

ABA Ends Policies

(As revised by the ABA Board of Directors in July 2017)

A. Members will have the necessary business skills to professionally operate profitable independent bookstores.

- Members will attend multilevel informational and educational programs presented around the country.
- Members will have multiple networking opportunities that foster a constructive exchange of ideas.
- Members will have access to financial and/or consulting services, and access to relevant operating financial models to use as tools in the operation of their businesses.
- Members will have access to programs specifically aimed at growing and expanding the reach of children's books to a wide audience of both consumers and booksellers, including such things as communication vehicles, appropriate awards, and educational programs.
- Members will have access to technology services and/or consulting on technological issues.
- Members will use multiple vehicles, made available by technological advances, to access educational and informational material.
- Members will be aware of and have access to new, and alternative, business models, systems, technologies, and services.

B. Member bookstores will be vital and valued partners to publishers, wholesalers, authors, agents, and vendors and will constitute a vital portion of the U.S. book market.

- The general bookselling/book publishing community, including authors, will be aware of matters of concern to independent booksellers.
- Authors, publishers, and other industry partners will respond favorably to advocacy regarding matters of concern to independent booksellers.
- Members will have the opportunity to test and develop new business models among booksellers and their vendors.
- The wider bookselling and publishing communities and the media will use and view the American Booksellers Association as a source of relevant and timely statistical research and marketing information.

C. Member bookstores will be the preferred marketplace for the public.

- The public will recognize the value of independent bookstores to their communities and their local economies.
- The public will recognize the vital role that independent bookstores play in promoting and maintaining the diversity of authors, books, and ideas.
- Independent bookstores will be part of a nationwide community of local independent businesses nationwide.

D. Member bookstores will be heard on advocacy issues pertinent to the bookselling trade.

- Member stores will be represented within groups of appropriate allies dealing with issues of literacy, culture, diversity, and the development of new readers.
- Member stores will be heard on legal and regulatory issues, including First Amendment rights, free expression, fair trade practices, and related issues.

E. Professional and prospective independent booksellers who plan to open new stores, purchase existing stores, or expand existing stores will be provided with programs that facilitate participation in the complex world of bookselling.

- Prospective member stores and booksellers will be offered programs and information that encourage participation by and for a diverse population of booksellers.
- Programs and information emphasizing retention and advancement of booksellers to professional levels will be available.

The ABA Ends Policies are formulated by the ABA Board and are reviewed annually.

Key Issues Raised at Previous Town Halls and Action Steps Taken Include:

Diversity - Actions included:

- The Diversity Task Force broadened its mission to include people of diverse abilities, including hidden disabilities
- The Diversity Task Force was increased by two for a total of 11 members
- The Diversity Task Force met three times via teleconference since the 2018 Winter Institute

At Winter Institute 2018:

- The Diversity Task Force met at Wi13
- ABA provided a table at Wi13 for the Diversity Task Force to meet with booksellers
- Winter institute diversity sessions included: Best Practices for Buying, Marketing and Hand-selling Diverse Books, and Hiring for Diversity

At 2018 BookExpo:

- BookExpo session: A Discussion on Diversity and Inclusion Tactics for Booksellers
- ABA provided a Diversity Task Force resource table in the ABA Lounge

At the 2018 Children's Institute:

- Ci6 session: Creating and Implementing Successful LGBTQ Youth Programs
- Ci6 Featured Talk: We Rise, We Resist, We Raise Our Voices!: Phoebe Yeh in Conversation with Cheryl Willis Hudson, Wade Hudson, and Kwame Alexander
- A Ci6 Diversity Task Force table will be provided by ABA to meet with booksellers

Indies Introduce:

- Among the 20 books chosen as Indies Introduce selections, approximately 18 reflect diversity in either content or authorship

BATCH

ABA has continued to work with the Booksellers Association of the UK and Ireland regarding implementation of a system similar to BATCH, a centralized online invoice and payment system for ABA member stores. Testing of the system continues, and ABA is currently working on a business plan with BATCH UK. ABA will be providing updates as BATCH development proceeds.

ABFE/Advocacy

ABA's David Grogan was promoted to Director of ABFE, Advocacy and Public Policy, integrating and focusing the operation of the American Booksellers for Free Expression and ABA's advocacy work. Maria Peroni was hired in the newly created position of Advocacy and Public Policy Coordinator. In March, ABFE urged the U.S. Congressional-Executive Commission on China (CECC) to take action on behalf of publisher/bookseller Gui Minhai, a Chinese-born Swedish national who has been detained by Chinese authorities. The Committee responded to ABFE's letter and stressed that the case is a "priority of the CECC." A new report from ABA and Civic Economics documents the increasing loss of jobs and essential state and municipal revenue as a result of both Amazon's sales and the explosive growth of sales through its third-party Marketplace from 2014 to 2016. The U.S. Supreme Court heard oral arguments in the case of *South Dakota v. Wayfair, Overstock, and Newegg*. The case addresses online retailers' obligation to collect and remit sales tax and what constitutes a business' physical presence in a state. Last November, ABA filed an amicus brief in support of sales tax fairness alongside groups including attorneys general, legislators, economists, and retailers.

Pre-orders

ABA is formulating a member bookstore focus group on pre-orders, whose input, among other things, will help ABA create a new educational session on pre-orders that will be presented at the 2018 fall trade shows. In addition, the issue of pre-orders was one of the issues discussed during ABA's spring meetings with 26 publishers.

Publisher Relations

ABA has aggressively continued its dialogue with publishers and distributor partners to increase bookstore efficiencies and profitability in discussions that included B2B, backlist, co-op, BATCH, and inventory replenishment.

Health Insurance

ABA recognizes the importance of this issue and is exploring health insurance options for member stores. ABA continues to review recently issued rules for association health plans and will continue to reach out to appropriate elected officials to discuss the new rules.

Support of Binc

Ongoing financial, logistical, and messaging support of Binc's efforts for booksellers. Following the very successful Wi13 fundraiser, which raised \$7,700 for Binc, ABA and Binc are organizing a Ci6 fundraiser, for the upcoming Children's Institute in June in New Orleans.