
Kodak Friends Receive Award

On December 2, 2001, the Kodak Branch of the Sevier County Public Library System opened a modular building purchased by the Friends of the Kodak Library, and 10 years later the Friends, chartered in 1995 and involving many of those charter members, marked this milestone anniversary with a significant gift to the Level One library. For their exemplary support of their library, cooperation with other libraries in the county system, and leadership in the community, Kodak Friends have won the 2012 Friend of the Year Award, jointly sponsored by the Friends of Tennessee Libraries and the Tennessee Library Association.

Emma Ruth Catlett, Kodak Friends’ co-president, accepted the award on behalf of the Kodak Friends at the TLA conference in Knoxville on March 23.

Kodak Friends' co-president, accepts the award from FOTL's Connie Albrecht.

Jim McCarten

Register by May 2

Cookeville Event Offers Advice for Friends

How much money may a Friends’ organization earn through its book sales before it must pay Tennessee sales tax? Jim McCarten, attorney, knows the answer to that often-asked question, and at FOTL’s 2012 Annual Meeting, he will share his knowledge of state and federal laws for 501(c)3 organizations.

Also on the May 11 program in Cookeville will be Ellen Myrick of Myrick Marketing & Media with advice on how to market a Friends’ group.

Jennie Ivey, author of E Is for Elvis and other books, will talk about her life as a writer.

Recognition of some outstanding volunteers will also be on the program. See page 3 for registration.

What’s Inside?

Profiles of three Friends’ groups highlight successful strategies for beginning, revitalizing, and transforming organizations. See pages 4-7.
By Susie Webb Ries
President, Friends of Tennessee Libraries

The libraries of Benton County have gotten approval to have the state-funded books and services returned to their libraries. In the last issue, we reported that County Commissioners cut the library system’s budget by 24 per cent, action which caused a violation of the Maintenance of Effort contract with the state. As a result, in February the state removed books and services valued at $40,000—far more than the County Commission saved by cutting the budget.

Fortunately a compromise suggested by the Benton County Friends of the Library was accepted by the Commissioners and the State Library system: if the Commissioners would reinstate the amount needed to secure the Maintenance of Effort waiver, the Benton County Friends and the Save Our Library Campaign would raise and donate that amount this year and next. This gives the county two years to get their finances in order and is considered a win-win situation. (The Friends have already raised $10,000 from a variety of activities and are now working on their second goal of another $10,000, according to Carol Ann Snider, Benton County FOL president.)

Many facility planners estimate the number of jail cells they will need in the future by looking at the number of at-risk third graders. Why third graders? Through the third grade, learning to read is the focus of school. After that time, students read to learn. If they haven’t learned to read by that time, going forward they are at a big disadvantage.

A current Time magazine article states, “...the money that states spend on prisons has risen at six times the rate of spending on higher education in the past 20 years. In 2011, California spent $9.6 billion on prisons vs. $5.7 billion on the UC system and state colleges. Since 1980, California has built one college campus and 21 prisons. A college student costs the state $8,667 per year; a prisoner costs $45,006 per year” (Fareed Zakaria, April 2, 2012).

Literacy is a key component for successful citizens. The value of our libraries is inestimable to our communities. Libraries need the support of all the Friends they can get. Friends trumpet the importance of libraries and library programs to others in the community as well as to our public servants who determine the funding for our libraries. We need your help!

Thanks for being a Friend. Invite others to join you. Come to our Annual Meeting May 11 in Cookeville to learn more and to network.
**Join Us on May 11 in Cookeville**

**Networking with Friends**

*(Cookeville is on Central Daylight Savings Time.)*

**Location:** Progressive Savings Bank, 1080 Interstate Drive, Cookeville, TN.

*8:15-9:00 a.m.* Registration and Continental Breakfast

*9:00-9:30 a.m.* Welcome and Brief Business Meeting

*9:30-10:15* “How To Market Your Friends’ Group”

Ellen Myrick

Myrick Marketing & Media. LLC

*10:15-10:30* Break

*10:30-11:30* “Hey, Did That Really Happen? A Writer Spills All”

Jennie Ivey, Author

*11:30-12:45* Lunch and Networking

*12:45-1:45 p.m.* “Protecting Your Library, Your Friends’ Organization, and Yourself: Doing Things Right and Avoiding Federal and State Penalties”

Jim McCarten, Attorney at Law

Burr & Forman LLP

*1:45-2:00 p.m.* Break

*2:00-2:30 p.m.* FOTL Recognition Awards

*2:30-3:00 p.m.* Door Prizes and Announcements

*3:00* Adjournment

Registration covering both continental breakfast and lunch is $20.

**Registration deadline is May 2.** Detach this form on the dotted line and mail it with your check, payable to FOTL, to Connie Albrecht, 1560 Country Club Place, Cookeville, TN 38501. Please print.

Name______________________________Telephone_____________

Address______________________________________________

City/State/Zip_________________________________________

E-Mail________________________________________________

Directions to Progressive Savings Bank, 1080 Interstate Drive, Cookeville (across from Starbucks)

**From Nashville:** Going east on I-40, take Exit 286 (South Willow Avenue). Turn left onto South Willow Avenue. Go .3 mile and turn right onto Interstate Drive. Go 1.2 miles. Progressive Savings Bank will be on the right.

**From Knoxville:** Going west on I-40, take Exit 287 (South Jefferson Avenue). Turn right onto South Jefferson Avenue. Go 300 yards. Turn left onto Interstate Drive. Go .2 mile. Progressive Savings Bank will be on the left.

If you enter the back door of the bank, the elevator will be on your right. Go to the second floor. If you enter from the front of the building, go toward the back door. Elevator will be on your left. Go to second floor.

Lodging at special rates will be available at the Holiday Inn Express in Cookeville. For example, a room with two beds or a king-size bed will cost $85. Friends of Tennessee Libraries should be mentioned when reservations are made. Telephone 931.881.2000. Address 1228 Bunker Hill Road
On November 18 the steering committee—comprised of six volunteers, the chairman of the board, and the director of the Sevier County Public Library System—held its first meeting to establish the scope of the project with a list of specific tasks and a schedule for meetings; to review resources from other groups; and to organize themselves. In six subsequent meetings from November 2010 until May 2011 the steering committee accomplished the following: a mission statement, bylaws, waiver of membership dues for the first year, and an inspiring speaker, Dr. Bruce Wheeler, a retired professor of history from the University of Tennessee and a neighbor who has already volunteered to help the library expand its collection.

Meetings are conducted efficiently, and a proactive nominating committee is looking to the future. The concept of the Lifelong Learning Program originated with this group, which also helped to implement it with introductory sessions on such topics as yoga, digital photography, spring gardening, and the iPad. These may give rise to interest groups that will continue to flourish in the community.

The duly elected executive officers have, individually and collectively, moved the group forward. For example, membership is in the hands of an experienced community leader with a firm grasp of the importance of public relations. Meetings are conducted efficiently, and a proactive nominating committee is looking to the future. The concept of the Lifelong Learning Program originated with this group, which also helped to implement it with introductory sessions on such topics as yoga, digital photography, spring gardening, and the iPad. These may give rise to interest groups that will continue to flourish in the community.

The organization understands that the first year of its existence is critical to its survival and growth. Every new member receives an “I love my library” pin and a notebook containing the Friends’ mission statement, officers, events, and bylaws. The decision to charge no membership dues for this make-or-break year is brilliant. Whereas there is sometimes a tendency for enthusiastic groups to jump on one horse and ride off in all directions, the Friends of the King Family Library have maintained steady focus. They have clear aims and purpose. They will focus on supporting book sales, the mechanism for which is already in place. They will explore the interests and needs of adults in Sevierville through the Lifelong Learning Committee. And they will be alert to other community needs and interests.

Friends of the King Family Library know that their library is not a luxury. It is a practical lifeline—to basic computer skills and to the Internet. It is a safe place where children come after school and where their parents pick them up later. Those kids may lead the Friends to their parents. In short, the Friends see the library as a place of discovery for all sorts of citizens pursuing information and ideas. To encourage citizens to make those discoveries, Friends will hold out helping hands.

Looking back on the success of this venture, Diane Johnson said that bringing the Friends into existence “took on a life of its own, and that is just what I prayed for.” An outsider scrutinizing this venture might have a slightly different perspective on why it succeeded.

■ The steering committee understood the community and had profound insight into the kinds of people who could build an organization that would respond to that community: a robust, diverse group with relationships to diverse segments of the community—talented, influential, “underused” people who were not already heavily committed to other causes.

■ The steering committee understood the importance of communication with the public about its intentions. Thus notices of meetings appeared in all local county newspapers and on the radio. Email invitations alerted the board and foundation members. Special invitations went out to existing Friends’ groups in Sevier County—Seymour and Kodak branches. Personal, handwritten invitations and phone calls reached out to key individuals—members of the now defunct original Friends, donors, and community leaders.

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Revitalizing: Friends of Seymour Branch

Almost 17 miles away from the King Family Library in Sevierville lies Seymour, an unincorporated community of nearly 11,000. A cozy and comfortable reading center around a fireplace welcomes visitors to the Seymour Branch Library. As of March 6, 10,921 adults and 4,367 children were registered patrons of the library, a number that exceeds the area’s population because the library draws residents from Sevier, Blount, and Knox counties. Fourteen computers available to the public are almost always busy, and shelves of hardbacks and paperbacks are filled to capacity in the 3,500-square-foot facility built in 2004.

Various iterations of Friends affected by cyclical ebb and flow go back to 1979, when the Seymour branch was founded. Reorganized in 2000, the Friends helped to bring about the construction of the new building, but numbers of members fluctuated until 2010 when a search for new leadership began. When the economic downturn brought new challenges to the library in the form of reduced hours, residents reacted to that threat to their branch by joining the chorus of opposition to cuts and speaking on behalf of the library to county commissioners. What originally drew neighbors to become Friends of this library is a story that can be repeated in many different locations. Love of books and reading, passions instilled in them in childhood by parents who were readers and who read to their children, attracted Seymour residents to a book club that met at the library. Some of those book clubbers were already Friends who invited readers to join them in their support of the library—Friends make Friends.

The goals of the current dynamic leaders of the Seymour Friends are both daunting and laudable. Ultimately hoping to build broad-based support for a larger library which could become a gathering place for the unincorporated community, they seek to become better known as advocates for the existing facility, to enlist more neighbors in their support, and to provide immediate financial support for the existing library.

To these ends they have already made progress. The Friends have already increased their visibility in the community. Selling used books at the Farmer’s Market and publicizing that venue in the local press have brought the organization into the public’s landscape. A new brochure for prospective members is in the works. Hosting a recent meeting of the library board both helps the Friends learn more about the important relationship between the board and the commissioners and identifies the role of Friends as concerned citizens in that complex relationship. Library staff and Friends are working together to encourage donations for resale, and a member is now selling some of those used books online. Every two months the Friends donate $100 to the branch library for the purchase of new books. Meeting bi-monthly at the library, they have engaged speakers who attract the community like Celia Barker Lottridge, author of the young adult book Home Is Beyond the Mountains, and Don Williams, writer and resident of the area.

Collaboration with Friends from the other branches of the Sevier County Public Library in Kodak and Sevierville has been especially successful. Working together to acquire donations, sort them, and offer them for resale two times a year, the three groups divide the income equally at the same time that they are establishing their identity in the community as supporters of libraries and exchanging ideas about how they can strengthen that support. Mini sales like the Valentine special of romance novels are also bringing funds into the Friends’ treasuries. Adding children’s books to each resale is proving to be popular with patrons.

The Friends are also investigating several ventures for the future. Making presentations to service clubs and church groups about who the Friends are and what they do is one possibility. Adding books in Spanish and in English as a Second Language would especially to appeal to a growing Hispanic population. Finding partnerships like the recent fundraiser at Zaxby’s is another promising project.

Dwight Shepherd, Kodak Friend and board member of the Friends of Tennessee Libraries, has observed that the Friends of the Seymour Branch have already come a long way, perhaps farther than even they realize, and he predicts that the energy, vision, and dedication of the leaders will ensure a dynamic future.
How Change Came to Knox County Friends

Editor’s note: A form of this report was presented at the Tennessee Library Association conference March 23.

The Knox County Public Library, one of four metro systems in the state, consists of the East Tennessee History Center, Lawson McGhee, Beck Cultural Exchange Center, and 17 branches serving the 691,152 residents of the Metropolitan Statistical Area, according to 2008 records. Since 2003, by legislative action, the Mayor of Knox County has been head of the Knox County Public Library System, an administrative arrangement unique in Tennessee.

For 30 years, by anyone’s reckoning, the Friends of the Knox County Public Library was, as one current member said, “established, productive, and visible.” Yet in a decade this group has been transformed into an organization of library advocates whose activities far out-distance those of their past.

Twenty years ago, the Friends were famous for their Book and Author Events featuring such notables as Pat Conroy, John Updike, John Berendt, and Homer Hickham. These events were not fundraisers; the Friends picked up expenses beyond the income from nominally priced tickets to promote interest in reading in the community. In the early 1990s, again relying only on volunteers, the Friends staged a book festival featuring wonderful authors for adults and for children two years in a row. It was open to the public free of charge, but the community’s tepid response put an end to that labor-intensive celebration supported only by volunteers.

Breezes of change stirred when the Friends hired their first part-time volunteer coordinator who, for 12 hours a week, worked at a computer in office space donated by the main downtown library. Membership rolls moved from index cards to digital records. With the help of librarians who encouraged patrons to join the Friends, citizens who lived outside the predominating zip code of 37919 in West Knoxville joined forces under the Friends’ banner. An annual meeting with a speaker from the community (e.g., editor of the local newspaper, a juvenile court judge) brought a few of the estimated 750 members together every summer, and a printed newsletter along with occasional letters to the community newspaper kept the membership up to date. Friends sponsored luncheons for county commissioners and expressed their appreciation to library staffs. Volunteers read to children in Head Start, supported One Book One Community campaigns, and contributed between $35,000-40,000 to the library system—a generous sum raised by a generous and successful if somewhat conventional group of advocates.

Breezes of change became gusts around 2003. A strategic planning session in 2006 concluded, “We envision a vigorous Friends of the Library, well-trained and diverse, supporting our library system, visible, popular, and seen as a necessity to the rich life of our community.” Another Strategic Plan in 2009 called for growth of membership; an annual meeting that attracted the entire membership; and a better-informed board of directors with greater efficiency, effectiveness, and engagement.

Although membership has grown from 700 to 1,100, more important is the growth in the group’s activities. An index of that growth is that the current part-time volunteer coordinator works for 30 hours a week.

Perhaps transformation began when responsibility for the Annual Book Sale was transferred from a single person to a capable committee. Over time the result has been a more engaged membership as well as an expanded Annual Book Sale that runs longer (8 days in 2012), offers more and better-organized materials, is widely publicized (buyers come from Florida, Ohio, and Virginia), offers more help for buyers (Kurbside Kids load purchases into customers’ cars), supports the work of volunteers by hiring heavy lifters to transport the materials from storage to sale, and deals well with leftovers (they aren’t just dumped into a landfill).

Other sources of income followed. The Friends@Rothrock Used Book Sale is open daily in Lawson McGhee Library downtown, an enterprise staffed by volunteers and bringing in revenue of $11,000 annually. Online sales garner over $1,000. Mini-sales in library branches, where income is shared between the facility and the Friends, has increased neighborhoods’ awareness of the Friends. Friends participate in community-wide events, like the Children’s Festival of Reading and the East Tennessee History Fair. These ventures weave the organization into the fabric of public life and engage other citizens in conversations about what the Friends stand for.

The Sort Team makes these sales possible. Seemingly indefatigable and passionate about wanting to put books into the hands of Knox County children and adults, more than 30 “subject specialists” comb through the Friends’ donations, categorize them according to genre or audience, and pack them up for one of the venues where books will be sold to benefit the library or given away.

The Friends have extended their outreach. Shoebox Libraries, small collections from the Used Book inventory, are placed in over a dozen locations to meet the needs and wishes of underserved populations. In partnership with a local church and the Knox County Office of Instructional Materials and Library Service, grants support on-going programs supplementing local school libraries. Partnering with the Knoxville News Sentinel, the Friends collected books for both adults and children who benefited from the annual Empty Stocking Fund in December.

See Knox County Change, p. 7
Knox County Change continued from p. 6

New library programs not covered by the system’s budget have also won the Friends’ support like Merry Merry @ the Library, the appearance of an author for teens, and scholarships enabling library staff to attend workshops and conferences.

Increased involvement in the promotion of early-childhood literacy is another characteristic of this transformed Friends’ group. Though the Friends have funded summer reading programs for a long time, they now help to fund and participate in the annual Children’s Festival of Reading and have created and distributed thousands of bookmarks detailing skills that children enrolling kindergarten need for success. Volunteer Friends plan to visit over 300 local licensed day-care facilities to promote the inoculation of these skills and have participated in First Lady Crissy Haslam’s Reading Awareness campaign. The organization has pledged $5,000 annually for five years to Knox County Imagination Library and has representatives on-site at the Knox County Imagination Library fundraiser, the Great Cake Bake.

Helping to promote these additional activities is expanded communication. Today a website and a Facebook page update members and the community between issues of the newsletter. An electronic publication, Friendsider, goes to members of the board and the combined Communications and Advocacy Committee. The coordinator maintains several electronic address books aimed at groups like volunteers and elected officials who can be contacted at a moment’s notice. A printed Annual Report informs the public about what the Friends’ funds support.

A foundation was created in 2003 “to invest, and distribute” large donations designated for the improvement of the Knox County Public Library. Though many Friends’ groups have such an entity to raise money for large projects like a new library, that time is not ripe in Knox County though a new central library remains a long-term goal. Short term, the Foundation seeks smaller projects and is looking at ways to link public schools and public libraries when funding bodies are involved.

Numbers are also revealing. Today a total of 1,100 members donate 11,200 hours of service every year. The annual used book sale benefits from the work of 200 volunteers. Every month 100 volunteers staff the daily Rothrock Bookshop, and the annual meeting now honors these throngs of volunteers. Over 200,000 books are donated for book sales and Shoe Box Libraries. Grants of over $48,000 have been allocated for library expenditures.

How did this transformation happen? Members of the Friends provide us with a number of answers, but most have to do with human beings. The Friends of Knox County are blessed with many kinds of members:

- Loadstones who attract to the cause civic-minded advocates
- Generators who have new ideas
- Skilled and talented workers, described by one official as “the hardest working, most dedicated workers I have ever seen”
- Connectors who know a great many people through their individual networks, people experienced in working in other community groups
- Dynamic, progressive leaders in the library itself
- Rich diversity—different age groups, personality types, interests, capabilities, and attitudes

A successful group like this will inevitably suffer from growing pains. Challenges arise from change:

- Sustainability: As one board member said, “If we say yes to everything, can we keep everything going?”
- Accountability and balance: “Will we experience ‘mission creep’? Will we be in danger of trying to save the world?”
- Communication glut: A witty leader predicted, “The more information we send out, the more some of us will not read.”
- A changing demographic that demands understanding of growing populations and the recruitment of members who can connect with them
- An understanding of how e-books will affect the organization’s long-range plans
- For expanding projects, a growing need for collaboration with like-minded agencies and individuals

The recruitment and training of a board prepared to lead such a group has begun. The board of the future should have a business mindset, familiar with the processes and management skills needed to work effectively with volunteers, strong on governance. Twenty, even ten years ago the board did the work of the organization. Evolving is the concept that though the board should be involved in the various activities of the organization, the board should be the policy-maker, not its program committee. It is believed that the governance of the board should rest on a firm understanding of the relationship of the Friends to the community and library. Paying attention to its structure and working with a volunteer whose specialty is the development of non-profit boards, policy makers are trying to define their boundaries and to develop guidelines about how decisions are made at the same time that they facilitate members’ access to their deliberations.

Among Friends’ organizations everywhere there is an increasingly urgent sense that they need to stand up for the library as an essential democratic and educational aspect of community life. As one member pointed out, the current board resolves to protect the library system during these stressful economic times when libraries are often perceived as soft, easy targets for reduced funding. Recently the Friends have ordered stick-on badges that will immediately and consistently identify them in the public arena as Friends of the Library at community forums like the budget hearings of the County Commission. Advocacy and Communications Committees have joined forces. Friends seek opportunities for the county mayor and the Friends to become acquainted on occasions when the Friends are not asking for money but instead are contributing to the cultural life of the community. In short, today’s Knox County Friends, always adapting to change but firm in their original commitments, aim to let everyone know what they stand for—a vital, well-stocked, and well-staffed library.

Thanks to the following for help with this presentation: Maggie Carini, Mary Pom Ciaiborne, Vicki Creed, Suzanne Freeman, Ginna Mashburn, Mary Ann Merrell, Bonny Naugher, Brian Pittman, Marye Rose, Glenn Walter, Elnora Williams, and Abby Wintker.
The Friends of Tennessee Libraries is a volunteer organization of individuals and groups dedicated to supporting Tennessee libraries and local Friends of Library groups through
- Establishing and helping Friends of Library groups succeed
- Communicating with libraries and trustees about the value of Friends
- Serving members as a communication network and clearinghouse for information
- Advocating for library funding and legislative support on a local, state, and national basis

**Tennessee Library Legislative Day**
*In Nashville April 9*

**National Library Legislative Day**
*In Washington April 23-24*

**Membership Application**

**Become a Friend of Tennessee Libraries**
*(Membership year is January to December.)*

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Name__________________________________________________Phone__________________

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Make checks payable to Friends of Tennessee Libraries. Send to FOTL Membership Chair Connie Albrecht, 1560 Country Club Place, Cookeville, TN 38501-2062.