

Resources:

Blanchard, L. (1998) *Fundraising and Friend-Raising on the Web*. Chicago, IL.: American Library Association.

Friends of Canadian Libraries. (2002). *Best Practices/innovative ideas: from Friends of Canadian Libraries*.
(http://www.friendsoflibraries.ca/Conferences/OLA-2002/best_practices.htm)

Friends of Libraries U.SA. *Fact sheet #2 Fundraising*.
(www.folusa.org/resources/pdf-versions/fact-sheet-11.pdf)

Macnaughton, D. & van Haaften, J. (2007). *How to form your friends of the library group*. Sault Ste. Marie, ON: Friends of Canadian Libraries.

Reed, S.G., Nawamlinski, B & Peterson, A. (2001). *101+ great ideas for libraries*. New York: Neal-Schuman Publishers.

Southern Ontario Library Service. *Fundraising Training Kit* (1994). Toronto: SOLS.
(<http://www.sols.org/publications/kits/fundraisingkit/index.htm>)



Fundraising

If libraries require additional funding for specific programs, Friends can step forward and hold a variety of fundraisers. Used book sales are the most popular fundraiser. Merchandise may also be sold, and some Friends groups operate a book store, gift shop, or café in the library.

Friends of the Library are non-profit organizations. Many register as public charities or foundations. Because of their charitable status, they may attract large donations from corporate and private donors. Often, Friends groups are asked to raise funds for a new library or provide furniture and equipment for a new or renovated library.



Used Books - Friends of the Saskatoon Public Library, Sask.



book'mark Library Store

Friends of the Vancouver Public Library, B.C



T-shirts - Friends of the London Public Library, Ont.



Book bags - Friends of the Library, Lindsay Ont.



Book Sales

Types:

General Book Sale

Children's Book Sale – held where parents and children congregate for a special event in the community

Antique and Collectable Book Sale

Gently Used Book Sale (particularly successful in late November/early December, just prior to Christmas)

Smaller Theme Sales in Library Lobby

Diet/Fitness/Self-Help (January – New Year's Resolutions)

Romance (close to Valentine's Day)

Horror/Halloween/Mystery (close to Halloween)

Crafts and Cooking (end of October/November in preparation for Christmas)

War (close to Remembrance Day)

Tips/Strategies for Success:

1. Be organized.
2. Divide books into categories prior to the sale. (Box according to category as books are sorted).
3. Create laminated signs for each category.
4. Prepare price list and make posters.
5. Have a designated book sale scheduler for volunteers. Arrange lots of help for setting up and taking down books
6. Schedule two people per shift for selling.
7. Have a box with all necessary supplies.
8. Keep a float available in the cash box.
9. Stock up on grocery bags well in advance of the sale.
10. Friends' membership brochures and volunteer forms should be available at all sales. Encourage the volunteers selling books to talk about becoming a Friends member and about volunteer opportunities.

Book Sale manuals and other resources on FOCAL website - www.friendsoflibraries.ca/docum.html

Fundraising

Campaigns

Adopt-a-library

Donation Boxes

"I Love to Read"

Loonies for the Library

McLibrary Day Cards

Million Dollar Campaign

Patron Program

Events

Beyond Unique Artisan Sale

Book Ends Curling Bonspiel

Craft shows

Film Circuit

Fashion Show

Merchandise and Retail Sales

Used books

Book Lover's Calendar

Book Lamps

Boutique

Bake sale

Publications – local history

Friends' pens, Hasti Notes, and bookmarks, mugs,

Cloth bags

Gift Kiosk/Friends' Cafe

Foundations

Evergreen Library Partners

Raffles and draws

Library Week Draw

Mother's Day Raffle

Reading Room Raffle

For full details refer to *Best Practices/innovative ideas: from Friends of Canadian Libraries.*