



## LIBRARIES

**Joint Meeting  
Library Board of Trustees  
Library Foundation Board  
Tuesday, September 20, 2016 2:00 pm  
McGarvey, et al, conference room; 345 1<sup>st</sup> Ave E, Kalispell  
MINUTES**

**In attendance:** Connie Leistiko, Jane Lopp, Terry Guidi, Michael Morton, Al Logan (trustees); Kim Crowley, Connie Behe, Teri Dugan, Sean Anderson, Lune Axelsen (library staff); Cathy Meredith, Anne Bibey, Roy Beekman, Diane Yarus, Anita Scott, Barbara Gutschenritter, Carla Fisher (Foundation Board); Tom Jentz, Katharine Thompson (City of Kalispell); Kim Morisaki (FCEDA); Ned Cooney (facilitator/consultant); Kevin Wallace (CampaignCouncil); Margaret Davis, Adele Murphy (Friends of the Library)

- I. Call to Order:** Ann Bibey and Terry Guidi called the joint meeting to order at 2:07 PM
- II. Moving Forward:** Michael Morton represented the library board in referencing the letter presented to the Foundation at the Foundation's meeting of August 17, 2016. The Board would like the Foundation to assist in purchasing the CSH property at 4<sup>th</sup> Ave EN when it comes available.
- III. Looking Back and Into the Future:** Roy Beekman spoke from the Foundation perspective having been on the Foundation Board when the library studied 15 sites several years ago. He then gave his own opinion saying the time is now to move forward with a new central library project.
- IV. City of Kalispell staff** Tom Jentz and Katherine Thompson along with Kim Morisaki from FCEDA gave a presentation on the core area redevelopment plan, the TIGER grant and the rail park. When asked about the importance of a new library on 4<sup>th</sup> Ave EN, Jentz gave an enthusiastic response on the economic value to the city of a central library at that spot.
- V. Kevin Wallace** described the Capital Campaign Feasibility Report, including the structure of a capital campaign, which was handed out to each attendee. Wallace stressed that in order to launch into a capital campaign the Foundation would have to show "skin in the game" by using resources to purchase land for a new library. Cash reserves may

be depleted but once a new facility is built and open the Foundation will be able to rebuild its assets and attract volunteers and board members.

- VI.** Ned Cooney gave an overview of the work of ImagineIF to date; the strength of the strategic plans and manifesto and all the hard work that has gotten us to this point. He then facilitated a Q and A. Those notes are copied here:

**Notes – ImagineIF Library Board and Foundation Board  
Joint Session to receive Capital Campaign Feasibility Study  
September 20, 2016– Flathead Community Foundation conference room, Kalispell,  
Montana**

**Facilitated by Ned Cooney, Facilitator/Consultant (Bigfork, Montana)**

## **Comments and Discussion**

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- The land is 4.3 acres; 4.6 acres was the ideal in the facility plan
- The price of the land seems to be increasing, and that won't be known for a while.
- Fundraising strategy may need to include pledges that are contingent on land acquisition and/or bond passage
  - Message: “We would love to have you to start paying on your pledge now, but we understand if contingencies are needed”
  - Tax incentives are the same for the donor
  - An “escrow”/holding account could be established to increase assurances to donors that funds are segregated
- We have 2 years to work with the city and the county, and raise funds from enthusiastic “early adopters” giving lead gifts without the land being owned yet
- The land acquisition costs are separate from the costs of the campaign itself (approximately \$3 million, including consulting fees, drawings and plans; helping the bond pass; with any remaining funds going to construction costs).
- The community and philanthropists will expect significant initial investment, including land acquisition costs, from the existing assets, or a mortgage obligation. Often, though, this kind of campaign furthers increased capability and stronger relationships to bring more donations in the future.
- There could be a transfer of land between county departments without an appraisal (though it would be good due diligence practice to have an appraisal)
- We will need to work with City of Kalispell and the County Commissioners to bring more resources than what ImagineIF Libraries can do on their own.

- Training and skill development will be provided by CampaignCounsel.org, if engaged, on how to cultivate donors, make the ask, and close the donation.

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## Questions

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- Land/Site: FCEDA will not be in possession of the land until 2020 – what if they don't give us first right of refusal?
- Does CHS have to sell to FCEDA?
- Given the timing, of the FCEDA deal, how do we start raising money, and when?
- Does FCEDA have to sell the property at fair market value?
- Do we have enough current assets to purchase the CHS property outright?
- What is the impact of a capital campaign on the current year Foundation budget (July 2016-June 2017), including legal fees and consulting fees?

**VII. Meeting adjourned at 5:05 pm**