



Foreword

The Newsletter of Friends of the Palo Alto Library

Spring 2024

President's Message

2024 started well for FOPAL's monthly book sales; you will see the financial details in the treasurer's article on page 2. Although donations were down a little in the first two months of this year, we still have had plenty of books on our shelves. High Value books continue to provide significant income, thanks to the efforts of our HV team of tireless volunteers. The music "Pop-up" sales are also doing well. See the article on page 2.

FOPAL always needs more volunteers, especially for the HV team and for taking in donations each afternoon, Monday to Saturday except the week before each sale. If you have friends and neighbors who might be interested, please let them know about FOPAL and the work we do.

We had our first social event of the year in February, a get-together held in the Mitchell Park Library, which was enjoyed by all the attendees. On April 25th the Palo Alto Library will host our annual Volunteer Luncheon, catered by Ada's Café, so please put it on your calendar.

As spring approaches, we look forward to more successful monthly sales, and more opportunities for volunteers, both veteran and new, to get to know each other. We appreciate every one of you!

Jenny Munro

Introducing FOPAL's new

Membership Chair



I'm the new FOPAL membership coordinator as of last November and am trying hard to fill Tina Kass' shoes. My goals are to keep member records up-to-date, send out monthly new-member and renewal letters, organize two annual early sales for members, and provide the

Board with member statistics. This is done with the help of computer expert Siew Chen Teng, who organizes our new Donor Perfect software. Definitely a team effort!

In my pre-FOPAL life, I worked as a teacher's aide at Addison Elementary and Principal's Secretary at Gunn High. I now also volunteer at PVI Little House, West Valley Community Services, MVLA's adult school, and the Humane Society of Silicon Valley. Otherwise, you'll find me on a hiking trail or pickleball court, or enjoying my 3-year-old twin grandsons (photos on request!)

I'm so grateful for the friendly, helpful FOPAL volunteers and staff who have been patient while I learn the membership ropes. Thank you for this opportunity!

Martha Elderon

FOPAL Books go to Kenya



Maktabas takes its name from the Swahili word for library. Its mission statement is "Bringing Books to Children and Adults in Kenya, One School, One Community Library at a Time." It was started by Gerald Mbugua and his family in 2014. At its inception,

the Mbuguas looked for sources of free books to send to Kenya, and found FOPAL, among others.

They have been getting books at FOPAL's post-sale giveaway for non-profits since 2016. Every year Maktabas ships three to four 40-ft containers of books to Kenya; the books are given free to schools across the country. Gerald and his family want to create a reading generation, especially in the village in Kiambu County where Gerald was raised.



FOPAL's Revenue Sources

Last year FOPAL awarded \$150,000 in grants to the Palo Alto City Library to fund a variety of materials and programs. How does FOPAL fund its annual contributions to the library? Most FOREWORD readers are familiar with our monthly sales at Cubberley, but surprisingly, those sales contribute just over half of our total revenues.

Last year about 12% of our revenues came from donations and memberships. Unfortunately, that percentage was down from 25% of revenues the year before, which means we have to sell more books to generate the same amount of income.

Revenue by Source (2022-23)



The 86% of revenues from book and media sales comprises multiple channels of retail sales. While the bulk of book sales do come from the Cubberley sales

(Main, Bargain, and Children's Rooms), about a third comes from other sources.

FOPAL sells "high value" items through three different channels: eBay, Pacific Book Auctions (PBA), and The Book Forest.

Sales Distribution (2022-23)



EBay sales provide the highest margins but require more work from our volunteers. PBA accepts a very selective number of books, but some of those sales have

netted us thousands of dollars per book. The Book Forest is an online bookseller that serves as an intermediary to Amazon; they handle much of the administrative and logistical overhead associated with fulfillment of the books FOPAL sends to them.

We also generate revenues from the three unstaffed "library stores" located at three of the city library locations. These stores provide modest, but consistent, revenues and help

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Music at FOPAL

FOPAL is pleased to announce the continuation of its Monthly Music Sales, which are held in several venues:

- CD's and LPs in the Main Room and on the Pop-Up tables outside of the Main Room.
- Bargain CD's, LP's, 45's and 78's in a special section in the back of Bargain Room.

All items in the Bargain Room are priced at \$1, and Main Room and Pop-Up items are value priced from \$2 up.

Music for sale has been curated from a large trove of donations that have been coming in since the pre-Covid era and feature a broad spectrum of genres: Pop, R&B, Jazz, Classical, Country, Broadway and Film, Folk, Spoken Word, and Misc. Each disc is carefully examined and priced by condition and market-value; all selections are priced significantly lower than retail and web dealers. The curation team includes FOPAL members: myself, Frank McConnell, John Scheibe, Henry Yu, and an industry professional with over four decades in the music business.

As word has gotten around, we are seeing more and more repeat visitors to our tables. The inventory is constantly changing, so there are always new and interesting items to choose from. We would love to have you come and visit on Sale Saturdays from 10am to 3pm; our staff is quite knowledgeable and happy to guide you to releases that will be sure to please you.

Please note that at a future date we will be featuring Laser Discs for sale, so stay tuned!

George Chaltas, Music Manager



FOPAL cashiers Becky, Page, and George are happy to take your money.

Internet Archive uses books from FOPAL

It might not be an existential question, but some people may wonder where do books go if they don't sell at the Bargain Room at the FOPAL sale? The good news is that they may live forever thanks to the Internet Archive.

The Internet Archive (IA) is a non-profit founded in 1996 by Brewster Kahle after selling two of his tech companies. IA is building a digital library of Internet sites and other cultural artifacts in digital form and provides free access to collections of digitized materials including websites, software applications, music, audiovisual and print materials. Like a paper library, it provides free access to researchers, historians, scholars, people with print disabilities, and the general public. Their mission is to provide Universal Access to All Knowledge. And their headquarters are in San Francisco's Richmond District. As of February 2024, the Internet Archive holds more than 44 million print materials, 10.6 million videos, 1 million software programs, 15 million audio files, 4.8 million images, 255,000 concerts, and over 835 billion web pages in its Wayback Machine.

Elizabeth Alexis started collecting books for them in 2020 (with an emphasis on STEM material) and Jenny Munro contacted them recently to arrange for a donation from FOPAL. Geoffrey Roca, Jenny, Frank McConnell and I moved 60 boxes of books from behind H-2 to the front of the room so that they could be then be loaded into the IA van, driven by Caslon Kahle (the son of founder Brewster Kahle) who came to FOPAL to pick up the books.

Caslon arrived in the most colorful van with the same energy that Frank, Jenny, and I had to load 60 boxes so they could find a new home in San Francisco (or should I say in the ether?). Now that this connection has been made, I suspect that more donations will ensue.

Want to learn more about the Internet Archive? Check out: <https://archive.org> and https://en.wikipedia.org/wiki/Internet_Archive where there is a short video on their archiving operations.

Susan Light



Frank, Susan and Caslon



Frank, Susan and Jenny



IA's colorful van

Celebrating Martin Luther King Jr.



Nikole and Hannah

On January 15, 2024, in observance of Martin Luther King Jr. Day, the Oshman Family Jewish Community Center and Youth Community Services joined forces to organize a celebration of Dr. King’s life and his crucial contributions to the cause of civil rights and social justice for black people.

FOPAL was invited to have a table with information at the event, and those of us who attended were impressed by the diverse program with enthusiastic speakers and musicians.

Some talented dancers performed, and both Greer Stone, Mayor of Palo Alto, and Antonio Lopez, Mayor of East Palo Alto, addressed the crowd. Another speaker who gave a moving and powerful tribute to Martin Luther King Jr. was Dr. Omowale Satterwhite. Dr. Satterwhite is an organizational change consultant and the president of Leadership Incorporated, a non-profit consulting firm focused on “building capacity for social change in communities of color.” Dr. Satterwhite spoke about King’s life and his pivotal role in the Civil Rights movement. He then read part of Dr. King’s “I have a Dream” speech to a rapt audience.

A Palo Alto middle school student, Neel Kulkani, bravely sang solo, and received loud applause from his audience. Other students sang, danced and spoke of what Martin Luther King meant to them. Lastly, the Garcia Quarter played some jazz numbers to wrap up the afternoon’s festivities. Thanks to the JCC and YCS for planning this event, and to the Library for providing a venue.



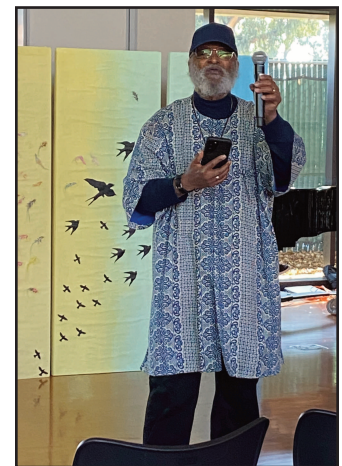
Honoring Dr. King



Lopez and Veenker chat



Neel Kulkani



Dr. Satterwhite

Sandglass Books



Wow, that's amazing!

A few weekends ago a couple came in during donation time and offered us their complete collection of good condition Heritage Press books with slipcases and the Sandglass newsletter for each book. In the past (over a decade ago) these were reasonable higher value sets that sold well. We accepted the donation. In 1929 George Macy of New York published a series of illustrated books called Limited Editions Club. These books have held their value because they were high quality (and expensive) bindings with illustrations by elite artists such as Henri Matisse. By 1935 Macy decided to make more affordable books in larger “unlimited” press runs. Since most of the cost of printing a book is in the press setup, running many more copies reduced the cost significantly and increased the potential audience. Macy was interested in publishing a high-quality product and included a small newsletter that came with each book called the Sandglass. In that newsletter he explained why he chose to publish that book, which artist he chose to illustrate it and why, and what the reader should note and expect from the book. His passion for this project continued until his death in 1956 at 56 years old. While his wife and son carried on the tradition as best they could their ability declined over time and so did the present value of the post 1956 books. By 1970 Macy’s company had been sold to Easton Press and the Heritage Press series landed up being run with a completely different vision even with the same format. Unfortunately, post Macy books just do not have the same present value as those he personally supervised. Our donors were obviously very fond of their Heritage Press collection, which they acquired in the 1970s and 1980s as members of a monthly book club, Macy’s method of selling books. They also obviously read and cherished these books (not always true for this kind of edition). The set we received went on sale in Sets in February and as a

Special in March. We hope they all found loving new homes.

Edwin ElKareh

Dear FOPAL Supporters-

2023 was an exciting and challenging year. The donation monitors and sorters have been working extra hard, the Main Room saw a few section manager changes, and the Pop-up music sales are now a near monthly event. The new Membership Committee took on a mini makeover for FOPAL’s membership brochure, updating our donation statistics and offering a few more member benefits. A donation QR code compliments of the FOPAL Tech Committee will now grace the cover. FOPAL’s offsite Palo Alto Library sales at the Mitchell Park bookstore and Downtown and Rinconada gondolas are as busy as always, especially now that the libraries have longer hours. An additional book delivery volunteer was recruited - taking books to the MP store mid-week - as we correctly anticipated that sales would increase. With a continued emphasis on growing our E-commerce operation, we enlisted more volunteers interested in supporting FOPAL’s Amazon book listing and eBay sales, with an eye to better prioritizing our online inventory.

With the continuation of the All-Volunteer Zoom meetings, we recognize the value of this communication tool as a way to invite the volunteers to make comments and suggestions and to keep them up-to-date/informed. For fun and community engagement FOPAL collaborated with the Imagination Lab School “Just Action” author’s community special event in January. Most recently we had a festive Lunar New Year party with a delicious spread by Ada’s Cafe that included attendee takeaway favors in honor of the Chinese New Year.

All this was accomplished while FOPAL’s volunteers processed approximately 30,000 books monthly and generated an average of \$16,000-\$17,000 from monthly sales, resulting in a grant to the Library this year of \$150,000. Wow! A super big THANK YOU for your effort, energy, and commitment to FOPAL.

As we start the new year, we are encouraged by the renewed commitment the FOPAL volunteers, members and customers offer to support the community, through the ever-

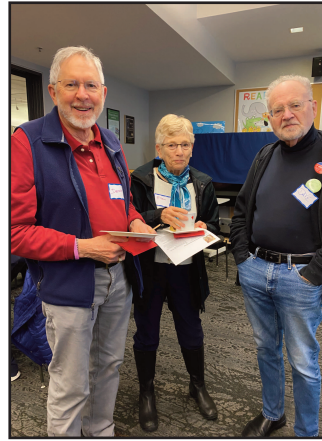
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VOLUNTEER LIST FALL 2024

Amy Dou- Sales /Sorting
Amelle Beauchamp - Sales
Silvana Schmidt - Sales /Sorting
Alana Chun - Sales
April Scazzola - Sorting
Jake Fernandes - Sales, Sorting, Donation Monitor
Emma Siegel - Sales, Donations Monitor
Aarun Visuthikraisee - Popup Sales, Sorting
Pek Lum, Scientist - Popup Sales, Sorting
Tracy Douglas - Sorting, Children's Room
Alexandra Bash - High Value Research/listing
Janeth Balderas Garcia - Donation Monitor
Yijia Sun - Sales
Troy Woodley - Sales
Nathan Yost - Donation Monitor, Sales
Martha Elderon - Membership Chair, Sales
Jason Yang - Donation Monitor, Sales
Joyce Yang - Donation Monitor, Sales
Jignasha Thakkar - High Value Research/listing, Sales
Glen Sato - Sales, Donation Monitor, Sorting
Hannah Young - Photo Intern, High Value Research
Julia Hilding - Sales/Sat., donations /Gunn Sr.
Seth Li - Sales, Sat., Donations/Gunn Soph.
Savanna Hall - Sorting, High Value Research
Chloe Wu - Tuesdays, donations
Maya Zuk - Section manager assistant, sales
Andrea Schloss - Mitchell Park Lib. Store
Yudi Fu - High Value, Tech. Team
Natalia Koulinka - Section Manager, Sales, Donation Monitor
Tylor Tsao - Sales, Donation Monitor
Kyvan "Kiven" Chen - Sales
Zidan Liu - Sales
Yihan Zhao - Sales
David Fernandez Yoon - Sales
Teodor Kostic - Sales
Nancy Bell - High Value Research
Charlotte Anderson - Sorting, High Value Research
Joyce Freiberg - Sorting, Mitchell Park Lib. Store
Agnes Devin - Donation Monitor, Sorting, Sales
Siddhartha Kollu - Sales
Aidan Peng - Donation Monitor, Sales
James Young - Donation Monitor, Sales, Move Boxes
David Findley - Mitchell Park-Lib. Store deliveries

FOPAL Volunteer Social

On the afternoon of Saturday February 17, about forty FOPAL volunteers met for a get-together at Mitchell Park Library. With no program or agenda, it was a time for volunteers to chat with others, and enjoy goodies from Ada's Café.



Dennis and Ellen Smith and

Dave Cortesi



Henry and daughter Olivia



Some veteran volunteers chat



Everyone looks happy - more or less!

FOPAL VOLUNTEER OPPORTUNITIES

You can make a difference. Won't you consider contributing a few hours a week to help keep our five Palo Alto libraries up-to-date and thriving? FOPAL's monthly sales of donated books and media raise much-needed funds to purchase new books, technology and special programs for Palo Alto public libraries. These sales happen through the efforts of many individuals just like you. Please join us - flexible scheduling is available.

CHOOSE A JOB TO SUIT YOUR TIME, TALENTS, AND INTERESTS

High Value online e-business team/volunteers needed!

Learn how to research, describe, price, and prepare our most significant high value books on eBay and for Amazon through our partner The Book Forest. Books can range from antiquarian to modern, art to technology, and media from CDs and DVDs, to games and software. You can work on all these materials at FOPAL or at your home; your hours are up to you. We will provide detailed training and mentoring. We need volunteers right now to join our successful and supportive high value team. For additional information contact Nigel Jones, nigelgj@gmail.com.

Help FOPAL with its technology needs!

FOPAL needs volunteers to take on regular or one-time tasks such as updating the web site, maintaining email lists, evaluating new software, inventorying equipment, creating Google forms, and occasional troubleshooting. Many of these tasks can be done remotely.

Enjoy a first look at an amazing assortment of books!

Donation monitors greet donors, monitor the donation process, offer receipts and thanks. Using social distancing, you will be accepting donations (6 bags/boxes or fewer) Mondays- Saturdays 3- 5pm. Donation monitors will offer to assist donors dropping off their books and moving those books into FOPAL's sorting room. Meet friendly donors and get free body-building exercise!

Section Managers needed!

Bring your love of books in areas like: Military History, Ephemera and Holidays to name a few of the sections. All books are pre-sorted and ready to be priced and shelved.

Volunteers @ book sales!

FOPAL book sales are held on the second weekend of every month. Monthly needs: cashiers, floor supervisors and set-up & break down volunteers. Meet many fellow bookaholics and experience the thrill of the marketplace.

Bargain Room/H2 book shelving area opportunity

By volunteering two hours a week, bargain room/H2 volunteers are able to take ownership of a specific section or two. Flexible schedule! No pricing needed, as all books sell for 50 cents or \$1.00.

Children's Room Tuesday Team opening

Sort and price children's book donations. A friendly group of volunteers meets in the Children's Room each Tuesday afternoon, or work on your own schedule.

To volunteer for any of above opportunities please contact Janette Herceg - 650-494-1266 or at jherceg@fopal.org. If you have any questions regarding the type of volunteer opportunities FOPAL offers, please check out our website www.fopal.org



Bookshelves in Kenya! (See article on page 1)

RETURN SERVICE REQUESTED

Revenue

(continued from page 2)

promote FOPAL to library patrons.

Five percent of sales were received through PayPal/Venmo. Because location information is not readily available in those transactions, most of those sales cannot be attributed to a specific room or library location and are thus broken out separately.

FOPAL is fortunate to have a variety of successful sales channels to smooth out our income and reduce risk, thereby ensuring that we can continue to predictably fund the library's needs.

John Wang, Treasurer

Supporters (Continued from page 5)

popular book sales, as a book re-using resource, and through financial donations to the Palo Alto Public Library. Thank you for your continued support; we look forward to a terrific 2024!

Janette Herceg, Director of Volunteer Engagement

Friends of the Palo Alto Library Membership Form

Friends of the Palo Alto Library is a tax-exempt organization under 501(c)(3) of the Internal Revenue Code. Your donation is tax deductible.

Join / Renew	1 Year	2 Years	
_____ Senior	\$10	\$18	Name _____
_____ Student	\$10	\$18	Address _____
_____ Individual	\$20	\$35	City / State / Zip _____
_____ Family	\$30	\$50	Email _____
_____ Sponsor	\$100	\$175	Phone _____
_____ Lifetime	\$500		
_____ Corporate	\$1000		

Matching Funds: Many of our members and donors can increase their donation to FOPAL if their employers have a Matching Funds program for registered charities. Please contact info@fopal.org for more information.

Make checks payable to:

Friends of the Palo Alto Library

Return form to:

Friends of the Palo Alto Library

P.O. Box 41 Palo Alto, CA 94302

If you would rather receive the FOREWORD by email, please notify us at editor@fopal.org.

Friends of the Palo Alto Library (FOPAL) officers: President: Jenny Munro; Vice President: Melinda Parry; Secretary: Suzanne Cholko; Treasurer: John Wang; Assistant Treasurer: Michele Kasper. Other Directors: George Chaltas; Nancy Cohen; Karen Dal Coletto; Charlotte Epstein; Nigel Jones; Tina Kass; Susan Light; Suzanne Little; Gerry Masteller; Young-Jeh Oh; Gail Reeder; Steve Staiger; Nancy Tillman.