



Friends of the Library of Los Altos

Annual Report 2016-2017

Board of Directors 2016-17

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<i>Ongoing Sales</i>	Suzanne Epstein
<i>Director-Cafe</i>	Elayne Dauber
<i>Director-Volunteers</i>	Shar Thorson

Supporting the Los Altos Libraries for 60 Years!

Friends of the Library of Los Altos (FOL) is a non-profit, all-volunteer organization of book lovers and community members that has been raising funds to support the Los Altos Libraries since 1957. We've come a long way over the last sixty years. The first book sale was held in the circle at Rancho Shopping Center in 1958 and we raised \$146 to buy new books for the library collection. Thanks to an overwhelming community response, we grew to where we are today – not only holding quarterly book sales, but also raising funds through book sales in the library and online, plus operating the Friends' Café in the main library lobby. During FY 16/17, we raised a record-setting \$191,000 with 92% of the income dedicated to supporting library operations, either during the current

year or held in reserves for future library needs. Not only do we subsidize the collections of books, media, and other materials, we fully fund the bestseller collections for all ages. We fund all children's and teen programs as well as most adult programs. And, we purchase needed equipment when funds aren't available in the county library budget.

The members of FOL have been a ready source of volunteer labor for the library. We manage the art display in the main library lobby, organize numerous programs such as the art lectures, and run the café. In addition, we work to raise awareness of the library's services and needs. The Friends organization helps keep Los Altos and Los Altos Hills "green" as we resell, donate or recycle in excess of 200,000 books and nearly 10,000 CDs and DVDs per year.

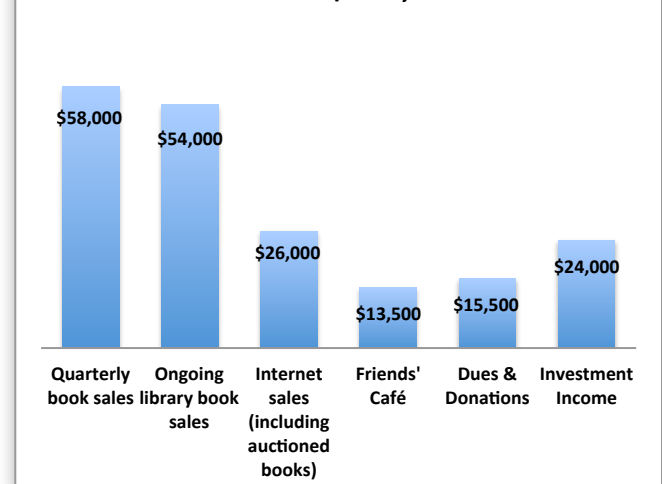
Income Sources

Total income for the year was \$191,000. Our primary sources of income, our quarterly used book sales and the ongoing sales in the library, grew from \$105,000 in 2015-16 to almost \$112,000 this year. In addition, we have established a relationship with an auction house to handle very valuable books and were thrilled that a single book this year (written and autographed by Albert Einstein) brought in \$7,500! Our used book sales on Amazon raised \$18,000, a remarkable 37% increase. And finally, our cafe income increased from \$11,000 to \$13,500. Over all, our fundraising efforts earned over \$150,000, an increase of over \$10,000 from the previous year.



Happy hands at a book sale!

Income \$191,000



Expenditures

FOL's biggest expense was, of course, money spent on our libraries. We continued support for programs and materials at \$140,500. We did not spend as much on the usual furniture, equipment, etc. as we have in the past. That is mainly because our new librarian, Marlene Iwamoto, is learning about our library and community, assessing the needs, and prioritizing. She was careful to research all the needs before asking us for money. The money will be there when her careful assessment is complete.

FOL did add an extra \$23,000 into our "Friends Best Seller" collections, raising the amount given for materials from \$78,000 to \$102,000. This was necessitated by the change in policy of the library allowing patrons to borrow best sellers for three weeks instead of one week. As a result, those best seller book cases were very empty as those books stayed out longer. With this additional donation by the Friends, the library was able to keep those shelves full.

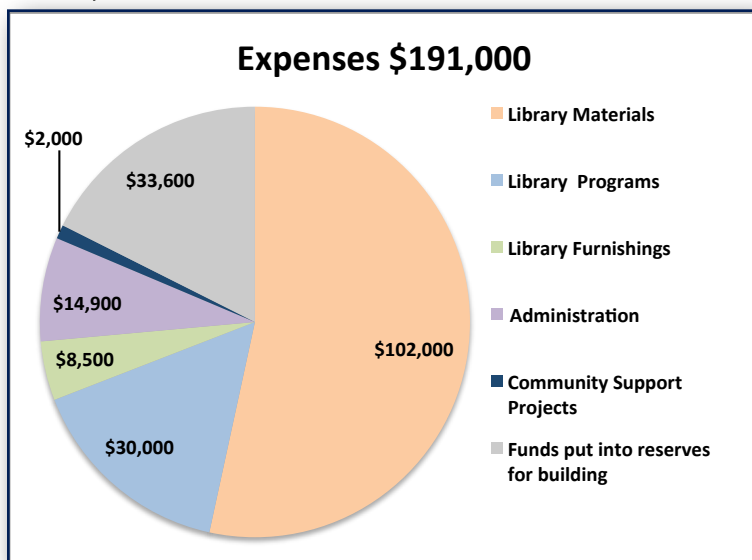
Ordinarily we spend only a small portion of our income on administrative expenses (about 8%). However the Friends had a few additional expenses this year. We redesigned our web site, a one-time investment, and purchased several new devices for scanning books that improved our ability to spot valuable books. A direct result of that purchase can be seen in our increase in the on-line sales income. FOL showed our appreciation to Hillview Community Center with a gift of 8 new tables for the center's use, which is shown as a Community Support Project.



After school at the library cafe

Friends 2016-17 Gifts to Los Altos Library

Library Programs	
Children.....	23,500
Teen.....	1,000
Adult.....	5,500
Total Library Programs.....	\$30,000
Library Materials	
Adult best sellers.....	65,000
Children best sellers	10,000
DVDs, CDs BluRays	15,000
Talking Books	11,000
Memorial books	450
Miscellaneous	550
Total Library Materials.....	\$102,000
Library Furnishings and Projects:	
Mobile book displays	3,000
Children's CD display case ...	4,600
Workroom book shelving	900
Total Furnishings/Projects.....	\$8,500
Total Special Projects	\$140,500



Assets

FOL current reserves are approximately \$653,000, an increase of almost \$70,000 since last year. Earnings increased from our book sales and cafe. Prudent financial management in favorable market conditions brought us increased investment income. We know these funds will be very welcome as our library ages and look forward to using our assets to fund library expansion and/or improvements to current buildings, or possibly a new building!