

On Saturday, September 27, 45 Friends of the Library (FOL) and library trustees gathered at the Hooksett Public Library for a discussion moderated by NHLTA board members Jeanne Palleiko and Tammy Hooker.

Fundraising proved to be a lively, diverse topic. As one might guess, book sales are a mainstay even though as one attendee stated: half the donations are junk! The group agreed that doing sales by donation brought in more money than pricing books. Selling books by the bag works. Several libraries mentioned working with companies that place recycling bins at the library; the Wadleigh library in Milford earns \$200-300 a month. Since so few people pay with cash these days, a couple of libraries mentioned they felt they had lost sales because they didn't offer payment by Venmo or something similar. This led to a discussion of Venmo, which some said can be confusing to set up. Stripe and Square were also mentioned.

Other fundraising ideas mentioned: Plant sales (Barrington's annual sale raised \$5000 last year); partnering with local restaurants for a percentage of sales; charity gambling, although there is a long waiting list, you need to be a 501c3 organization and the treasurer needs to pass a background check; photos with Santa and the Easter Bunny (Hooksett) by donation; the Chesley Library in Northwood had author Rebecca Rule speak – she did not charge, the suggested donation was \$10 and they made \$1000; the Hampstead Library maintains a thrift shop which brings in \$25,000 a year; Claremont does a pie sale before Thanksgiving; several libraries in the Seacoast area have benefited from The Fabulous Find's program of donating to non-profits; having an Amazon 'Wish List' is helpful; and Dunbar sent an appeal letter and brochure to previous donors and raised \$13,000. The general feeling about sending a mailer to everyone in town was that it is not worth the expense.

The next topic was how to recruit Friends. Suggestions included attending toddler story times at the library in order to meet parents and offering child care at library events. One library noted that having a library thrift shop can bring in families.

Concerning the role that the Friends have in the running of the library, it was noted that while library trustees may be members of their Friends group, they cannot be a voting member due to a conflict of interest. For more information, visit

[www.ala.org/sites/default/files/united/content/The%20Role%20of%20Library%20Trustees.pdf](http://www.ala.org/sites/default/files/united/content/The%20Role%20of%20Library%20Trustees.pdf).

The Friends contribute to library programs, movie licenses, Hoopla, museum passes, summer reading, etc. It is common for the FOL to reimburse the library for expenses instead of paying directly to a vendor. This allows the library to account for sources that supplement the library's budget. Several FOLs mentioned that they offer scholarships as they help draw kids in as volunteers. It was agreed that the Friends need to be upfront so people know where donations are going as donors may prefer their donations go to their library. It is recommended that FOLs should have insurance/general liability policy.

For those that want to continue sharing ideas, Samantha Murch (Elkins Public Library FOL, Canterbury) has set up a private Facebook page, NH Friends' Collaborative --

[www.facebook.com/groups/2289441118138876/?ref=share&mibextid=NSMWBT](https://www.facebook.com/groups/2289441118138876/?ref=share&mibextid=NSMWBT).