

**Ebooks, Online Drive Trade Sales Growth**

The BookStats 2013 survey, which is coproduced by the Association of American Publishers (AAP) and the Book Industry Study Group (BISG), released some provisional numbers on May 15. (A few statistics are being recalculated but won't impact the trend.) BookStats found that trade publishing overall saw significant growth since 2011, despite the closure of many brick-and-mortar bookstores during the same period. Not surprisingly, publishers' revenue from brick and mortar retail fell seven percent, but more than made up the ground online, growing 21 percent. Overall, trade net revenue rose 6.9 percent to just over \$15 billion in 2012. The number of books sold also grew, by 8.1 percent, to \$2.291 billion.

Ebooks make up one-fifth of the trade market, according to BookStats, and were one of the growth drivers, expanding by nearly half (44 percent) to over \$3 billion in net revenue and almost as much in number of titles sold (42.8 percent). Adult Fiction is still the big fish in the ebook pond, increasing by almost 42 percent since 2011 to about \$1.3 billion. Children's and YA publishing, though

smaller to start with, experienced rapid growth, more than 117 percent, to \$469 million.

Downloaded audiobooks also saw healthy double-digit gains, with a 21.8 percent rise in revenue and 24.4 percent in units.

While ebooks do cannibalize print sales, they are mostly coming out of mass-market paperbacks; hardcovers and trade paperbacks "continued to hold steady," the survey found, even making tiny gains (1.3 percent and 0.4 percent, respectively).

Folding educational, professional, and scholarly publishing into the equation, however, dulls the outlook. The publishing industry as a whole saw net revenue drop slightly (by less than one percent) to \$27.124 billion since 2011, despite mild growth—5.7 percent—in net units sold. According to BookStats, the K–12 education publishing sector was the key factor in the decline, as the recession "significantly affected states' and municipalities' buying decisions."

**IMLS Invites Techies To Hack Agency Data**

The Institute of Museum and Library Services (IMLS) announced on May 21 its plans to participate in the first National Day of Civic Hacking on June 1 and 2.

Described as a "public-private-people partnership," the event is being referred to as "the largest ever to bring together citizens from around the country to work with local, state, and federal governments—as well as private sector organizations—with the common goal of improving their community through technology," according to the IMLS announcement.

The announcement notes that tech-savvy citizens and entrepreneurs have developed many apps that use publicly released government data to a variety of ends, such as helping people report potholes to the appropriate agency, helping people communicate with local food shelters to identify shortages and excesses in different neighborhoods to facilitate redistribution, or simply helping people catch a bus or train on time.

IMLS will present participants with two challenges. A public library challenge will encourage programmers to build tools that help users explore data from IMLS's annual public library data collection efforts in new ways, and a museum data challenge encourages participants to develop tools that could enrich IMLS national museum data collection efforts using administrative data from the Museums Count survey. More information is available at the [hackforchange.org](http://hackforchange.org) website.

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## Interview

### What Makes a Successful School Library?

Ross Todd, Ph.D., and Carol Gordon, Ph.D., codirectors of the Center for International Scholarship in School Libraries (CISSL), share some of the most illuminating findings from the New Jersey Study of School Libraries: One Common Goal—Student Learning.

#### What surprised you?

RT: The reported number of high levels of instructional collaboration. Often the reporting of participation in instructional collaborations is actually quite low.... So we were delighted.

#### What question brought the best responses?

RT: "If you could change things, if you had a magic wand, unlimited resources, what would you do?" There is so much discussion that libraries as a physical space are redundant, and yet everyone across the board said, "We'd double the space of this library."

CG: They realized that they needed to teach more in this inquiry mode, integrating technology and literacy techniques into inquiry-based learning. They wanted space where kids could collaborate with one another, where teachers could collaborate with one another, where teachers could collaborate with students.

#### What did the most effective libraries have in common?

RT: The conception of the school librarian as a coteacher. Principals willing to invest money. The notion of [librarian as a] teacher of teachers. The school library as a center for equitable access...a social equalizer.

CG: The principals were participatory managers. The school librarian did not impose a curriculum [or] library language and labels. "The librarian never says no." Teachers felt their students were learning... authority, accuracy, plagiarism versus original work, issues of censorship, digital citizenship, Internet safety—all of the burning questions around the use of technology for children.

"Libraries and museums are centers for civic engagement in communities across the country," IMLS director Susan Hildreth said in the announcement. "We encourage them to join us in this first ever National Day of Civic Hacking by hosting events and by using their own in-house expertise to rise to the challenge with new civic hacks that address community needs."

National Day of Civic Hacking is backed by the White House through the Office of Science and Technology Policy (OSTP); currently 20 federal agencies are participating.

### Califa Launches Enki Ebook Platform

On May 20, the Califa Library Group and Contra Costa County Library (CCCL), CA, officially announced the beta launch of Enki Library, a new ebook platform designed to host and lend library-managed ebooks using the Douglas County, CO, model. Named after the Sumerian god of mischief, creativity, and intelligence, Enki went live at CCCL and the San Francisco Public Library (SFPL) on May 6 and will soon serve multiple libraries in California, beginning with members of the Bay Area Library and Information System (BALIS) consortium.

Califa and CCCL worked closely with Douglas County Libraries (DCL) and Colorado's Marmot Library Network to create Enki, according to Califa project manager Heather Teysko. DCL pioneered the use of in-house Adobe content servers to manage ebooks purchased directly from authors, small publishers, and indie distributors such as Smashwords, and they were eager to help launch similar projects elsewhere. But it wasn't as simple as handing over the code.

DCL's system "was written just to serve one ILS, and with us being a

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consortium of 220 libraries, we need it to authenticate against multiple ILses,” Teysko said. “That was a real stickler for several months.”

There were other significant issues as well. For example, many publishers provide ebook metadata and order information in spreadsheets or other formats. New code had to be written to simplify metadata ingestion so that it does not have to be done manually.

The result is a fully functional platform that will soon enable hundreds of library systems to manage directly—rather than license via an aggregator—a portion of their ebook collections (the issue of intellectual property ownership, which would cover ebooks, remains a topic of much debate but one that does not seem to favor libraries legally despite some use of the word *own* rather than *license*). The State Library of Kansas, which provided early financial support to the project, plans to adopt Enki soon as well, and other consortia and state systems have expressed interest. Teysko indicated that the project will likely go open source after an assessment period following the rollout to Califa’s members.

CCCL had been working quietly on its own approach to developing an ebook platform for which libraries manage file distribution and digital rights management (DRM) directly and was in the process of applying for grant funding just prior to Califa’s announcement of the project last year. The two organizations soon partnered. CCCL provided significant software development support with assistance of the Quipu Group, and Califa focused on facilitating the project and negotiating with publishers, which will initially include Workman, Dzanc, Smashwords, Akashic, Crossroads Press, National Highlights, Infobase, and others.

“It just turned out to be a perfect match,” said CCCL deputy county librarian Cathy Sanford.

“It has a pretty good user interface for keyword searching,” Sanford said. “The login, the checkout, all of the things that people are accustomed to seeing on OverDrive or any of the other platforms, they’re pretty much the same.”

The open source nature of the platform will also enable Califa, Marmot, and other libraries and developers potentially to add features and

functionality to Enki and then share them with the library community.

## Penguin Blinks on Agency Model Civil Suit

After coming down to the wire, with a trial scheduled to start June 3, Penguin announced May 22 that it will settle the remaining ebook price-fixing class-action suits, as well as claims filed by 33 states. The publisher had already settled similar federal claims with the Department of Justice in December

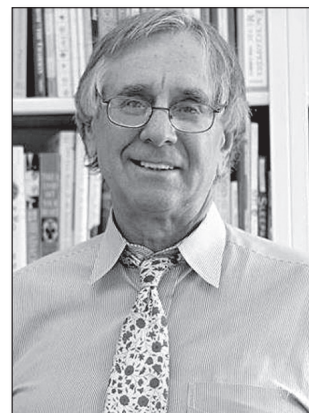
### Remembering Peter Workman

The New York publishing world—and beyond—turned out in force on May 14 to pay tribute to Peter Workman (pictured), whom Barnes & Noble chair Len Riggio termed “one of the brightest stars, and greatest minds, in the history of publishing.” Few of the nearly 1,000 attendees at the memorial service held at Columbia University would disagree.

Photos from Workman’s life spooled on a huge screen: skier, outdoor lover, bar mitzvah boy, high school and college grad, husband, father, grandfather, and publisher. Perhaps an omen of things to come, Peter Workman proposed to Carolan Raskin in front of the stamp collection at New York’s 42nd Street library.

The renowned founder and leader of the still-independent Workman Publishing Company, who died April 7 from cancer, pushed books like the *What To Expect When You’re Expecting* franchise, *The Silver Palate Cookbook*, and Sandra Boynton’s numerous titles to perennial success in bookstores and libraries through a combination of obsessive attention to detail and marketing genius. His secret, said Riggio, was “looking at books through the eyes of the consumer... almost as if his customers were collaborators in the publishing process.” He gave them books they didn’t even know they needed, and “he created each book as a work of art,” said Riggio. Workman considered not just the content but the ink, the paper, the cover, the endpapers, and more, and his books often went late to press as he reached for perfection. “My books are keepers,” Riggio recalled Workman telling him, and then, ever the salesman, added, “They should all be facing out.”

Family, friends, and business colleagues who spoke at the service, including Carolan and daughters Katie and Elizabeth Workman, all alluded to the “paradox” of the man. He was a “tough teacher” as a boss and “tough and a pussycat,” as a friend, said Elizabeth Scharlatt, publisher of Algonquin Books of Chapel Hill, which Workman bought in 1989, and which published such star titles as *Water for Elephants*, *A Reliable Wife*, *Mudbound*, and *The Girl Who Fell from the Sky*. “He hired people who had no experience,” said Scharlatt, yet many are still with the company. “He led us all to be our most competent selves.” Like Riggio, Scharlatt, too, gave Workman’s secret of success: “Care deeply, deeply. Make sure everyone around you feels deeply, too. Have a very good time....”



2012. Under that settlement, Penguin agreed to end its allegedly anticompetitive agreements with Apple and other retailers for a period of two years.

If the U.S. District Court for the Southern District of New York approves the settlement, Penguin will pay \$75 million in restitution to affected consumers, plus \$7 million to the states in litigation and investigation costs and \$8 million—plus administration costs to the class-action attorneys Hagens Berman Sobol Shapiro LLP.

Penguin also agreed to withdraw

its motions appealing the demands for a jury trial in the states' suit and arbitration in the class-action suit.

According to *Publishers Lunch*, "As the last to settle, Penguin is paying the most by far of any of the settling publishers. In fact, their total cost of over \$90 million is more than the \$78.9 million paid by the first three settlers combined."

Perhaps in order to spread this hefty tariff over two years, Penguin allocated \$40 million in 2012 toward such a settlement. The remainder "will be ex-

pensed in [Penguin Parent company] Pearson's 2013 statutory accounts as part of the accounting for the Penguin Random House joint-venture," the company said in a statement.

## BiblioBoard Library Grows with Subscription Service

BiblioLabs, the Charleston, SC-based developer of the free multimedia anthology production platform BiblioBoard Creator, began offering this spring a subscription service that will allow users to download and view anthologies created by libraries and other third parties.

Several institutions have already used the Creator tool to produce anthologies on topics ranging from the history of jazz in New Orleans to a biography of Daniel Samper Ortega, director of the National Library of Colombia from 1931 to 1938. Most notably, last fall, BiblioLabs developed the 19th Century Historical Books iPad app for the British Library, and the library then used BiblioBoard Creator to sustain the app by generating smaller thematic anthologies on complementary topics.

Anthologies are produced in a three-step process using the creator interface. During the "discovery" stage, users can select from public domain content provided by BiblioLabs—such as out-of-copyright books—or upload their own content. Basic metadata is then entered for each new item via fields including license type, title, subtitle, creator, publication date, publisher, volume, edition, description, and source URL.

During the second stage, "enhancement," users must check to ensure that each item has been uploaded properly, check for quality, and select a thumbnail image to display for each item. During the "marketing" stage, users upload icons and logos for the collection and input keywords, a search engine optimization (SEO)

## People

**Oscar Baeza** received the Dr. Amulfo D. Trejo Librarian of the Year Award from REFORMA, the National Association To Promote Library & Information Services to Latinos and the Spanish Speaking. He is currently Assistant Professor and Public Service Librarian at El Paso Community College, TX.

**Roberta Bibbins** was appointed Planning and Projects Manager at the Richland Library, Columbia, SC. Previously Director of the Orangeburg County Library, SC, she is a 2013 *Library Journal* Mover & Shaker.

**Kelly Burdick** was promoted to Associate Publisher for Melville House. He has been with the company since 2005, most recently as Executive Editor.

**Garett Erikson** was named Director of the Mead Public Library, Sheboygan, WI, following the retirement of **Sharon Winkle**. He was formerly Services Manager of the Marathon County Public Library, Wausau, WI.

In the April 22 issue, *Hotline* reported that **Joseph Lucia** was promoted to Dean of Libraries at Villanova University, PA. In fact, he was appointed Dean of Libraries at Temple University, Philadelphia. He was previously Director of Falvey Memorial Library at Villanova. *Hotline* regrets the error.

**Susan L. Spafford** retired as Nonfiction Coordinator at Hoover Public Library, AL, after 30 years of service. She is succeeded by **Ashley Davidson**, who has been with the library for 20 years.

**Sarah Thomas** was named Vice President for the Harvard University Library, Cambridge, MA. She was formerly Bodley's Librarian and Director of the Bodleian Libraries, both at Oxford University, England.

**Joby Topper** was promoted to Director of Library and Information Services at Lock Haven University, PA. He had been the Interim Director since May 2012.

## In Memoriam

**Ruth Marshall**, a former Librarian at Boston Public Library, died on May 7 at age 85. She was with the library for 39 years before her retirement.

**Louisa S. Robinson**, retired Head Librarian at Claflin University, Orangeburg, SC, died on May 12. She was with the university for over 31 years; a section of the library's main floor was named in her honor in 2003.

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description, an anthology description, and an audience description to make the anthology discoverable online.

BiblioLabs is working on its own set of modules on subjects including military history, African American history, women's studies, and Spanish-language history and literature that will be released this summer.

The app itself is free, and libraries can set their own pricing for the anthologies they create, or make them free to patrons of individual library systems or consortia.

Mitchell Davis, chief business officer for BiblioLabs, said that the anthology format could be especially useful for showcasing archived content that would otherwise remain undiscovered by most patrons.

For subscription access, pricing begins at \$1,000 annually for small libraries and increases based on patron count or student population.

"The library gets the entire tablet distribution ecosystem as part of their subscription," Davis said. "When a patron downloads the app from their library the first time they identify themselves on the tablet, everything that the library subscribes to is immediately on their tablet and works.... There's no multiuser limits."

## AEP, AAP To Merge; AAP To Create Pre-K Division

The Association of Educational Publishers (AEP) and the Association of American Publishers (AAP) have agreed to merge. The two groups will combine their programming, professional development, and public policy advocacy operations serving the pre-K–12 educational publishing industry. Once the merger is complete, AAP will create a new pre-K division.

"We are especially proud of the programs we've developed at AEP and are glad that they will be continued and enhanced," said Lee Wilson, pres-

The long-awaited renovation and expansion of the **Bethel Public Library**, CT (see *Hotline* 6/11/12), is almost here. The library recently shut down for six weeks to complete the bulk of the final construction. The 18,000 square foot library will nearly double in size with the rehab of the once-empty second floor. The circulation desk remains in its ground-floor locale but is now in proximity to a more expansive new books area, the AV collection, and seating with views to the Lincoln Courtyard, per the *Newstimes*. The refurbished children's area is also on ground level and sports a circus theme that pays homage to Bethel native P.T. Barnum. The project should come to a close at the end of June.

Fundraising continues for the **Macomb Public Library**, IL, renovation/addition project. The plans for the 1904 library include a 10,000 square foot expansion, doubling the size of the existing structure. To be eligible for a \$2.4 million Illinois Public Library Construction Grant, the library must raise \$794,000 in matching funds. Donations in the amount of \$670,000 have already been received, putting the library into "shovel ready" mode. The work will include historic preservation efforts on the original building, more space for computers and technology, dedicated sections for children and for teens, a community space, and upgrades to

the HVAC systems, as well as general "beautification" of the facility. The multiphase project is looking to a 2014 completion.

The 17-year-old, 25,000 square foot **Crete Public Library District**, IL, building has embarked on a renovation set in motion by faulty carpeting, according to the *Crete-Montee Record-Monitor*. The \$650,000 project now also includes a reconfiguration of space and the inclusion of four new meeting rooms, more computers, updated furniture and shelving, an exterior patio door, state-of-the-art AV equipment, and a security system, along with new carpeting and paint. The project manager is Professional Building Services, Inc.

The **Shrewsbury Public Library**, MA, construction project took a step forward with public approval for the appropriation of \$85,000 for schematics for the renovation and expansion effort. This follows the acceptance by the building committee of a plan that would include a 38,600 square foot structure at a cost of \$23,150,000; it represents a ten percent decrease to a proposition voted down in 2011, according to the *Worcester Telegraph*. Finalizing the building scheme ensures that the project qualifies for a \$7.9 million state grant, leaving the town responsible for \$13.4 million. Voters will get their chance in the fall to weigh in on the future of the project.

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ident of the board of AEP. "Through this partnership, we will be able to support professionals across the industry in deeper, richer ways."

Noted Jay Diskey, AAP executive director, school division, "There's been a synergy between AAP and AEP since we produced our first joint initiative in 2011.... This merger is a logical next step to serve the long-term interests of pre-K–12 publisher members with a full range of programs, representation, and services." Diskey also noted that the venture "reflects

the evolution under way at AAP and gives AEP's activities greater scope and scalability."

AEP and the AAP School Division have collaborated on the creation of the Healthy Guidelines for Educational Publishing, the Digital Learning Leadership Briefing on Capitol Hill, the annual Content in Context conference, and various programs with international publishing association partners.

The associations will host an information session at the Content in Context conference on June 3.



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