



**Minutes of the Board of the
Exhibits Round Table
June 24, 2018**

A meeting was held of the Board of the Exhibits Round Table of ALA in New Orleans, LA during the 2018 ALA Annual Conference on June 24, 2018

In attendance were:

Vendor members: Kelly Coyle-Crivelli - Chair, David Lysinger - Vice-Chair, Jay Askuvich - Treasurer, Gene Shimshock - Secretary, Jason Wells, Stephanie Lund, Rachel Lehmann, Susan Rhoad, Kirk Whisler

Librarian Members: Alice Knapp - Vice-Chair Librarian, Kelly McElroy

Member Absent::

Librarian members: George Abbott

ALA Staff and Guests in attendance:

Paul Graller, ALA Conference Services

Andrew Pace, ERT Executive Board Liaison

The meeting was called to order by the Chair at 7:15 am. Roll call and introductions were made and a quorum was declared by the Secretary.

The following documents were accepted by the Chair and entered into these minutes as exhibits:

- ERT Financial Report, 8 months ending April 2018
- Exhibits Round Table Executive Board Terms in Office, updated 10/2/17
- ALA Midwinter Annual Future Dates, as of June 2018
- ERT Membership Report, as of June 5, 2018

Ms. Rhoad submitted the Minutes from the Board Meeting held in February, 2018.

A motion was made, seconded and approved to accept the Minutes without discussion. The Chair directed Conference Services to post the Minutes to the ERT section of the website.

Mr. Askuvich reported that the ERT fund had a net balance of \$18,422 down from \$19,811 in the prior year. Ms. Knapp suggested that funds be allocated to funding the Hoy Scholarship. Mr. Graller noted that the Scholarship is closed to being fully-funded.

The Chair charged Mr. Graller with determining the status of Scholarship funding and to report back to the Board for further deliberation.

Membership

Mr. Askuvitz reported that personal membership (287), organizational (24), and corporate (154) resulted in a total membership of 465. He further noted that this was down from 499 level at the same time in 2017.

Hoy Scholarship/Auction

Ms. Coyle-Crivelli reported that the Silent Auction was experiencing high level of bid activity.. She further proposed that if asked, she would be interested in continuing as the Hoy Scholarship Committee Chair if asked. The Chair enjoined Conference Services with providing a report on the Auction results for the upcoming Membership Meeting.

Programs Committee

Ms. Knapp reported that this best year for the program submissions and organizationally went well. Seven were approved and five made the program.

Library Relations

Ms. Knapp reported that NMRT relations continue to improve. Members of the ERT conducted a first tour of first-time attendees. 15 NMRT members attended and it was very positively received. Mr. Shimshock confirmed the positive feedback. Mr. Pace mentioned that the NMRT has a very active blog and he will suggest to the NMRT Chair to possibly have one of the "tourists" prepare a blog to promote this offering. Ms. Knapp committed to coordinating a similar tour at Midwinter and 2019 Annual.

Ms. Knapp reported on her participation on the committee to consider the future of Midwinter and she will be polling the board on their opinions on the subject.

Report from the Executive Committee

Mr. Pace, Executive Committee Liaison to the ERT, reported:

- Conference attendance was at 17,434...right around the point where we meet budget
- ALA operational budget has been running at a deficit but the balance sheet is still very strong. The FY19 budget will also have a deficit. The ALA is identifying funds to create a 3 year, \$8 million "investment account" with a focus on development, advocacy, and information technology.
- The Organizational Effectiveness and Governance Review continues. The Committee has about 20 people. Current activities include a membership survey and Midwinter Assessment.
- The Executive Director search will start next year. The plan is to have replacement by 2020. The petition to reinstate the requirement that the candidate have an MLIS vote failed.

Mr. Pace confirmed that he will continue as Executive Board liaison to the ERT for the upcoming term. Mr. Shimshock commended Mr. Pace on his commitment and diligence in providing

frequent and timely updates of Executive Board activities and further, his willingness to communicate ERT positions and interest to the Executive Board. The Board unanimously concurred.

Annual Registration Results

Mr. Graller reported registration numbers as of Saturday, 6/23:

	New Orleans	Chicago	Orlando
Attendees	12,286	15,745	11, 281
Exhibitors	<u>5,148</u>	<u>6,544</u>	<u>4,956</u>
Total	17,434	22,289	16,237

Mr. Shimshock reported the concern from Exhibitors about the low counts of attendees on the pre-reg list that many exhibitors use to promote their conference presence. A lively discussion ensued regarding list rentals, ALA promotional offerings, and list poachers for emails, hotel and travel.

Presentation by ALA Development Staff

The Chair acknowledged the presence of Sheila O'Donnell ALA Director of Development and the ALA Development staff. Ms. O'Donnell acknowledged the Library Champions in the room and reinforced the importance of Library Champions are in supporting the Libraries Transform program. A report, Libraries Transform Year Two, was distributed to the Board members present. The Secretary entered the report into these Minutes. Highlights of the Report as well as key elements of the program and several of the successes over the past year were discussed. Mr. Askuvich questioned the promotion of the Corporate membership and suggested that the ERT might tap into the Development resources.

The Chair adjured Ms. O'Donnell to develop some ideas on how Development might be able to help raise participation of corporate members and report back to the board at a later date. The Chair tasked Mr. Wells in his capacity as Membership Chair to be the board contact to the ALA Development.

Nominating Committee

Mr. Shimshock reported that the slate of candidates for 2018-2021 term included the following vendors: Tanya Adams (Follett), Jay Askuvitz (Incumbent), Elenita Chmilowski (Ingram Content Group), Joe Frueh (3branch), David Lysinger (Recorded Books), and Kate Waldron (EBSCO) and the following librarians: George Abbott (Syracuse University Libraries) and Rachel Clukey (Delaware County District Library). He further reported that the voting was underway and that results would be reported at the upcoming Membership Meeting.

A discussion ensued regarding how the Board communicates its duties and roles to the broader membership. It was generally agreed that a description of board duties and chair positions be written and posted to the ERT section of the ALA Website.

Future of Midwinter

Mr. Graller reported that that two no conflict times will be added to the 2019 Seattle Midwinter schedule: Saturday, 2-3 and Sunday 10:30-11:30. This met with an enthusiastic response from the Board. A motion was made that the Board express it's support for these new conflict times and that the ALA Conference Committee approved these changes. The motion was seconded and the vote passed.

Mr. Graller also reported that Conference Services is considering scheduling Washington DC for the location of the 2034 and 2039 conferences. A motion was made that the Board express it's support for Washington DC as the location for the 2034 and 2039 Annual Conferences. The motion was seconded and the vote passed.

Mr. Graller further reported that the ALA Executive Board is considering three scenarios for the future of the Midwinter Meeting:

- 1) Keep the Midwinter footprint this possible minor changes
- 2) Cancel it all together
- 3) Cancel it and replace it with another event.

He presented several reasons why a January event has value including the fact that it is ALA Policy that Council must meet every 6 months. In addition, the timing of several Youth Media Awards depends on being early in the year. Finally, he reported that current commitment through 2020 mean that cancelling future events would result in expenses of \$290 thousand. However, if commitments are not cancelled by January, the level of financial exposure doubles.

Further, Mr. Graller stated that Conference Services is proposing to cancel Midwinter as it exists and replacing it with an event roughly structured on Friday opening night, meetings on Saturday, Sunday, and Youth Media Awards and be done on Monday. A lively discussion ensued.

Afterward, a motion was made that, "With regard to the future of the Midwinter Meeting, the Board expressed support for the option of cancelling the current meeting and replacing with another event (currently referred to as Scenario 3)." The motion was seconded and the vote passed.

Further, the Chair enjoined Mr. Graller that he pursue these changes with appropriate urgency. Mr. Shimshock noted that, over the past several years, all of the positive changes that have been made to the ALA exhibits experience including continued development of theaters and pavilions and support of the Silent Auction, and acknowledge the fine work of Mr. Graller and the ALA Conference in these regards. The Board enthusiastically echoed his comments.

October Board Meeting

It was generally agreed to schedule a meeting in October to further conduct the business of the board. Mr. Graller committed to reviewing ALA schedules and propose a date at the end of October.

Thanks to Ms. Coyle-Crivelli

The Board heartily acknowledged dedication of Ms. Coyle-Crivelli in her role as the Chair of the Board and thanked her for all of her effort and service.

Adjournment

Without any further business for the Board, the meeting was adjourned at 9:23

Respectfully submitted, this day August 8, 2018 by Eugene Shimshock, Secretary