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Charles D. Hanson
United for Libraries Representative

Contact

friendsofmichiganlibraries@gmail.com
734-506-8410



Connect with FOML online! Be sure to like and follow Friends of Michigan Libraries, FOML, on Facebook.

You can get the latest news about other Library Friend groups around the state and helpful reminders of resources useful for your own group.

www.facebook.com/FOMLLibraries



From the President,

As August comes to a close, FOML is gearing up for fall activities that include resuming monthly Board meetings, planning the Talk About Friends meeting on October 6 at the Alpena Public Library and developing upcoming virtual Connect with Friends presentations.

A reminder that the deadline for applications for the Harriet Larson Founders Grant is September 30. Please see more information on page 3 of this newsletter along with a link to the online application form.

Over the summer, Cindy McKinnon, President of the Friends of Shelby Area District Library requested input from FOML members regarding book sale fundraisers. She received a wealth of information that she shares in an article on page 2.

Sue Johnson FOML President

Share Your Stories

If you have a story for the Focus on Friends bulletin you would like to share with Friends, please email it to
friendsofmichiganlibraries@gmail.com

Thank You!

Thanks for reading this issue of Focus on Friends and thanks for being an FOML member. We appreciate you and hope to provide you with helpful services and events.



How to make the most of a Used Book Sale for Friends of the Library

By Cindy McKinnon, President, Friends of Shelby Area District Library and FOML Board Member

The Friends of the Shelby Area District Library have an annual used book sale every August. In previous years, the book sale prices were \$1.00 for hardbacks and 50 cents for paperbacks. Puzzles, DVD's, CDs were also priced. This year co-chairs Mary Ellen Heyde and Kathy Sullivan asked the question, "Can this sale earn more by requesting patrons give what they think the books are worth?" The Friends of S.A.D.L. reached out to other small rural libraries seeking information about their experiences with pricing versus donating what they think the books are worth. Here are some of the responses summarized.

This informal survey was almost split evenly in favor of pricing vs. donating the worth of the books. Of the fifteen emails received, eight libraries used "donate what you think the value of the books are worth." Seven libraries reported that they generally priced hardbacks for \$1.00 and paperbacks at 50 cents. Children's books were usually less than adult books. DVD's, CD's, puzzles and other items were priced differently. Many of the "donate the worth of the books" responses said their funds doubled, tripled, or even quadrupled and involved less work to sort and price. Whether an exact amount was requested or the books were sold for a donation, patrons responded well to the request to **donate additional funds to support their library!**

"Rounding up" when checking out was another way patrons were encouraged to donate.

Other comments received to boost used book sales:

Alden District Library, "The better organized the books are, the better your sale will be. When we see multiple books by an author, we try to group the majority of them together. Separate hardcovers from paperbacks for fiction. Separate the children's books from young adult books but place them near each other."

Calumet Public Library offers "Members Only" sale on Friday, public on Saturday, and a free "give away" on Sunday prior to packing up leftovers.

Belleville Area District Library reported that they price books from \$.50 to \$1.00 but make more money in donations than on the books. Patrons are asked, "Would you like to make an extra donation to the Friends of the Library?"

Suttons Bay Library, "Some people bought some books from us at the price they felt like giving and then turned around to sell them on eBay for a substantial profit. This happened with only 3 or 4 books. The vast majority give donations larger than what we would have charged for the books if priced individually."

The last day of a 3-day book sale in Midland, shoppers pay \$5 per bag of books.

(Book Sale article continues on page 3)





(Book Sale article continued from page 2)

Friends of the Elk Rapids District Library place a donation box at the checkout desk where patrons deposit their donation, raising more money this way than when they priced books. They also sort fiction alphabetically by author and nonfiction by subject.

Elk Grove runs a year-round sale in the library basement with patrons donating what they wish, earning more than in the distant past when books were priced.

Cadillac holds three book sales a year and tries to attach the sales to another event like Friends of the Library Week.

Overall, the Friends of the Michigan Libraries who responded agreed that asking patrons of their book sales to donate more to help the Friends of the Library earned them more money. Whether books are minimally priced or patrons donate the worth of the books, the important thing to remember is that books are being recycled back into the community.

In Shelby this year, we will still price hardbacks for \$1 and paperbacks \$.50 but are open to making changes next year after evaluating the feedback. Co-Chairs of the Friends of Shelby Library Book Sale, Kathy and Mary Ellen, along with myself, thank all of the Michigan Friends who responded to the request for Book Sale information.



TALK
ABOUT
FRIENDS

Next meeting, October 6, 9:00 am, Alpena Public Library. Clare Membiela from the Library of Michigan will discuss relevant topics. Notifications will be sent to members soon.



Mark your calendars for these upcoming events:

- **August 31** - 1-2 pm - 10 Quick Tips to Supercharge Your Next Fundraising Appeal
<https://productivefundraising.com/event/fundraising-appeals/>
- **September** - National Library Card Sign-up Month
- **Oct. 6** - Talk About Friends, Alpena Public Library
- **Oct. 16-22** - [National Friends of Libraries Week](#)
- **Oct. 19-20** - MLA Annual Conference

FOML Harriet Larson Founders Grant

FOML awards up to two grants annually to help new or reorganizing Friends groups in their efforts to support, enhance and showcase their local library. Each grant is worth up to \$400. The deadline for Harriet Larson Founders Grant applications is September 30. Submissions will be considered at the October FOML Board meeting.

For more information visit

<https://foml.org/harriet-larson-founders-grant-2/>

