



## The Friends of the Guelph Public Library Book Sale Report

The Friends of the Guelph Public Library is *an arms-length organization* whose mandate is to fundraise, promote library services in the community and to support the Guelph Public Library. The annual book sale is the major fundraising activity. Income from the book sale, together with other income earned by Friends' activities throughout the year, is used to support various individual library activities such as assisting with other library fundraising activities, supplying matching dollars for grant applications and supporting individual extraordinary purchases for the Library. In 2014, The Friends made the inaugural gift of \$10,000 for a Library Endowment Fund. In the past they have supported the purchase of works of art and pieces of technological equipment for the Library. In 2016 they contributed toward the cost of outfitting a new bookmobile and began annual support of the Books for Babies program. In the immediate future, The Friends will co-sponsor, with the Library, a Speakers' Series and support ongoing programs offered by the Library.

Most of the funds raised by The Friends, however, including most of the income from the annual book sales, are invested in the Guelph Community Foundation and are accruing toward a major gift to the Library in support of the planned new main library. ***That sum is now approximately \$1,000,000.00***

The book sale has been an annual autumn event since 2007, with the exception of 2020 and 2021 when not only was the book sale cancelled, but most of our lives were put on hold by the Covid-19 Pandemic. The first sale was held in the Old Quebec Street Mall. It lasted only one day, offered slightly under 20,000 books for sale and grossed about \$10,000. Each sale since has been increasingly larger and more complex and has earned increasingly larger sums of money for the Library. However, 2022 broke this pattern!

After many years, Virginia Gillham stepped down as Chair of the Book Sale Committee in 2022. Virginia led the book sale from its early days with revenues of less than \$20,000 to 2019 when our revenue was \$127,000 and The Friends assets approached one million dollars. Virginia is thanked for her outstanding leadership and dedication to the book sale. She leaves a legacy of efficiency, knowledge and commitment. Replacement? Impossible! However, May Goodwin, another member of the Executive and Book Sale Committee, volunteered to coordinate the 2022 book sale if the difficult task of finding a venue could be found

Not being able to find a large sale space, the Committee had a late start after making the extremely difficult decision to take a much smaller space (about one-third our usual requirement). When they got the key to the smaller venue they looked around and thought ..... so how are we going to do this? The Book Sale Core Steering Committee, and its working groups just dug in and put into practice what they knew worked in the past and applied and modified methods to fit the new reduced space. The result, according to the exit survey, was successful. Patrons liked the bright, clean atmosphere with separate rooms for particular genres -- even if it was a little crowded at times! This result was reached by dedicated work over a period of about three months of over 200 volunteers.

Was it worth it? Absolutely! As a result of the 2022 book sale, we can now add approximately \$52,000 to the accumulating monies. However, at the outset of this sale, it was determined that this sale was not about money. We wanted Guelph to know that 'we are back!' and that a cherished community event will continue into the future.

May Goodwin, Chair/Coordinator, 2022 Book Sale Committee.

*(I am grateful to the Book Sale Core Steering Committee and its Working Groups for always having my back, for offering sound advice and assistance as I struggled with a steep learning curve in my first year as Chair. All our volunteers contributed to the success of the sale and each deserves my thanks and gratitude. May Goodwin)*

Members: Lynn Allan, Marie Downie, Linda Kearns, Bea Long, Sue Merritt, Val Morse, Kathy MacLean, Laura Pinarello, Nancy Ryan, Tara Signorelli, Brenda Walton, Sandi Wilkes.

Working groups are comprised of members of the Committee with the support of, Judith Renaud, Jacki Mieczaniac, Regan Avis, Christine Hassan, Paul Young, Lisa Cunningham, Jessica Barrie and Kevin Orr.

### **Book Sale Facts**

2012	4,474 shoppers*		55,213 items for sale	65% sold
2013	5,950 shoppers		75,284 items for sale	70% sold
2014	7000 shoppers		78,390 items for sale	79% sold
2015	7725 shoppers		107,365 items for sale	72% sold
2016	7735 shoppers		97,366 items for sale	80% sold
2017	7073 shoppers	275 Volunteers	100,772 items for sale	78% sold
2018	7000 shoppers	235 Volunteers	102,890 items for sale	76% sold
2019	8336 shoppers	275 Volunteers	99,421 items for sale	81% sold
2021 & 2022*	<i>Covid-19 Pandemic. No Book Sale</i>			
2022	3614 shoppers	220 volunteers	53,743 items for sale	77% sold

\* The number of shoppers does not include the volunteers' pre-sale appreciation event.

<u>Year</u>	<u>Gross Revenue</u>	<u>Expenses</u>	<u>Net Revenue</u>	<u>Venue</u>
2007	\$ 10,253.00	\$ 1,966.00	\$ 8,288.00	Old Quebec St. Mall
2008	\$ 16,235.00	\$ 4,447.00	\$ 11,788.00	Old Quebec St. Mall
2009	\$ 21,439.00	\$ 3,174.00	\$ 18,265.00	160 Wyndham St.N.
2010	\$ 27,660.00	\$ 3,662.00	\$ 23,998.00	Fastforms, Massey Rd
2011	\$ 42,201.00	\$ 3,697.00	\$ 38,504.00	Fastforms, Massey Rd
2012	\$ 67,358.00	\$ 7,729.00	\$ 59,628.00	Fastforms, Massey Rd
2013	\$ 88,173.00	\$ 7,003.00	\$ 81,169.00	Fastforms, Massey Rd
2014	\$100,466.00	\$ 8,981.00	\$ 91,485.00	White Rose, Edinburgh
2015	\$119,663.00	\$ 9,113.00	\$110,550.00	Home Hardware, Speedvale
2016	\$121,043.00	\$16,592.00	\$104,451.00	Woods Factory, Huron St.
2017	\$121,140.00	\$18,619.00	\$102,521.00	Woods Factory, Huron St.
2018	\$128,682.00	\$15,325.00	\$112,375.00	Woods Factory, Huron St.
2019	\$134,613.00	\$17,550.00	\$117,063.00	Woods Factory, Huron St.
2020 & 2021	<i>Covid-19 Pandemic. No Book Sale.</i>			
2022*	\$ 68,403.00	\$16,787.00	\$ 51,616.00	Woods Factory, Huron St.

\* 2023 This space was one-third area of previous venue, with the resulting limited shopper access and sales.