LEADERSHIP

The 2008-09 ARLIS/NA Development Committee members consisted of Amanda Bowen (Harvard University), Kim Collins (Emory University), Suz Massen (Frick Art Reference Library), Kristen Regina (Hillwood Estate, Museum & Gardens), Mary Wassermann (Philadelphia Museum of Art), Tony White (Indiana University).

The Executive Board Liaisons were Ted Goodman, Treasurer (Columbia University) and Amy Trendler (Ball State University). Sonja Staum (IUPUI Herron Art Library) served as Local Development Coordination for the Denver Conference.

Barbara Rockenbach (Yale University) will serve as Chair for the 2009-10 year. Kim Collins (Emory University) will serve as the incoming Board Liaison and Ted Goodman will serve in an advisory capacity as the incoming Treasurer.

ACTIVITIES

Financial Goals

Due to the economic climate, this year was a tough one for raising money for the Society. ARLIS/NA is not alone in this struggle as many non-profits have found it difficult to raise money in this economy. That being said, the hard work and persistence of the entire Development Committee, the Local Development Coordinator, and members of the Executive Board have resulted in reaching 78% of our budget goal for the year. Sponsors, while giving less than in previous years, continue to be generous in their support of the Society.

The budget set for the Indianapolis conference was $27,000. Sponsorship dollars for 2008-09 totaled $20,974 as of April 1, 2009. Most of our usual sponsors contributed this year, but at a lower level. The absence of Saskia sponsorship also greatly affected the total raised. Last year Saskia gave $15,000 for the reception at the Denver Art Museum. This year they were unable to contribute anything to the annual conference due to financial difficulties.

Total sponsorship contributions including financial, in-kind, conference speaker and award funds amounted to just over $42,842. The total number of sponsors reached this year was 33, while last year there were 50 sponsors. One area that did improve over the last year is the total number of upper-level contributors at the Gold, Silver or Bronze Affiliate level. This year we had eight of these upper-level sponsors while last year there were seven and only six in 2006-07.
The efforts of Sonja Staum, Local Development Coordinator, and Eileen Fry and Tony White, Local Arrangements Co-Chairs, led to the support of local sponsorships from universities and presses in the Indianapolis area.

ARLIS/NA Chapters continued this year in giving financial assistance for the cost of the Welcome Party. This year twelve chapters have thus far come forward, compared with eleven by the same period last year and five in 2006-07. The total dollar amount for this year is $2,375, which exceeds the $2,150 from last year in Chapter support. Credit for the continued success is due to the efforts of Cate Cooney, Northeast Regional Representative and liaison to the Chapters, and Ted Goodman, Treasurer, both of who communicated the ongoing value and need for Chapter support of the annual conference.

While not reflected in the committee’s budget, in-kind contributions continue to be a vital part of the financial landscape that makes ARLIS/NA conferences successful. There were seven such contributions this year, valued at roughly $14.115. Comparatively, the total for in-kind sponsorship for Denver was $8,300.

Several new developments occurred over the course of this year. First, an Alternative Voices Speakers Fund was initiated through the generosity of Joan Benedetti and matching funds from the membership. This fund has been set up to bring a diversity of voices to the ARLIS/NA annual conference by encouraging the participation of non-ARLIS/NA speakers from traditionally underrepresented racial or ethnic groups. The fund supports attendance costs and a small honorarium for recommended speakers who self-identify with one or more traditionally underrepresented racial or ethnic groups. This year the Development Committee raised almost $5000 for this new award. Unfortunately, there were no appropriate applications for the Indianapolis conference, but we intend to publicize the award for Boston in hopes of attracting new voices. We concluded we would only give out $1000 - $1500 per year to try to grow this fund.

Another new award opportunity is from the Kress Foundation. Kress is considering sponsorship for an international award for ARLIS/NA members presenting at a European conference. The Kress Foundation has traditionally supported travel costs for art historians giving papers at European conferences; therefore this idea is in keeping with their mission. The International Relations Committee (IRC) has been encouraging relationships among ARLIS/NA members and our European counterparts. To facilitate this Kristin Regina, Chair of IRC, and I submitted a grant proposal to the Kress Foundation. We will be notified about the status of this application by the conference.

This year, the committee also consolidated all the information about Supporting the Society on a webpage, http://www.arlisna.org/about/supporting.html. This Supporting the Society page brings together information for our vendors on ways to contribute to the Society and advertise in our publications. The page also highlights the Society Circle and its role in the areas of the conference Speakers Fund, the Internship Fund, the Alternative Voices Speakers Fund. Lastly, the page offers individuals to opportunity to contribute to the Society.

Finally, in the area of travel awards, we regained the Puvill Libros Travel Award but lost the Andrew Cahan award due to Andrew's retirement this year.

The Society Circle continues to be a vital and active part of the Society’s fundraising efforts, and this year the membership really distinguished itself with its generosity. Even in tough economic times, the total amount donated by the membership was the highest it has ever been in the 16 year history of the Society Circle. Contributions for 2008-09 totaled $16,262, which far exceeds the $12,955 raised last year. The highest previous total for the Society Circle was $13,145. The
total number of Society Circle members this year is 71 versus the 73 last year and the 77 two years ago. The lower number of members and higher total raised indicates a higher level of contribution from individual members.

Non-financial Goals

The committee established the following non-financial goals for the year. Below each goal is a statement concerning its status.

1. **Continue to update the "Prospects List" of contacts.**

   Goal IV: To strengthen and increase the effectiveness of ARLIS/NA’s activities and operations.

   Objective B. Provide an efficient and effective organizational and financial structure to ensure the stability and health of the Society.

   Continual revisions were made to the Prospect List throughout the year. We had hoped to expand our prospect list this year but the economic climate prevented us from bringing in many new sponsors. Richard Minsky did contribute at the Bronze level and hopefully next year we will have more donors like Minsky. At this time, we had a total of 80 prospects and each member of the committee contacted 9-10 prospects, which allowed us to focus on clearly communicating our message to each prospect.

   The chair worked closely with the Local Development Chair throughout the fall and winter to identify and consider local and regional prospects.

2. **Focus on recruiting new Society Circle members, educating the membership about the Society Circle, and increasing transparency about the Society Circle event at the Annual Conference. Work in collaboration with the Membership Committee to accomplish this goal.**

   Goal IV: To strengthen and increase the effectiveness of ARLIS/NA’s activities and operations.

   Objective B. Provide an efficient and effective organizational and financial structure to ensure the stability and health of the Society.

   To achieve this goal, the Development Committee worked with the Membership committee to begin to educate our members about the Society Circle. Two emails were sent to the membership on ARLIS-L about the Society Circle. The Membership Committee included information about the Circle in one of their renewal messages and the Development Committee sent an email about the Society Circle reception and membership in the Circle 6 weeks before the conference. We hope to focus on this goal in the coming year to expand membership. As stated above, the members in the Circle have remained steady but the total amount contributed has increased.

3. **Inform the Society about the committee’s activities through occasional postings and updates.**

   Goal IV: To strengthen and increase the effectiveness of ARLIS/NA’s activities and operations.
Objective B. Provide an efficient and effective organizational and financial structure to ensure the stability and health of the Society.

Several emails were sent throughout the year to update the membership on the Development Committee activities. Soon after the Denver conference, the committee prepared 3 emails asking the membership for donations for the Alternative Voices Speakers Award. Additionally, the Society Circle emails updated the membership on the committees fundraising activities. Finally, the committee sent out an email about the conference sponsors.

4. Create a public web presence for the Development Committee on the ARLIS/NA Web Site.

Goal IV: To strengthen and increase the effectiveness of ARLIS/NA’s activities and operations.

Objective B. Provide an efficient and effective organizational and financial structure to ensure the stability and health of the Society.

The Development Committee’s site on the ARLIS/NA site was redesigned to include all the committee’s annual reports and committee meeting minutes. The page also contains information about the committee’s initiatives such as the Society Circle and the Alternative Voices Speakers Fund. Another website was completed this year to better inform our membership and donors about how to Support the Society. The site, http://www.arlisna.org/about/supporting.html, articulates all the donor opportunities for individuals and organizations.

5. Explore a database solution for the “Prospects List,” following up with the work done in the previous year on integration with MemberClicks.

Goal IV: To strengthen and increase the effectiveness of ARLIS/NA’s activities and operations.

This goal was achieved in part but not fully implemented. Suz Massen developed a prospect database for the committee using Filemaker Pro. Unfortunately, McPherson Clarke was unable to support the database on their server. We explored the option of having the database supported at the Metropolitan Museum or the Frick Museum, and all the options were not viable. Next year we work closely with the new management company to find a way to move to a database for our prospects. This is vital to the future of this committee and the ARLIS/NA fundraising efforts.

6. Following VRA’s lead and work done in the previous year, explore the creation of a program for planned giving or estate planning via TIAA-CREF or other venues.

Goal IV: To strengthen and increase the effectiveness of ARLIS/NA’s activities and operations.

Objective B. Provide an efficient and effective organizational and financial structure to ensure the stability and health of the Society.

Given the extraordinary financial circumstances this year, we were not able to pursue this goal. It will be transferred to the committee goals for the coming year.
**ISSUES FOR THE EXECUTIVE BOARD**

The Society is at a critical juncture economically. The economic situation this year has brought into focus the challenge of fundraising for an organization of this size. The committee was able to raise money for the conference but with lower attendance and a smaller venue stream this year, the Society will be lucky to break even in Indianapolis. The committee’s hope is that the new management company will be able to work closely with the Development Committee in the coming year to assist with fundraising for the Boston conference so we don't find ourselves in this situation a year from now.

Two areas seem crucial for the Development Committee in the coming years. We need to expand our prospect list and better articulate the value of ARLIS/NA to potential donors. Given the new technologies libraries and librarians are employing, there should be numerous technology vendors that would consider ARLIS/NA sponsors. It is recommended that we look to other organizations such as the Society of American Archivists, American Library Association, Association of College and Research Libraries, and museum organizations to see what vendors are exhibiting and donating at their conferences.

Additionally, any planned giving activity on the part of individuals in the organization should be handled by the management company rather than the Development Committee. The committee recommends that a planned giving campaign be initiated by the management company in the coming years. As many of the members retire, ARLIS/NA provides a wonderful way to engage in charitable giving.

**ACKNOWLEDGEMENTS**

The committee wishes to thank the Indianapolis Conference Planning Committee, who proved to be a delight to work with and displayed great professionalism this year.

Thanks go to Sue Rawlyk, Violet Lao and Craig Fleming at ARLIS/NA headquarters for their valuable assistance.

The Chair wishes to thank the members of the Committee for all of their fine service over the past year. Special thanks go to Amanda Bowen, Kim Collins, Allen Townsend and Ted Goodman for their invaluable advice and support.

Respectfully submitted,

Barbara Rockenbach  
Yale University Library
Announcement of Alternative Voices Speakers Fund

May 14, 2008

Dear Colleagues,

Those of you who attended the ARLIS membership meeting in Denver last week heard about an exciting new fund available for the ARLIS annual conference - the Alternative Voices Speakers Fund. This fund has been set up to bring a diversity of voices to the ARLIS/NA annual conference by encouraging the participation of non-ARLIS/NA speakers from traditionally underrepresented racial or ethnic groups. The fund supports attendance costs and a small honorarium for recommended speakers who self-identify with one or more traditionally underrepresented racial or ethnic groups.

To support the selection of speakers an Alternative Voices Speakers Fund Committee will be established consisting of the current Conference Program Chairs, Diversity Committee Chairs, and the ARLIS/NA Liaison to the ALA Office for Diversity. Proposals will be submitted as part of the regular conference session proposal process to the Conference Program Chairs. Diversity had been a priority of the Society for over 15 years and this fund enables diversity to be a key part of all our national conferences going forward.

Will you Take up the Challenge?
The Alternative Voices Speakers fund has been established generously by ARLIS/NA member Joan Benedetti but we would like to broaden support for this fund by inviting the membership to contribute as well. We have an anonymous donor willing to match up to $1000 for donations contributed before May 31, 2008. We have already had two members contribute and we hope all the membership will give this opportunity their full consideration.

All donations to the fund will count towards your 2009 Society Circle membership as well. If you have thought about joining the Society Circle in the past but found it difficult to see how your $100 or more contribution would make a difference to the Society, here is your chance to directly support an area you feel passionate about.

If you are interested in contributing or have questions please contact Joan Benedetti (benedetti4@verizon.net) or Barbara Rockenbach (barbara.rockenbach@yale.edu).

We welcome all levels of support!

Barbara (on behalf of the Development Committee)
ARLIS/NA Development Chair

____________________________
Barbara Rockenbach
Director of Undergraduate & Library Research Education
Yale University Library
barbara.rockenbach@yale.edu
tel: 203.436.4164
Alternative Voices Speakers Fund – Update 1

May 22, 2008

Dear Colleagues,

Last week I sent a message to the membership about an exciting new fund set up to support diversity activities of the Society, the Alternative Voices Speakers Fund. This fund has been set up to bring a diversity of voices to the ARLIS/NA annual conference by encouraging the participation of non-ARLIS/NA speakers from traditionally underrepresented racial or ethnic groups. The fund supports attendance costs and a small honorarium for recommended speakers who self-identify with one or more traditionally underrepresented racial or ethnic groups.

A week ago we put forth the challenge to raise $1000 towards the fund because we have a generous donor willing to match up to $1000 on contributions made before May 31, 2008. I am happy to share that the membership has already contributed $600 towards this goal! With just a week to go before the May 31 deadline, we are over half of the way to reaching that $1000.

Any donation made to the fund will count towards your 2009 Society Circle Membership. If you have joined the Society Circle in the past or are intending to join for the first time this year, you can contribute now to the Alternative Voices Speakers Fund and also attend the Society Circle event at the Annual conference in Indianapolis.

If you are interested in contributing or have questions please contact Joan Benedetti (benedetti4@verizon.net) or Barbara Rockenbach (barbara.rockenbach@yale.edu).

We welcome all levels of support!

Barbara (on behalf of the Development Committee)

ARLIS/NA Development Chair

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Barbara Rockenbach
Director of Undergraduate & Library Research Education
Yale University Library
barbara.rockenbach@yale.edu
tel: 203.436.4164
I am very pleased to announce that we have reached the $1000 goal for the Alternative Voices Speakers Fund today! This $1000 will be generously matched by an anonymous donor. Even though we have reached this initial milestone, we still encourage further contributions to the fund.

On behalf of the Development Committee and the entire Society, I want to thank all our generous donors for their support of this important fund and especially Joan Benedetti for creating the idea and the fund.

Please remember the Alternative Voices Speakers Fund as you submit proposals for the annual conference.

Thanks,
Barbara (on behalf of the Development Committee)
ARLIS/NA Development Committee Chair

Barbara Rockenbach
Director of Undergraduate & Library Research Education
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Society Correspondence #3

Sponsor Acknowledgments

March 31, 2009

Greetings,

On behalf of the Special Events and Development Committees, I would like to remind members about our annual ARLIS/NA fundraising event, the Society Circle Reception. The Society Circle was founded in 2003 by generous members of ARLIS/NA. Since that time, donations to the Circle have supported the conference speakers fund and the internship fund, bringing new voices to our conferences and new people into our profession. Membership in the Society Circle starts at $100 and illustrates a commitment both to ARLIS/NA and the professions of Art Librarianship and Visual Resources Curatorship.

Our special fundraising event at this year’s conference will be held Saturday April 18th, 6:00pm - 8:00pm at the newly constructed Herron School of Art and Design, http://www.herron.iupui.edu on the IUPUI campus. The Herron School of Art and Design is conveniently located approximately 5 blocks from the conference hotel. For more information about the Herron School of Art and Design, http://www.herron.iupui.edu.

The art school has graciously and generously offered as an in-kind gift, the Grand Hall and Main Gallery to our members attending this special event. Artist, Marie Krane Bergman’s work will be on display for the event. Marie Krane Bergman’s paintings consist of thousands of handmade marks that reveal color shifts and play along the threshold of perception. At the Herron School of
Art and Design, Bergman will exhibit paintings from One Year, One Year Later, a perpetual project that presents the passage of time based on the study of decaying flower petals. This exhibition is provided with support from the Arts Council of Indianapolis and the City of Indianapolis.

The Society Circle Event Fundraiser is open to all members of the Society Circle. Members will be receiving an invitation in the next few weeks. To join the Society Circle and attend this wonderful event please visit, http://www.arlisna.org/about/circle_form.html.

We hope you will join us for a few hours of high-art, refreshments, cash bar, and live music.

Barbara
Chair, ARLIS/NA Development Committee
-------------
Barbara Rockenbach
Director of Undergraduate & Library Research Education
Yale University Library
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tel: 203.436.4164

Dear Colleagues,

Over the last several weeks the Indianapolis conference organizers have shared information about all the wonderful sessions, tours, and events planned for the annual conference this year. It is truly going to be a spectacular conference.

I wanted to take this opportunity to thank all our generous sponsors who have made many of these activities possible. Each year ARLIS/NA benefits from the generosity of a great number of sponsors. 32 generous sponsors have stepped forward this year to provide support for our annual conference in Indianapolis. Whether large or small, these contributions collectively enable us to fulfill our mission to foster excellence in the field through the sharing of ideas, the funding of awards, and the opportunity for networking.

We would like to recognize and thank all our sponsors listed below.

**Society Affiliate Gold Sponsors**
- ARTstor
- Eiteljorg Museum of American Indians and Western Art
- Indianapolis Museum of Art

**Society Affiliate Silver Sponsors**
- AskART
- F.A. Bernett Books

**Society Affiliate Bronze Sponsors**
- Betty Jo Irvine
- Proquest
- Richard Minsky
- Worldwide Books

**Society Affiliate Sponsors**
- Erasmus
Herron School of Art and Design
J. Paul Getty Trust

Award Sponsors
AskART
Howard Karno Books, Inc.
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Worldwide Books

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School of Library and Information Science, Indiana University
Swann Galleries

Please see the Indianapolis Sponsorship page for more information about the sponsors:
http://www.indiana.edu/~indycon/sponsors.html.

We hope you'll take a moment to thank each of our sponsors when you're at the conference!

Respectfully,

The ARLIS/NA Development Committee
Amanda Bowen
Kim Collins
Suz Massen
Kristen Regina
Barbara Rockenbach, Chair
Mary Wassermann
Tony White

Amy Trendler, Board Liaison
Sonja Staum, Local Development Coordinator