

MINUTES
Revenue Enhancement Committee
Southern Tier Library System
January 3, 2011

Present: Dale Wexell, Chairman; Pat Selwood, Bonnie Weber, Denise King, Ristiina Wigg

The meeting was called to order at 1:35pm by Chairman Dr. Dale Wexell.

The committee

- Received copies of the December Financial report for the Foundation
- Heard information about a proposed STLS grant application to the Corning Foundation to support digital library materials and services.
This grant will have broad appeal and, due to the increase in digital readers being purchased, very timely

Dale Wexell discussed opportunities for STLS to apply for a grant from the Federal Institute for Museum and Library Services with the goal of submitting the application this fall.

The Revenue Enhancement Committee will continue to perform a Fund Development role for the Foundation through mid-2013. During that time the Committee and the Foundation will work toward lengthening the distance between the two organizations.

Dale Wexell walked the committee through a proposed timeline for a major 2012-2013 fundraising campaign to benefit STLS and its member libraries. As STLS provides the foundation for library service in this region, the purpose of the campaign would be to support STLS by retiring the mortgage debt, to stabilize funding and provide grants to members.

Members of a Campaign Committee will be recruited for a general time-frame of February 2012 – March 2013. The members should include 5 or 6 people who are willing to make the “ask” for funds. During the first six weeks one-on-one visits will be arranged with potential major donors. Committee members discussed the pros and cons of a \$750,000 goal and agreed to recommend that amount to the Foundation Board.

Next Meeting: January 31, 1:30pm at STLS

Meeting adjourned at 2:15pm

Respectfully submitted,
Ristiina Wigg