

FRIENDS OF THE PALO ALTO LIBRARY  
BOARD OF DIRECTORS' MEETING  
RINCONADA LIBRARY AND BY ZOOM  
OCTOBER 13, 2021  
MINUTES

1. Call to Order: President Nancy Cohen called the meeting to order at 9:35 A.M.  
Present: Nancy Cohen, Nancy Tillman, Melinda Parry, Karen DalColletto, Charlotte Epstein, Nigel Jones, Tina Kass, Suzanne Little, Gerry Masteller, Karen Neier, Young-Jeh Oh, Steve Staiger, Jim Sutherland.  
Absent: Bill Jones.  
Guests: Jenny Munro, Frank McConnell, John Wang.
2. Minutes of Previous Meeting: **The minutes of the meeting of July 14, 2021 were approved by acclamation.**
3. Library Director's Report: Gayathri Kanth was on vacation.
4. Treasurer's Report: Nicole Ly's report showed total sales income of \$24,160 for September and a total gross revenue of \$35,500.92. Those figures did not include revenue from the library stores. It is not clear if Venmo income has been counted twice. Several things in this report need to be clarified and/or changed. Nicole Ly has resigned as treasurer and John Wang will take over following the annual members' meeting today. He has talked to Nicole once this week and will speak to her again. The CD at TIAA-CREF was rolled over in July.
5. High Value (Nigel Jones):
  - We had 3,885 active items on Amazon and sold 90 items for before-fee revenue of \$4,416. That is a significant drop in Amazon revenue. We will not be able to list books ourselves on Amazon until our inventory drops below 1,200 items.
  - Our revenue from eBay has increased because more people have begun listing material on that site. Revenue from eBay was \$2,104 before fees, almost double the revenue from August. We really need more volunteers to work on eBay because there is a big backlog of high value books that need to be listed.
  - Revenue from Forest (our new Amazon lister) is \$1,001 YTD (\$700 for September). Nigel is giving Forest more material today.
  - We have five lots in the upcoming November auction at PBA. Our two lots of miniature books netted us \$530. There are another ten items at PBA awaiting evaluation.
6. Book Sale Committee (Nancy Tillman):
  - We earned \$14,447 from the October book sale. Sales are improving but are not back to normal.
  - We had huge problems with the hardware for the sale. Two iPads are failing and there are problems with the card readers. There are also problems downloading PayPal. Square may be a possible alternative; John Wang, Susan Light, and Karen Neier will discuss what new equipment needs to be purchased.
  - The large tent outside the Main Room blew down during this week's storm. Donations will be moved inside to the sorting room.
  - The website and the section managers' listings need to be updated. Tina Kass will do this.

7. President's Report (Nancy Cohen):

- As we transition from Nicole Ly to John Wang as the FOPAL Treasurer, our banks require new resolutions for approval of the three signatories. See attachments One and Two.  
**Steve Staiger moved the adoption of two bank resolutions for the changes in signatories to Nancy Cohen, John Wang, and Susan Light. Gerry Masteller seconded the motion and it passed unanimously.**
- Nicole Ly did not use our computer for her work but put everything into the cloud.
- The annual appeal letter will be ready to send out next month. Of our 1,962 members, 1,293 come from Stanford Financial Credit Union, none of whom has ever made a donation to FOPAL.  
**Susanne Little moved to remove those names from our mailing list because of the mailing costs. Gerry Masteller seconded the motion and it passed unanimously.**
- Steve Staiger reported that he picked up 11 truckloads of books from Feldman's Bookstore over the summer. That project is now finished.
- Karen Neier said that the hybrid zoom/in person format for the board meeting does not work well. The zoom participants had trouble hearing us (and vice versa). The November board meeting will be entirely in person at Rinconada Library.

8. **Steve Staiger moved that the meeting be adjourned at 10:30. The motion passed by acclamation.**