

**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

Notes:

Eleven people attended the discussion group, including library development officers.

1. Introductions: Mark Greenberg and Lois Fischer Black gave welcomed the group and asked each person to introduce him/herself.
2. Recent acquisitions: Participants spoke about everything from 16<sup>th</sup>-century Spanish manuscripts, to 18<sup>th</sup>-century Mediterranean nautical charts, to San Diego-area circus collections, to Utah newspaper photographs, to Armenian genocide monographs, to the papers of *LA Times* reporter Rueben Salazar.

3. Lois Fischer Black and Lisa Browar offered a summary of main lessons from the RBMS Pre-conference workshop “The Changing Philanthropic Environment: What You Need to Know About Fundraising in the New Millennium.” Lesson from the workshop came up again in the discussion topic, below.

4. Discussion Topic: There was lively discussion on the donor cultivation process; differences between transactional versus investment gifts; demonstrating a compelling project and not just a pressing need; making your development officer your best friend; educating development officers about priorities; fundraising for those priorities and not straying; regular and effective communications with donors.

5. The group suggested risk management as a desired topic for ALA Midwinter in Dallas.

6. Mark thanked Lois Fischer Black, who is cycling off as co-discussion leader, for her leadership and support.

Minutes respectfully submitted by Mark Greenberg