

**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

