



**NAIBA**  
New Atlantic Independent  
Booksellers Association

NAIBA 2020 Annual Meeting Minutes  
September 24, 2020 via zoom

- Bill Reilly called the meeting to order at 11:30am
- ABA report: Allison Hill, COO. She's been in the job 6 months and continued to be awed by everyone's resilience and. Next challenge is the holidays; October is the new December. DCX has been hired to work on new marketing campaign (details to be announced). Reilly thank Eileen Dengler the entire staff for the extraordinary leadership and support throughout the pandemic.
- Motion to approve the 2019 Annual Meeting Minutes made by Todd Dickinson and seconded by Trish Brown; approved unanimously.
- President's Report (Bill Reilly): Reilly shared his thoughts on what we've all gone through as booksellers, publishers and a trade association in the past seven months. "But here we are working together to find a better way forward. For being here and for being part of the solution." He shared the ways NAIBA has responded to the Covid-19 crisis:
  - Weekly socials via zoom
  - Weekly publisher pick of the lists via zoom
  - Surveys to membership to keep up on the changing status of stores
  - Donations to Binc: \$25,000 to help with individual bookseller needs. Hosted a matching campaign with Binc's Save the Bookstores that generated over \$50,000 in donations, \$25,000 of that from NAIBA.
  - Extended dues for one year for all current members
  - Staff was on weekly calls with ABA, other regional booksellers associations and Binc
- The launch of a Professional Bookseller Certification program was announced by NAIBA in January. It will consist of 6 modules: Event Management; Inventory Management; Store Operations, Staff & Human Resources; Basic Bookselling, and Career Fast Track. NAIBA is funding the launch and has hired the deans for each module. The first courses in event management were conducted this week at New Voices New Rooms. Event Management will officially begin in January. This is open to all booksellers nationally. NAIBA will be soliciting financial and material support from the industry as we move forward with this national industry program. Watch our newsletter and website for more information or contact the NAIBA office.
- NAIBA will be conducting a demographics survey of our member stores after the holidays. Please take a moment to update your records.
- Advocacy: Dengler continues to call and write to publishers to discuss practices that we see are harmful to indie stores.
- The Indie Playlist program that NAIBA and Seven Stories Press started in 2018 is growing to include member publishers of the Independent Publishers Caucus. There is an October playlist going on right now. The themes are Acts of Courage and The Fight to Save the Environment.

Instore and online displays are eligible for special terms and a prize of \$500 split between the store and the bookseller who creates the display. Check NAIBA's website for details.

- Holiday catalog: our regional associations marketing consortium has grown to include SIBA and MIBA and has been renamed RAMP (Regional Associations Marketing & Promotion). We ended in good shape, with new participation from independent houses. The catalog program now includes saturation mailing through the post office. Every store is encouraged to participate and use the online widgets and the online version of the catalog, even if you did not take the printed version.
- NAIBA converted to a virtual platform for the annual conference, working with SIBA to create New Voices New Rooms. This event consists of 85 individual events, 243 presenters, 856 registrants. Built by a team of 6, with 17 temps handling the zoom meetings. In addition, NAIBA and SIBA managed the opening keynote presentation with Rev. Al Sharpton and the closing keynote presentation with Allie Brosh and Jenny Lawson. Reilly thanked Eileen Dengler for her work.
- NAIBA's board attended an inclusion session with Cultures Connecting.
- Treasury Report (Hannah Oliver Depp) NAIBA's Assets are \$666,031. The board has been working to build up a secure operating budget, which has been achieved. Part of this rainy-day fund helped us extend membership dues for a year for our bookstore members. NAIBA is committed to giving back to the membership. All events are underwritten by NAIBA, most events are free to members. Along with the donations to Binc, NAIBA gave American Express gift cards to the ABA staff as a thank you from our membership for their work supporting us during the covid crisis.
- Membership Report (Hannah Oliver Depp): Board voted to extend membership for one year for any bookstore who paid in 2019 and 2020. Continuing to work on outreach to new stores and nonmembers so reach out if there is a store in your region who is not involved in NAIBA. Please follow NAIBA on social media and thank you Kathy Ellen Davis on increasing our reach and making it all entertaining.
- Election Results & Introduction of Board of Directors (Todd Dickinson) During the year, Donna Fell resigned from the board after selling her store, Sparta Books. The board voted Hannah Oliver Depp in as secretary / treasurer. The election results are:
  - Officers with Term Ending 2022
    - President: Rebecca Fitting, Greenlight Bookstores, Brooklyn, NY
    - Vice President: Hannah Oliver Depp, Loyalty Bookstores, Washington, DC, Bethesda, MD
    - Secretary-Treasurer: Erin Matthews, Books With A Past, Glenwood, MD
  - Director with Term Ending 2022
    - Dan Iddings, Classic Lines, Pittsburgh, PA
  - Directors with Term Ending 2023
    - Veronica Liu, Word Up Community Bookshop, Bronx, NY
    - Noëlle Santos, The Lit.Bar, Bronx, NY
    - Karen Torres, Hachette Book Group
  - Remaining board members are:
    - Directors with Term Ending 2021
      - Michael Triebwasser, Politics & Prose, Washington, DC
      - Amanda Zirn Hudson, Bethany Beach Books, Bethany Beach, DE
    - Directors with Term Ending 2022
      - Trish Brown, One More Page, Arlington, VA
    - Past President with Term Ending 2022
      - Bill Reilly, the rivers end bookstore, Oswego, NY

- Binc (Eileen Dengler): Binc raised 2.7 million dollars this year, which helped 1625 stores and 520 individuals.
- Open Forum: No topics were discussed.

Motion to adjourn by Rebecca Fitting, second by Michael Triebwasser. Meeting closed at 12:01pm