

**PNBA Fall Board Meeting
September 25, 2014
Hotel Murano, Tacoma, WA**

Board Members present:

Tegan Tigani, Queen Anne Book Co., President
Becky Milner - Vintage Books, Vice-President
Leigh Ann Giles, Secretary/Treasurer
Karla Nelson, Time Enough Books, Past-President
Colleen Conway, Penguin Random House
Maggie Freitag, Parnassus Books
Shawn Donley, Powell's Books
David Hartz, Book 'N' Brush

Board Members absent:

Jack Wolcott - Grass Roots Books & Music

Staff Present:

Thom Chambliss, Exec. Director
Larry West, Exec. Asst. & Bookkeeper
Brian Juenemann, Marketing Director

President's Welcome and Introductions

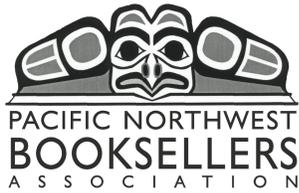
Tegan called the meeting to order at 1:13 pm. She asked each Board member to introduce themselves and talk about what books they were currently reading.

Secretary/Treasurer's Report and Approval of the Minutes

Leigh Ann asked if everyone had read the Minutes from the Spring Board Meeting and asked if there were any additions or corrections. There were none.

Colleen moved to accept the Minutes from the Spring 2014 Board Meeting as presented. Becky seconded the motion. There was no further discussion and the motion passed with no opposition.

Leigh Ann went over the written Bookkeeper's Report with the Board. She reported that the Association appeared to be having a good year so far and that everything was coming in very close to budget. Because we do not have all of the show or catalog expenses at this time, it would be premature to speculate too much. Larry updated his



written bookkeepers report by saying that Brian had done a very good job of increasing our overall program income and succeeding in bringing in almost \$14,000 more Holiday Catalog income than expected. Thom explained that we seem to get fewer vendors at the Tacoma show and that part of the reason may be that some vendors are being told by the Washington State tax office that they need to have a sales tax license for the show. As far as we know, this information is not correct and they do not need to have a sales tax license. There was a discussion about ways to clarify this issue before the next Tacoma show.

David moved to accept the Treasurer's report as presented. Maggie seconded the motion. There was no further discussion and the motion passed with no opposition.

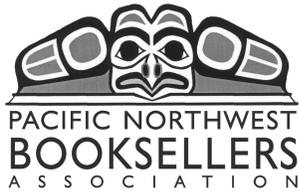
Executive Director's Report

Thom said that he had some updated comments to make in addition to his written report.

He told the Board that PNBA has, by far, the best Holiday Catalog of all the regional associations and that it is all because of Brian's work of going after specific books that he believes our stores can sell, rather than just accepting anything that is offered to us by the publishers.

He said that our show is still a big success. 10 years ago our show was mid-sized compared to other regional shows and now it is one of the largest, with only SIBA being as big. We still have a two-day show and we showcase many more authors than any of the other shows. The challenge is to find ways to continue to make the second day profitable for the vendors. Tegan asked if we could split off some of the education and add it on that second day. Shawn asked if having the show mid-week is cheaper. Thom said no, it was actually more expensive. He said that authors are now financing a lot of the show. More of our stores are doing author events and we want to continue to find good, regional authors to feature at the show. He suggested that we could have an Awards event on the last day and invite authors who have been nominated for the current year's Award.

Thom suggested that the Board consider spending down our "rainy day fund." We cannot just give money back to our members, but we can do scholarships and reimburse expenses to allow more of our store's employees to attend the show. He feels that we



need to use some of that money to help bolster show attendance. He told the Board that a Bylaw change would be necessary if they decided to reduce the “rainy day fund.”

David suggested that the Board should be talking to other member bookstores to get their feelings and ideas about the show.

Thom reported that Wordstock now belongs to Literary Arts in Portland. It will be back in 2015 for one-day on November 7th at the Portland Art Museum. He has no information on whether any bookstores can be involved. He said he sees no future for regional book shows at this time.

Shawn moved to accept the Executive Director’s report as presented. David seconded the motion. There was no further discussion and the motion passed with no opposition.

Education Committee Report

Tegan recapped Libby Manthey’s written report to the Board.

Maggie moved to accept the Education Committee’s written report as presented. Colleen seconded the motion. There was no further discussion and the motion passed with no opposition.

Awards Committee

Tegan recapped Billie Bloebaum’s written report to the Board.

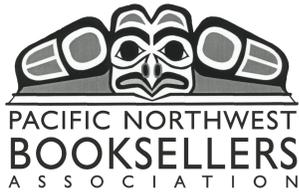
David moved to accept the Awards Committee’s written report as presented. Maggie seconded the motion. There was no further discussion and the motion passed with no opposition.

Break for 10 minutes

Old Business

Consider New Rules for the Book Awards

Thom reported that the Awards Committee in August had extended the deadline for this year’s Awards by one month because they felt that some small publishers did not have books ready by the current deadline and that these titles might fall through the



cracks. He said he approved this change, but that, in retrospect, maybe he should not have without the Board's approval. Larry pointed out that it should not be the Awards Committee's job to be setting or changing deadlines or making decisions on marketing, etc. Their only job should be to read the books and pick the winners. They should be encouraged to make suggestions to the Board, but it should be the Board's job to set deadlines, etc. All of these decisions have other consequences for the Association and only the Board is in a position to consider all the ramifications of any changes.

Tegan felt that it was important for the Committee to have a face-to-face meeting at least once a year. David felt the Board should contact the Committee and let them know what changes the Board would be considering at the January Retreat. He would also like to have a written report from the Education Committee about their post-show de-briefing meeting.

National Bookstore Day

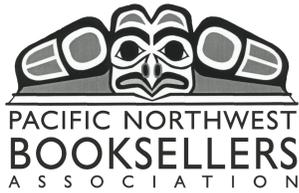
Thom outlined the process for National Bookstore Day. He said NCIBA had success with it last year. They asked ABA to take it over and make it national, but ABA declined, so NCIBA will oversee it and asks the other regionals to become involved. Thom suggest that PNBA only have minimal involvement this year. We should encourage our stores to take part and do what we can to promote it to our stores, but because our region is so large, there is no way we can promote it to customers in all our states. Thom reported that 33 of our stores have agreed to participate and he feels many more will as more promotion begins this fall. The date is set for May 2, 2015. Shawn asked why ABA did not want to participate. Thom said he did not know. They have agreed to donate \$5000 toward the event. Brian suggested that PNBA produce some ads that our stores can use to promote the event.

Progress Report on Updating PNBA.org

Staff explains the need for updating our website and moving it to a new platform. Our old software is no longer supported. A new design is underway and we hope to have the new site up and running shortly after the first of the year.

Consider Updating the Governance Policies

Thom said his written report explained his concern about cleaning up some language in the Governance Policies. He said the Board could deal with it in detail at the Retreat.



Consider Taping Education at the Shows

Tegan said she had been contacted by a company about doing videos of our educational events at the show for later use by our members. She thought it might be something our stores would make use of. Thom explained that PNBA had made audio tapes of our sessions back in the 1990's but that after all the work was done not a single store ever used the tapes. The Board asked Tegan to check into the cost and present a report to the Board at the January Retreat.

Holiday Catalog Report

Brian recaps his written report to the Board and presents the artwork for this year's Holiday Catalog cover. It looks like another great year for the Catalog with more titles than initially expected.

ABA Progress Report

Dan Cullen from ABA reported to the Board on current ABA programs. He said that IndiesFirst had a great first year and that this year was shaping up to be even better. He encouraged all our stores to participate and asked PNBA to help promote it to our stores. He said that IndiesFirst had been useful to ABA in their ongoing talks with publishers.

He reported that Wi10 had sold out in just 50 hours via their online registration site. There are still scholarships available.

He reported that there will be a Children's Institute in 2015 in Pasadena, CA following the LA Times Book Fair.

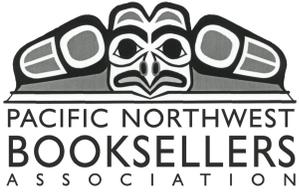
Announcements

Board Retreat will be at McMenemy's, Troutdale, OR on Sunday & Monday, January 25 & 26, 2015

Wi10 will be in Asheville, NC, Sunday - Wednesday, Feb 8 - 11, 2015

ABA Spring Forum, Seattle, WA on Tuesday, April 7, 2015

National Independent Bookstore Day, Saturday, May 2, 2015



BEA, NYC on Wednesday - Friday, May 27 - 29, 2015

PNBA Fall Board Meeting, Thursday, Oct 1, 2015, Holiday Inn PDX

PNBA Fall Show, Friday - Sunday, Oct 2 - 4, 2015, Holiday Inn PDX

Meeting Adjourned at 5:12

Meeting minutes by Larry West.

Approved by Leigh Ann Giles, Secretary/Treasurer

Signed_____ Date_____