NEIBA OWNER'S RETREAT
5-6 March 2019
Wentworth by the Sea in New Castle, NH (just east of Portsmouth)

Please join NEIBA and fellow store owners for 24 hours of education, conversation, and R&R at New Hampshire’s beautiful seacoast gem, The Wentworth-by-the Sea Resort.

We’ll kick off the event with a session of Executive Education with Business Coach Peter Kovner. Pete brings with him 30 years of coaching experience for executives and small business owners alike, his specialty being goal-setting, staff communication, and creative business strategy. He recognizes that owning a small business can often be isolating—you’re so busy with the tsunami of detail that faces you every day that it can be a challenge to set aside the time for long-term strategizing and short-term goal setting. He’ll come prepared to help us with both.

Pete’s session will be followed by dinner, conversation, and, afterwards, the opportunity to colonize the Wentworth’s cozy and comfortable bar.

On Day 2, we’ll devote the morning to roundtable discussions of topics that are most relevant to the group. A by-owner, for-owner time to hash through burning issues, and emerge the wiser for it.

Flatiron President Bob Miller will join us just before lunch to talk about the realities of Big 5 publishing during this nutty time. And we’ll keep the conversation going with him through the meal.

We’ll depart after lunch...unless you’ve taken the Wentworth up on their greatly-reduced room rate to stay another night (or two). The spa and indoor pool alone are worth making some extra time for.

Looking forward to seeing you there—please RSVP with the link below.

**DEADLINE Friday February 8**
Notes From the NEIBA Advisory Council

Take care of your employees with a CSA

By Nicole Brinkley, Oblong Books & Music, Rhinebeck NY

It is a truth universally acknowledged that a bookseller is a worker who will not receive many benefits. For many of us, our passion for our industry—in connecting books with readers, in celebrating stories that matter—outweighs any cons.

Let's be honest: though margins are slim for bookstores and bookstore owners, bookstore employees have an equally tough time. Many don't make a living wage for their full-time work. How can we find a way to balance the line between slim bookstore margins and taking care of our booksellers?

Thankfully, there's something that owners can do for their employees to help take the edge off. It helps the health of the booksellers, the finances of the booksellers, and the morale of the booksellers without costing too much money.

I am talking, of course, about joining a CSA.

**CSA stands for "Community Supported Agriculture."** Local farms offer "shares" of what they grow every season that community members—or a business—can buy. These shares represent a portion of the crops that farm will grow during the various agricultural seasons. These crops have a designated pick-up point and day. Every Tuesday, for instance, you might swing by the farm to pick up potatoes in the fall, and garlic in the spring, and strawberries in the summer, among a myriad of other fruits and vegetables.

CSA shares are a wonderful investment in your booksellers. Giving them access to a CSA—as Oblong Books did this past year!—shows that you care about their well-being and their health. It helps them save money, and it gives them something delicious to look forward to, even when their own wallets may be a little tight on cash. Eating healthy gives them more energy to bring to work—and investing in their health and wellness gives them a stronger loyalty to your store.

And, hey, it's great promoting that you're working with a local farm is a great way to lean-in to the community element of the bookstore, and encourages people to go out and invest local.

Now is the perfect time to begin researching the CSAs of the local farms near you. It gives you time to plan your budget, get your booksellers on-board, and to sign up when the day arrives—or to reach out ahead of time and negotiate a discount for signing up a group of people.

Costs of CSA shares vary from farm to farm, depending on the package you pick and the number of shares you need to buy. But with the seemingly endless benefits to it—oh, they're worth it.

LAST Day for IBD Orders

You have until the end of day TODAY Wednesday, Feb. 6 to ORDER.
You have until the end of day TODAY Wednesday, Feb. 6 to ORDER.

You should build your order on Edelweiss download it as a PDF, and email it to IBD@IngramContent.com.

If you don’t use edelweiss, you can email an order (with all pertinent store and item information) to LaToria.Gooch@ingramcontent.com.

NEIBA/IBD REBATE
In order to equitably support all member stores, NEIBA is offering a $50 rebate to any store who registers to participate in Independent Bookstore Day. Stores can choose to pool these funds by state to help fund group promotional efforts, or use them individually. Rebates will be mailed by February 22, using the official IBD registration list.

Happy 40th Birthday
Gulf of Maine Books!

Congratulations Beth & Gary!

Become a Children’s Book Week Event Host

More than 150 indie stores have registered already to serve as event hosts; the goal of the Children’s Book Council is to sign up 500 indie bookstores and have a total of 1,000 stores, libraries, and schools hosting events — a record number.

Booksellers can register to be an event host online as well as request a quantity of the official 100th anniversary Children’s Book Week poster by Yuyi Morales.

Participating bookstores will receive access to numerous materials online, including original bookmarks and activity pages in 15 languages.

To serve as a Children’s Book Week event host, stores must designate a story time, activity hour, or local author/illustrator visit that week as an official Book Week event.

The deadline is February 28. Visit the CBW website to learn more about becoming an official event location. Questions can be sent to Shaina.Birkhead@cbcbooks.org.

NEIBA Best Sellers
for the week ended
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<th>Publisher</th>
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<td>1</td>
<td>Where the Crawdads Sing</td>
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<td>The New Iberia Blues</td>
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**HARDCOVER NONFICTION**

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<td>Women Rowing North: Navigating Life's Currents and Flourishing As We Age</td>
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<td>Inheritance: A Memoir of Genealogy, Paternity, and Love</td>
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<td>The Life-Changing Magic of Tidying Up</td>
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<td>The Heartbeat of Wounded Knee: Native America from 1890 to the Present</td>
<td>David Treuer, Riverhead Books</td>
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<td>Maid: Hard Work, Low Pay, and a Mother's Will to Survive</td>
<td>Stephanie Land, Hachette</td>
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<td>Gmorning, Gnight!</td>
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<td>Team of Vipers: My 500 Extraordinary Days in the Trump White House</td>
<td>Cliff Sims, Thomas Dunne Books</td>
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<td>Ottolenghi Simple: A Cookbook</td>
<td>Yotam Ottolenghi</td>
<td>Ten Speed Press</td>
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13. The Truths We Hold
Kamala Harris, Penguin Press, $30, 9780525560715

14. Dreyer's English: An Utterly Correct Guide to Clarity and Style
Benjamin Dreyer, Random House, $25, 97808129995701

15. Leadership: In Turbulent Times
Doris Kearns Goodwin, S&S, $30, 9781476795928

TRADE PAPERBACK FICTION
1. Eleanor Oliphant Is Completely Fine
Gail Honeyman, Penguin, $16, 9780735220690

2. The Lost Girls of Paris
Pam Jenoff, Park Row, $16.99, 9780778330271

3. The Tattooist of Auschwitz
Heather Morris, Harper, $16.99, 9780062797155

4. Asymmetry
Lisa Halliday, S&S, $16, 97815011666785

5. The Power
Naomi Alderman, Back Bay, $16.99, 9780316547604

6. Milkman
Anna Burns, Graywolf Press, $16, 9781644450000

7. Less
Andrew Sean Greer, Back Bay, $15.99, 9780316316132

8. Pachinko
Min Jin Lee, Grand Central, $15.99, 9781455563920

9. The Wife Between Us
Greer Hendricks, Sarah Pekkanen, St. Martin's Griffin, $16.99, 9781250130945

10. All the Light We Cannot See
Anthony Doerr, Scribner, $17, 9781501173219

11. The Perfect Nanny
Leila Slimani, Penguin, $16, 9780143132172

12. Paris by the Book
Liam Callanan, Dutton, $16, 9781101986295

13. Conversations with Friends
Sally Rooney, Hogarth, $17, 9780451499066

14. The Alice Network
Kate Quinn, Morrow, $16.99, 9780062654199

15. If Beale Street Could Talk
James Baldwin, Vintage, $14.95, 9780525566120

TRADE PAPERBACK NONFICTION
1. Sapiens
Yuval Noah Harari, Harper Perennial, $22.99, 9780062316110

2. My Own Words
Ruth Bader Ginsburg, S&S, $18, 9781501145254

3. No Time to Spare
Ursula K. Le Guin, Mariner, $14.99, 9781328507976

4. White Fragility
Robin DiAngelo, Beacon Press, $16, 9780807047415

5. Killers of the Flower Moon
David Grann, Vintage, $16.95, 9780307742483

6. Braiding Sweetgrass
Robin Wall Kimmerer, Milkweed Editions, $18, 9781571313560

7. How Democracies Die
Steven Levitsky, Daniel Ziblatt, Broadway, $15, 9781524762940

8. Enlightenment Now
Steven Pinker, Penguin, $18, 9780143111382

9. Fascism: A Warning
Madeleine Albright, Harper Perennial, $17.99, 9780062802200

10. The Soul of an Octopus
Sy Montgomery, Atria, $16, 9781476797728

11. Gift From the Sea
Anne Morrow Lindbergh, Pantheon, $11, 9780679732419
12. The Stranger in the Woods
Michael Finkel, Vintage, $16, 9781101911532
13. Red Notice New
Bill Browder, S&S, $16, 9781476755748
14. You Are a Badass
Jen Sincero, Running Press, $16, 9780762447695
15. The Common Good New
Robert B. Reich, Vintage, $15, 9780525436379

MASS MARKET
1. To Kill a Mockingbird
Harper Lee, Grand Central, $9.99, 9781455538966
2. Dune
Frank Herbert, Ace, $9.99, 9780441172719
3. The Name of the Wind New
Patrick Rothfuss, DAW, $9.99, 9780756404741
4. Animal Farm New
George Orwell, Signet, $9.99, 9780451526342
5. 1984
George Orwell, Signet, $9.99, 9780451524935
6. The Catcher in the Rye
J.D. Salinger, Little Brown, $8.99, 9780316769488
7. The Way of Kings New
Brandon Sanderson, Tor, $9.99, 9780765365279
8. The Shining New
Stephen King, Anchor, $8.99, 9780307743657
9. Go Tell It on the Mountain
James Baldwin, Vintage, $7.99, 9780345806543
10. And Then There Were None New
Agatha Christie, Morrow, $7.99, 9780062073488

CHILDREN’S ILLUSTRATED
1. Hello Lighthouse New
Sophie Blackall, Little, Brown Books for Young Readers, $18.99, 9780316362382
2. My Heart
Corinna Luyken, Dial Books, $17.99, 9780735227934
3. Goodnight Moon
Margaret Wise Brown, Clement Hurd (Illus.), Harper, $8.99, 9780694003617
4. The Snowy Day New
Ezra Jack Keats, Viking Books for Young Readers, $19.99, 9780670012701
5. Make Way for Ducklings
Robert McCloskey, Puffin, $7.99, 9780140564341
6. Thank You, Omul! New
Oge Mora, Little, Brown Books for Young Readers, $18.99, 9780316431248
7. Good Night, Gorilla New
Peggy Rathmann, Putnam, $7.99, 9780399230035
8. The Wonky Donkey New
Craig Smith, Katz Cowley (Illus.), Scholastic, $7.99, 9780545261241
9. The Snowy Nap
Jan Brett, G.P. Putnam's Sons Books for Young Readers, $18.99, 9780399170737
10. I Love You, Little Pookie New
Sandra Boynton, Little Simon, $5.99, 9781534437234

CHILDREN’S INTEREST
1. Merci Suárez Changes Gears New
Meg Medina, Candlewick, $16.99, 9780763690496
2. King of Scars New
Leigh Bardugo, Imprint, $19.99, 9781250142283
3. The Hate U Give
Angie Thomas, Balzer + Bray, $18.99, 9780062871350
4. Hey, Kiddo New
Jarrett J. Krosoczka, Graphix, $14.99, 9780545902489
5. Dragon Road
5. Dragon Pearl
Yoon Ha Lee, Rick Riordon Presents, $16.99, 9781368013352
6. Max and the Midknights
Lincoln Peirce, Crown Books for Young Readers, $13.99, 9781101931080
7. The Poet X New
Elizabeth Acevedo, HarperTeen, $17.99, 97800626662804
8. Two Can Keep a Secret
Karen M. McManus, Delacorte Press, $19.99, 9781524714727
9. Drama New
Raina Telgemeier, Graphix, $10.99, 9780545326995
10. The War I Finally Won New
Kimberly Brubaker Bradley, Puffin, $8.99, 9780147516817

CHILDREN'S SERIES TITLES
1. Diary of a Wimpy Kid: The Meltdown
Jeff Kinney, Abrams, $13.95, 9781419727436
2. Dog Man: Lord of the Fleas
Dav Pilkey, Graphix, $9.99, 9780545935173
3. Hilo Book 5: Then Everything Went Wrong New
Judd Winick, Random House Books for Young Readers, $13.99, 9781524714963
4. Dog Man
Dav Pilkey, Graphix, $9.99, 9780545581608
5. Kristy's Big Day (The Baby-Sitters Club Graphix, #6) New
Ann M. Martin, Gale Galligan (Illus.), Graphix, $10.99, 9781338067613
6. Dog Man: A Tale of Two Kitties New
Dav Pilkey, Graphix, $9.99, 9780545935210
7. The Bad Guys in Superbad (The Bad Guys, #8)
Aaron Blabey, Scholastic, $5.99, 9781338189636
8. Dog Man Unleashed
Dav Pilkey, Graphix, $9.99, 9780545935203
9. The Princess in Black New
Shannon Hale, Dean Hale, LeUyen Pham (Illus.), Candlewick, $6.99, 9780763678883
10. The Titan's Curse (Percy Jackson and the Olympians, Book 3) New
Rick Riordan, Hyperion, $7.99, 9781423101482