

2021 Annual Membership Meeting Minutes-9/27/2021

Location: Zoom

Attendees: SIBA Board, SIBA staff, ABA, Binc

NVNR:

- 235 SIBA booksellers registered for the fall conference so far (roughly the same as last year)
- 131 SIBA bookstores represented (last year 100 SIBA stores registered, so a 31% increase in participation)
- 52 SIBA bookstores on bookstore row
- 86% of SIBA stores are represented at NVNR

More stats (current as of 9/25, will likely increase):

- Total registrants: 657
- Total booksellers: 467
- publishers/vendors/ reps: 190
- naiba members: 405
- siba members 392
- stores on bookstore row: 86
- publisher/vendor studios: 55
- authors: 85
- bookseller ARC lists: 112
- books in the galley room: 388

Membership:

- The current SIBA bookstore membership is 152.
- Two years ago we were about the same number. Last year SIBA reported 550 core bookstore members because we brought in every store listed for our territory in the ABA's database and other databases we could find, to create an instant community of support and resource sharing during Covid. The 152 number represents bookstores who are currently active in our system, either through paying dues or having dues waived because of participation in SIBA's banner for dues program, or financial need.
- During 2020, SIBA waived dues in response to the pandemic. In 2021, dues were reduced from \$195 to \$100, and waived when requested due to financial challenges.

Financial:

- SIBA is in a healthy financial position, poised to hit budget targets for 2021.

- SIBA renegotiated all existing hotel contracts, removing SIBA from previously burdensome financial obligations, and replaced those contracts with good faith agreements to host future events of any size at those hotels.
- The holiday catalog and fall conference are SIBA's biggest single revenue producers and combined they will hit the budget goals.
- Advertising is in line with last year, though still down from previous years. Expenses, however, are also down, and SIBA has met governance requirements to increase our Board Reserve Fund.
- SIBA received two PPP loans during the pandemic, and both loans have been forgiven.
- Moved SIBA bank accounts from Bank of America to HomeTrust, a regional bank committed to local investment in BIPOC and other traditionally marginalized communities

Programming:

- The SIBA Board is reviewing SIBA's membership and governance policies through a DEI lens, including opening membership to non-traditional models that don't require a permanent store front.
- Rebranded our consumer-facing programming to be more inclusive and contemporary
- Created the 21 Day Racial Equity Challenge in April 2021, which saw national participation. SIBA is also creating a module of the 21 Day Racial Equity Challenge to be used by stores as part of onboarding new staff or training existing staff
- The Anti-Racist Bookseller is a weekly feature of our SIBA newsletter to booksellers and industry
- Actively and successfully worked with our holiday catalog director to increase BIPOC representation in the Holiday Catalog. When the opportunity arose, SIBA offered free advertising to small press titles by BIPOC authors.
- Sought and supported diversity in author representation in all programming, including this conference, Reader Meet Writer, and promotions in our newsletters and Southern Bookseller Review
- Specifically support small press and BIPOC author representation in our seasonal Read This Next list
- Offered DEI training for SIBA staff and board members
- Offered DEI training opportunities for booksellers.
- Other changes: Requesting that hotels and restaurants where SIBA holds in-person events source as much as possible from local BIPOC farmers (SIBA is also prioritizing a vegetarian menu at in-person events, in response to Climate Change).