

FRIENDS OF THE PALO ALTO LIBRARY  
BOARD OF DIRECTORS' MEETING  
MARCH 13, 2019  
MINUTES

1. Call to Order: Nancy Cohen called the meeting to order at 9:32.
2. Agenda: No changes were made to the agenda.
3. Minutes of the previous meeting:  
**K.C. Sarr moved to approve the draft minutes of February 2019. The motion was seconded and passed unanimously.**
4. Reports on High Value (Nigel Jones):
  - The week of March 5<sup>th</sup> sold five of our 6 items with a net of \$670. Nigel took 11 lots to PBA that week and has another lot of 10-20 items to take in the near future.
  - eBay is running well. We sold 98 items in February for a total of \$1,729 (about \$1,600 after fees). This area needs more volunteers.
  - Amazon revenue was \$5,342 in February. Nigel attended an Amazon-sponsored event in San Francisco in early March and met someone who will be able to help us with problems on the book-load side of our listings. This is a processing problem that needs to be resolved but does not affect our sales revenue.
  - Nigel presented a very interesting analysis of the fees charged by the various sellers' sites we use. PBA has a single fee of 15%; Amazon has several different and variable fees; eBay has an odd fee schedule (basic 12% plus some other fees). For a book we list at \$20, the Amazon fee is about 40% (we net \$12); that same book on eBay would net us about \$17. PBA doesn't sell \$20 books. For a book we sell for \$100, PBA would charge us 15% (net \$85), Amazon would charge us 20% (net \$80), and eBay would charge us 12% (net \$88). At the upper level, the fees for the three sites are more comparable, so ease and shipping costs are considerations. Amazon gives us much better exposure than eBay, but books sales are growing on eBay, which has a lot of potential for us, especially for odd books. We need more volunteers for this area – Amazon listings can be done at home, but eBay listings must be done at Cubberley.

- When our Amazon store site crashed in July 2017, we had more than 8,000 books online. Dick Grote is now going through this enormous inventory; he has moved some to High Value and sent some to the main room or the bargain room. He has finished three bookcases.
5. Library Director's Report (Gayathri Kanth): The Lunar New Year celebration was a big success with 275 guests. Silicon Valley Reads will have an event on March 16<sup>th</sup> with a theme of Finding Your Identity. The library has a basic subscription to Ancestry.com, which must be accessed at one of the libraries. Alison Cormack is the city counsel's representative to the libraries. A new teen services person will start soon at the Mitchell Park library. Shaun asked Gayathri for the library's spending plans for the remaining four months of the physical year