

RBMS Collection Development Discussion Group

Sheraton New Orleans Hotel, Southdown

New Orleans, Louisiana, ALA Annual

Sunday, June 26, 2011, 8:00 am – 10:00 am

1. Welcome and introductions
2. Reports from attendees on recent acquisitions
3. Report from Lois Fischer Black on “The Changing Philanthropic Environment: What You Need to Know About Fundraising in the New Millennium,” RBMS preconference workshop
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