friends from the North Chapter: Linda Diener, Ed & Judy McCabe and Betsy McDonald.

Million dollar friendship Friends' volunteers support vital library literacy efforts

The Friends of Toronto Public Library, South Chapter began raising funds for the Toronto Public Library in 1997. Since then, they have donated over \$300,000 to support a number of programs and services at the library. These much needed funds have assisted with the purchase of a Home Library Service van, helped bolster Home Library Service collections, and have supported the enhancement of literacy and literary programs at the Toronto Reference Library.

They also have, and continue to fully fund the English Can Be Fun summer program for newcomer children. The Toronto Public Library and Toronto Public Library Foundation congratulate the Friends of Toronto Public Library for their hard work and commitment over the years. Some volunteers have worked in the book stores selling books and promoting the stores and the Friends; others have worked diligently behind the scenes. Whatever their role, this great success could not have been possible without the enthusiastic volunteers who help run Book Ends, Book Ends South and the Friends of Toronto Public Library.

Book Ends

By Judy McCabe



The Book Ends book store for withdrawn and donated books has been operated for 16 years by volunteers from the Friends of Toronto Public Library – North Chapter.

We sell reference books, text books, hard-cover and trade paperback fiction and non-fiction for adults, teens and children. The store also sells magazines, cassettes, videos, CDs and DVDs. We are open from 10am to 4pm, Thursday through Saturday, in the North York Central Library.

We are a fairly small store, but we have raised over \$750,000 for the literacy programs of the Toronto Public Library. With the Book Ends South store in the Toronto Reference Library, we have raised over \$1,000,000.

We enjoy an annual Volunteer Appreciation evening to thank our loyal staff of 25 to 30 volunteers. When in Toronto, give us a visit.

* *Picture copied from http://www.torontopubliclibrary.ca/sup_boo_index.jsp*

PHOTO GALLERY

We are starting to add your photos to our website. Please send pictures and captions.

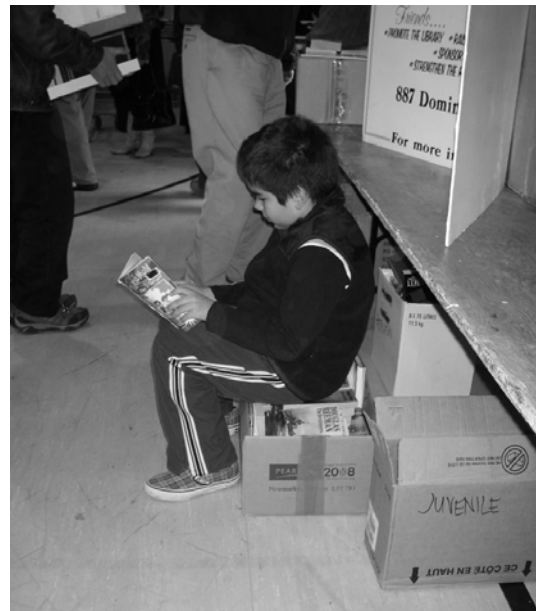
Margaret Johnston, President of the Friends of the Prince George shares these photos from their 2009 annual booksale:



“When we opened the doors to start the sale - there were 100 people lined up! At the height of the sale we tried to count the shoppers, there were over 200. It was a very busy and successful sale!,” writes Margaret.



A volunteer moves boxes into the sale area.



Another satisfied customer!

FRIENDS FORUM . . .



The **Friends of the Victoria Public Library** attended the official launch in March of Literacy Victoria's new bookmobile and mobile computer lab service. The Friends donated books for the program as part of its Outreach Program. Literacy Victoria volunteers visit shelters and other facilities to help people with reading, writing, math and computer skills.

In 2008, the Friends donated \$42,491.32 to the Greater Victoria Public Library (total for the last ten years is \$490,634). Some of this went to fund:

Summer Reading Club \$5,970

Wheelchair \$230

Community Shelters Depository \$4,738

Video Gaming Collections \$13,000

Media Equipment Table \$295

Writer in Residence \$10,000



Ajax Friends are still going well - despite the disruption of a couple of years ago. We make about \$200 a month on our film circuit, in partnership with TIFF. Also, manage 2 bookcases at branches and they produce an average of \$350 a month. Last weekend, we had a booksale and silent auction and sales were \$1,587 - so a great success.

This year, Friends bought the library a complete DVD system, with huge screen and sound system - cost \$7,000 and is fantastic for the children's summer reading program, plus a great rental amenity. We also purchased 2 special children's computers along with the necessary maintenance and furniture at a total cost of \$9,000. We still have funds in our Capital Account for a special project.



The Friends of the **Oshawa Public Library** have recently completed their annual Giant Book Sale, always held in the third week of October. We were concerned about the possible effects of the downturn in the economy, difficulties in parking because of construction nearby, and poor weather on the Friday. Although we did not have a record year, we still realized well over \$18,000, which will be put to good use in funding special projects for the Library.

Our next fundraising event will take place on Sunday, January 24th. For the fourth year, we are partnering with the Durham Shoestring Performers and the Studio Restaurant in the McLaughlin Art Gallery. Patrons have the option of lunch or dinner in the restaurant, with a 3 p.m. matinee of Chekhov's "Three Sisters" either before or after the meal. The price of \$60 includes the theatre ticket, the meal, and a \$20 donation to the Friends.

This fundraiser doesn't raise a large sum of money, but we feel it is worthwhile because it supports our "neighbours" and offers a pleasant afternoon and evening of entertainment to our patrons.

Judith Edmondson
for The Friends of the Oshawa Public Library

From the website of the Friends in London, Ontario . . .



- Friends of the year award winners from 2009 and 2008
- Speaking with Friends lecture series
- Booksale proceeds
- Presentation of fundraising proceeds

Among Friends – online newsletter

<http://www.londonpubliclibrary.ca/friendsofthelibrary>

On June 25, the Friends presented the London Public Library Board with a cheque for \$39,200. David Winninger, Library Board Chair, accepted the donation from Carmen Sprovieri, Chair of the Friends, and several members of the Executive.

This donation supplements the \$85,800 presented March 26 and brings the total in 2009 to \$125,000. Congratulations to all those that made this outstanding achievement possible.

Another successful sale . . .



Western Fair's Special Events Building was a beehive of activity Oct. 23-25 with the steady sound of hundreds of avid book lovers viewing, assessing and selecting thousands of items at this year's book sale. By the time the doors were closed on Sunday, approximately \$42,000 had been received as our customers took advantage of the varied offerings and low prices. After expenses, the Friends of the Library will be able to provide about \$35,000 toward Library programs that would otherwise not be possible.

Read the full story in the November issue of the Among Friends newsletter
<http://www.londonpubliclibrary.ca/files/u3/aboutmylibrary/friendsofthelibrary/2009Novfinal.pdf>



Edna Mae Walsh was honoured as the **2009 Friend of the Year** at the annual Friends of the London Public Library Book Sale October 23 - 25. Edna Mae served as the Volunteer Coordinator for the Book Sale from 2001 until 2008, during which time the number of volunteers grew from 50 to 200.



Hilary Bates Neary was named the **2008 Friend of the Year** at the Friends AGM and 15th Anniversary Celebration on September 23rd. Beginning as the Library Board's representative, Hilary served as an executive member of Friends for well over a decade – as secretary, vice-president, president, and past president. During this time Hilary was involved in countless initiatives, programs and projects, including Speaking with Friends, Author Readings, A Book for Every Child, Book Sales, and Meet & Greet the Municipal Candidates, to name just a few.

Book Store Manuals and Resources online

Friends of Canadian Libraries

Our website has a variety of manuals, pricing guides, and procedural documents.

Please send us your book store resources to add to our online collection!

Friends of Canadian Libraries		
Documents		
Friends are asked to provide documents relating to their association and other useful links. The following list will be updated as documents are received.		
Book Sales	Mississauga	Book Pricing Template (2006)
		Book pricing guidelines (2009)
		Mississauga Book Sales (2009)
		Price Guidelines (2009)
		Running a Friends Book Shop (1999)
		Sorting and Pricing (2009)
	Sault Ste. Marie	Book store co-coordinator's job description (2006)
		Book store sorters (2006)
		Bookstore price list (2009)
		Book Store philosophy (2006)
		Book store procedures (2006)
	Toronto	Request book procedures (2006)
		Running a Friends Book Shop (North York, 1999)



Association of Library Trustees, Advocates, Friends and Foundations

The website of ALTAFF features several book store manuals:

- The Library Shop: Resources from the Friends of the Santa Maria (Calif.) Public Library *Sales Assistant Handbook* and *Business Plan*
- Friends of Ferguson (Conn.) Library - *Book Shop Committee Manual* and *Volunteer Handbook*
- Bookstore manual from the Friends of Freeman Library (Houston, Texas) – bookstore procedures manual

<http://ala.org/ala/mgrps/divs/altaff/friends/ideasharing/bookstores/index.cfm>

Conference watch 2010

Library associations and agencies across Canada plan national, provincial and regional conferences every year. We have been working hard to have Friends of Libraries represented in conference programs or in the exhibits area. Please visit our website to learn full details of any of these conferences in your area, and plan to join us at a session near you.

American Library Association Midwinter	Saturday, Jan. 16th Nuts and Bolts for Friends and Trustees
January 15 - 19 Boston, Mass.	Board Self-Evaluation <i>Speaker: Nicholas Spillios</i>
Ontario Library Association Superconference	Wednesday, Feb. 24th – full day workshop Winning at Fundraising: Creativity + Teamwork = Success
February 24 – 27 Toronto, Ontario	Hear from experts and network with those working in the fundraising field, to discover a framework of fundraising, based on a model of working together.
	Thursday, Feb. 25th Building a Successful Event: Special Events 101 Friends Helping Friends Workshop Make your Friends Store a Success
British Columbia Library Association	Friends - In the Business of FUNdraising <i>Speaker: Jocelyn MacNiel</i>
April 22 – 24 Penticton, B.C.	
Ontario Library Service North	Wednesday, May 12th Time - 3 pm to 4:30 p.m. A Little Help From Our Friends <i>Speaker Dorothy Macnaughton</i>
May 11 – 14 Sudbury, Ontario	
Manitoba Library Association	Friends of Your Library: Passionate Partners <i>Speaker Dorothy Macnaughton</i>
May 17 – 19, Winnipeg, Manitoba	
Canadian Library Association	Look for our table in the exhibit hall.
June 2 – 5 Edmonton, Alberta	

www.friendsoflibraries.ca/conferences.html

Ten Commandments for Friends of Libraries

FOCAL's Executive

By Sandy Dolnick

1. The head librarian must want a friends group.
2. The library staff must be willing to work with the friends.
3. Those involved must be willing to make a commitment of time.
4. The library must make a commitment as to which of its resources may be used by the friends group (space, staff time, paper, artist, printing, phones, desks, etc.) .
5. A core group of interested people must exist.
6. The authority to which the librarian is responsible (the trustees, the provost) should be aware of and in agreement with the need for a friends group.
7. Communication must be open among all groups concerned with library policy.
8. It is agreed that friends are not concerned with library policy.
9. The group must understand the role that it is expected to play.
10. It must be clear that the functions of the trustees and friends are separate.

This is my prescription for a healthy group.

Acknowledgement: The Present State of Library Friends
Sandy Dolnick Conference paper 1980.

In D.W. Krummell (ed) Organizing the library's support:
donors, volunteers, friends (Papers presented at the Allerton
Park Institute November 11-14, 1979): 33-39.

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