**Pennsylvania Citizens for Better Libraries**

**2019 Friends Institute**

***“Friends and Community Partners”***

Saturday, September 28, 2019

Genetti Hotel and Suites, Williamsport

9:00 – 9:30 Registration and Continental Breakfast

9:30 – 10:00 Welcome and Introduction to PCBL

 Deborah Dorshimer, President, PCBL

 PCBL Annual Meeting

10:00 – 11:00 General Session: **Power in Numbers; A Discussion on Partnerships and**

 **Collaborations**

Tricia Richards-Service, PR/Marketing Communications Consultant

11:00 – 11:15 Break

11:15 – 12:15 Concurrent Sessions

 Session 1: **Writing a Win-Win Proposal**

Tricia Richards-Service, PR/Marketing Communications Consultant

 Session 2: **Board Policies and Procedures**

Angie Lightfoot Roth, PANO; Pennsylvania Association of Non-Profit

 Organizations

Session 3: **That’s Worth How Much? Tools and Tips for Online**

 **Bookselling Through Amazon**

 Brandt Ensor, Director, Jean Barnett Trone Memorial Library

12:15– 1:15 Lunch

 Presentation of the Friend of the Year Award

 Presentation of the Friends Group of the Year Award

1:15 – 2:15 Concurrent Sessions

 Session 4: **Sales Tax; When to Charge It**

Allan J. Rossi, Assistant Counsel, Pa Dept of Revenue

 **Small Games of Chance**

Marcia Wilson, Friends of the Littlestown Library

 Session 5: **Unique Fundraising Projects**

Susan Tracey, Vice President, Friends of the Mt.Lebanon Public Library

Session 6: **Library and Friends Memorandum of Understanding**

 Beth Nawalinski, Executive Director, United for Libraries

2:15 Adjourn