1. Welcome and introductions

2. Reports from attendees on recent acquisitions


4. Discussion Topic: Working with Fundraising Professionals to Support Collection Development. Questions for discussion include:
   • How do you identify potential donors and major gifts?
   • How do you balance interest in gifts-in-kind with attempts to secure monetary donations?
   • How do you build relationships with fundraising professionals that result in fruitful collaboration?
   • What should your fundraising professional expect from you?
   • What makes for a successful donor interaction (case studies)?
   • How do you align donor passions with Special Collections strategic goals?

5. Suggested topics for ALA Midwinter Meeting in Dallas, Texas, January 20-24, 2012