



Canadian Independent  
Booksellers Association

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## **CIBA 2021-22 ANNUAL REPORT**

April 1, 2021-March 31, 2022

# TERRITORIAL ACKNOWLEDGEMENT

As Canadians, we are deeply indebted to past and present Indigenous peoples.

We encourage our members to acknowledge the traditional territory upon which they reside, to educate themselves on the history and treatment of Indigenous peoples in this country, and to reflect on their relationship with Indigenous communities today.

Our active work toward reconciliation includes celebrating the depth and breadth of the work of Indigenous writers. It is our honour and responsibility to support Indigenous literature in this country, and we aim to do so through learning opportunities, partnerships, and community building.

# ASSOCIATION GROWTH

## Member Development

- 133 Booksellers
- 75 Associates
- 13 Affiliates

## 2021-22 Priorities

- Supplier Relations & Advocacy
- Member Engagement
- Professional Development & Resources
- Marketing Campaigns
- CFIB Group Membership

# BOARD OF DIRECTORS 2021-22

Hilary Atleo  
Iron Dog Books

Cathy Jesson  
Black Bond Books

Susan Chamberlain  
The Book Keeper

Heather Kuipers  
Ella Minnow Books

Lori Cheverie  
Bookmark

Shelley Macbeth  
Blue Heron Books

Chris Hall  
McNally Robinson

Ben Minett  
The Bookshelf

Lucy Hoblyn  
Brome Lake Books

Jessica Walker  
Munro's Books

# GROWING THE ASSOCIATION

CIBA had another exciting year highlighted by the announcement of the **new Support for Booksellers program** which will see the Department of Canadian Heritage invest millions of dollars in independent bookstores over the next two years – a success of our early advocacy work.

In year two we saw a **steady increase in the size of our membership and engagement** with the association's marketing campaigns and events. We now have 133 Bookseller Members that make up our core community and we are supported by 88 associates and affiliates, representing publishers, NGOs and other industry contributors.

Strengthening **our relationships with industry stakeholders** has been an important part of CIBA's development. Our monthly meetings with multinational publishers, the Association of Canadian Publishers and the Literary Press Group have allowed us to ensure indie bookstores are front of mind and encourage their participation in our marketing campaigns and professional development sessions. They have been universally supportive and eager to collaborate with us. *Continues on page 5.*

# GROWING THE ASSOCIATION

Continued work with our **Quebec bookseller colleagues** has also helped amplify our voice when advocating for the federal government's investment in the bookselling sector. Likewise, our **relationships with BookNet Canada and Bookmanager** continue to be fruitful and beneficial to our members – especially through their regular participation in our professional development events.

This year, we conducted our **first member survey and held our first member Town Hall**. We are thankful to all those who provided feedback through these initiatives which has helped ensure CIBA's work is responsive to member needs. We will continue to seek out these insights to ensure we are serving our members in an ever-changing environment.

Related, this year members voted in favour of pursuing a discounted group rate to the **Canadian Federation of Independent Business** in order to gain access to their savings programs and benefits. The CIBA team continues to work on additional group buying opportunities for our members and other cost-saving initiatives.

# FINANCIAL REPORT (YE22)

**Total Assets** – \$71,000

**Total Liabilities** – \$87,958 (includes \$70,000 in member dues set up as unearned revenue)

**Total Revenue** – \$228,721

**Total Expense** – \$220,676

**Excess of Revenue Over Expenses** – \$8,045

**Primary Sources of Revenue:** DCH/Canada Book Fund, Member Dues, Corporate Sponsorship (CIBD 2022)

**Primary Area of Expense:** 5 part-time independent contractors  
(total hours – 1.5 FTE)



# 2021-22 FINANCE REPORT

CIBA has two main sources of revenue:

## **Support from the Department of Canadian Heritage through the Canada Book Fund.**

2021-22 was the second year in DCH's initial commitment to CIBA. As with the Support for Booksellers program, this investment in the industry is an acknowledgment of the important role independent booksellers play in Canadian culture. This funding allows us to continue delivering on our core areas of operations, specifically our professional development, marketing, and technology streams.

**Membership fees of our more than 200+ members from across the book industry.** Member dues help ensure our ability to expand on core operations, explore new opportunities, and engage in vitally important supplier relations and advocacy work.

Beginning in 2022, we also welcomed some corporate sponsorship for our flagship marketing campaign, Canadian Independent Bookstore Day, which allowed us to grow our reach significantly. *Continues on page 8.*

# 2021-22 FINANCE REPORT

On the expense side, CIBA continues to function as a very lean operation. CIBA employs the services of five **independent contractors whose total hours are the equivalent of 1.5 staff people**. The team is very experienced, efficient, and effective. They support the organization by overseeing partnerships, advocating on behalf of booksellers, providing programming, keeping members informed, promoting members internally and externally, creating business resources, and more.

Our success is also possible because of the **tremendous amount of in-kind support** given by booksellers and other industry professionals which comes in the form of consultation and hands-on involvement in our events and on our committees. We are very grateful for the countless volunteer hours donated by board and regular members, which is as important to CIBA's success as grants and corporate sponsorship.

# 2021-22 AUDITOR REPORT

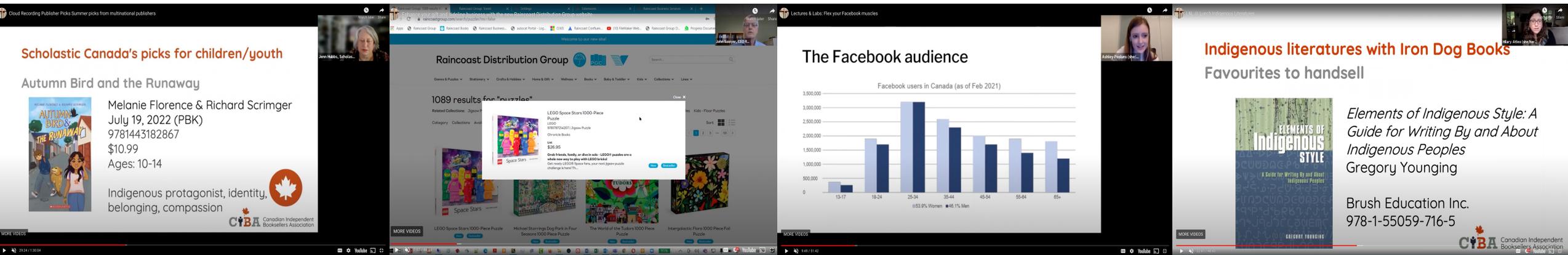
Management is responsible for preparing the statements, overseeing the reporting process, developing and maintaining a system of internal controls, and assessing the organization's ability to continue as a going concern. As auditors, **Capstick McCollum & Associates is responsible for obtaining reasonable assurance that the financial statements are free from material misstatement and to issue an auditors' report stating that opinion.** They also identify the risk of misstatements and perform procedures to address those risks, obtain an understanding of internal controls, evaluate accounting policies and estimates, conclude on management's use of the going concern basis of accounting, and evaluate the overall presentation of the financial statements.

Based on the audit work performed, **Capstick McCollum & Associates determined that the financial statements present fairly based on Canadian accounting standards for not-for-profit organizations.** As of March 31, 2022, the total assets of the organization were \$71,400, primarily made up of cash and receivables. The liabilities were \$87,958, almost \$70,000 of which consisted of member dues that have been collected and set up as unearned revenue (to be earned over the next year). In 2021-22, the total revenue was \$228,721 and total expenses were \$220,676 for an excess of revenue over expenses of ~\$8,000.

Click [here](#) to access CIBA's audited financial statements for 2021-22.

# PROFESSIONAL DEVELOPMENT

- Lectures – panels and presentations
- Labs – small group workshops
- Publisher Picks – pitches for buzzworthy books
- Discussion Forums – knowledge-sharing opportunities
- Mythbusters – in partnership with BookNet Canada
- Consignment policy resource for self-published books
- Publisher/distributor return policies
- DCH Support for Booksellers FAQ
- Interviews on member-only blog



30+ events from 2021-22 are available on the Member Portal for on-demand viewing

# 2020-21 IN REVIEW

## Professional Development

In 2021-22, our professional development events provided members with learning, sharing, and networking opportunities. This year, we presented **more than 30 activities** with a wide variety of partners including service providers and organizations, industry organizations, publishers, and – of course – independent booksellers.

Our events are presented in a variety of formats including **discussions, panels, and workshops**. In terms of topics, some of the highlights from this year included adapting to the online retailer model, getting to know the independent bookstore consumer, building various specialty sections in-store, and improving returns processes.

This year we also started our seasonal **Publisher Picks series** with multinationals and independent publishers, as well as a new **Ask the Bookseller series** where booksellers share their unique expertise. We partnered with BookNet Canada for **Mythbusters**, short monthly presentations designed to help booksellers incorporate data into their operations more effectively. Finally, we created a more fulsome **resource bank** containing information that helps address specific business challenges such as consignment policies and an FAQ about eligible expenses for the new Canada Book Fund grants.

# FRENCH-LANGUAGE BOOKS PROJECT

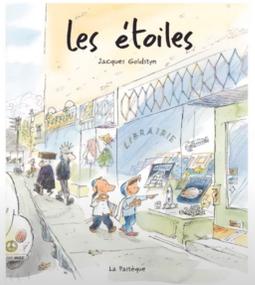
- More than 80% of members indicated interest in increasing their stock of French-language books
- Hosted events focused on discoverability and curation in partnership with Québécois booksellers and French-language publishers
- Recordings and presentation materials on Member Portal

CIBA is also conducting meetings with French-language publishers and distributors to address supply chain barriers and find solutions.

Lectures & Labs: French-language books for young people Part 1

Docuement, un voile gris sur ses épaules. Et c'est une cascade de cheveux qui jaillit tel un nuage interstellaire.

## Jacques Goldstyn



**Les étoiles**  
Year: 2019  
ISBN: 9782897770686  
Price: \$18.95  
Age group: 8+  
Publisher: La Pastèque  
Distribution: Socadis



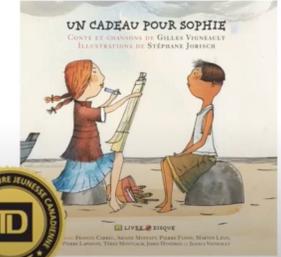
CIBA Canadian Independent Booksellers Association

AUTHOR	TITLE	YEAR	ISBN	PRICE	AGE	PUBLISHER	DISTRIBUTOR
Jacques Goldstyn	Déboîtilardises : 30 ans d'humour avec la bande de	2009	9782895792963	14.95	9+	Bayard Jeunesse	Hachette ADP
Jacques Goldstyn	L'arbragan	2015	9782923841700	19.95	7+	La Pastèque	Socadis
Jacques Goldstyn	Le prisonnier sans frontières	2015	9782895797081	16.99	7-8+	Bayard Jeunesse	Hachette ADP
Jacques Goldstyn	Les étoiles	2019	9782897770686	18.95	8+	La Pastèque	Socadis
Élise Gravel	L'élève monstre : Tout connaître sur le monstre	2003	9782895404534	19.95	5+	Les 400 coups	Dimedia
Élise Gravel	La clé à molette	2012	9782896951826	16.95	5+	La courte échelle	Hachette ADP
Élise Gravel	Les petites dégoutants : le ver	2012	9782896952298	9.95	7+	La courte échelle	Hachette ADP
Élise Gravel	Une patate à vélo	2016	9782897740160	12.95	0-3	La courte échelle	Hachette ADP
Élise Gravel	Oiga et le machin qui pue	2017	9781443392948	16.99	8-12	Scholastic	Scholastic
Élise Gravel	Oiga : Un livre sur la pleine conscience	2021	9781443186407	19.99	4-8	Scholastic	Scholastic
Simon Boulerice	Édgar Paillettes	2014	9782764438527	14.95	9+	Québec Amérique	Dimedia
Simon Boulerice	L'enfant masacara	2016	9782760942664	12.95	15+	Leméac	Socadis
Simon Boulerice	Papier bulle	2021	9782897731149	24.95	12+	XYZ (Quai #5)	Distribution HMV
François Gravel	Les vieux livres sont dangereux	2017	9782897740535	12.95	9+	La courte échelle	Hachette ADP
François Gravel	Comment je suis devenu l'histoire d'une histoire	2018	9782764443446	14.95	12+	Québec Amérique	Dimedia
Dominique Demers	La nouvelle maîtresse	1994	978276427224	14.95	8+	Québec Amérique	Dimedia
Dominique Demers	Vieux Thomas et la petite fée	2000	9782896864133	29.95	5+	Dominique et compagnie	Socadis
Dominique Demers	La vérité sur les vraies princesses	2012	9782764420744	16.95	0-3	Québec Amérique	Dimedia
André Marois	Les voleurs d'espoir	2001	9782896952656	16.95	12+	La courte échelle	Hachette ADP
André Marois	Le voleur de sandwichs	2014	9782923841267	18.95	7+	La Pastèque	Socadis
André Marois	Moi, c'est Tantai!	2018	9782924769461	19.95	12+	L'isatis	Dimedia
André Marois	À une minute près	2019	9782760942394	11.95	13+	Leméac	Socadis
André Marois	Les héros de la canicule	2019	9782897742362	15.95	8+	La courte échelle	Hachette ADP
André Marois	Défense de courir	2019	9782897035664	8.95	12+	Bayard Canada	Hachette ADP
Edith Bourget	Autour de Gabrielle	2009	978292225945	8.95	9+	Soullères	ADP
Edith Bourget	Lili Tutti-Frutti	2015	9782896820528	9.95	5+	Bouton d'or Acadie	Prologue
Edith Bourget	Où est ma maison?	2019	9782924279168	12.95	12+	Du soleil de minuit	Prologue
Marianne Ferrer	Fanny Oudier ou l'année où j'ai failli rater mon ado!	2020	9782895101472	26.95	11+	Les mains	Prologue
Marianne Ferrer	Carmen et la maison sauvage	2021	9782924663165	22.95	7+	Monsieur Ed.	Dimedia
Marianne Ferrer	Un pique-nique au soleil : l'extraordinaire voyage de	2021	9782924774595	22.95	5-7	Montagne secrète	Dimedia
Andrée Poulin	La plus grosse poutine du monde	2013	9782895795674	17.95	10+	Bayard Jeunesse	Hachette Canada
Andrée Poulin	Une cachette pour les bobettes	2016	9782897112479	19.95	5+	Druide	Prologue
Andrée Poulin	Deux garçons et un secret	2016	9782897141691	20.95	7+	La bagnole	ADP
Andrée Poulin	Enterrez le lion	2016	9782897741670	16.95	6+	La courte échelle	Hachette ADP

French-language books for young people: Publisher pitches (session 2)

## La Montagne secrète's picks for children/youth

### UN CADEAU POUR SOPHIE (A Gift for Sophie)



Gilles Vigneault  
Stéphane Jorisch  
2007  
978-2-923163-38-3  
\$ 22.95  
Ages: 7 to 9



# 2020-21 IN REVIEW

## French-Language Books Project

This year, CIBA also launched a project to help booksellers break down barriers for **curating and ordering French-language children's books**. Work on this initiative began after more than 80% of Bookseller Members indicated an interest in increasing their stock and strengthening their French-language bookselling capabilities.

Thus far, we have presented three **events that focus on discoverability and curation** – one which was led by a Québécois bookseller on backlist titles and two of which took the form of pitch sessions with 18 French-language publishers. Recordings and presentation materials from these sessions are available in the Member Portal.

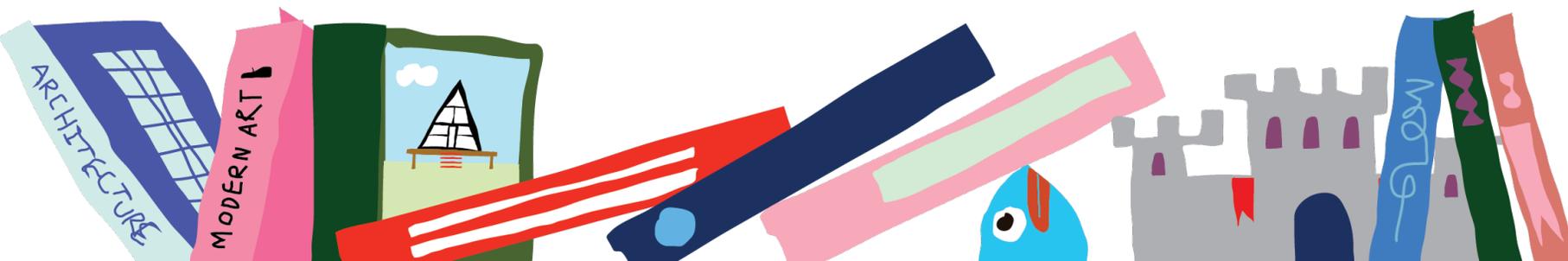
To address the supply chain barriers like poor return policies, high shipping costs, and lack of access to metadata, we are also **conducting regular meetings with French-language publishers and distributors** to see where improvements can be made.

# CIBD 2022

- Celebrating indie contributions to Canadian culture
- Incentivizing bookstore visits/book sales
- Raising awareness across the country
- 175+ bookstores participated
- 4,500 books purchased for contest entry
- 75+ media hits representing 35 million in potential reach
- Median sales increase of 47% over previous/following Saturday (Bookmanager)

## Campaign Included:

- Contest for Book Lovers
- Media relations
- Customer giveaways
- Exclusive chapbook
- Social advertising
- Author engagement
- Custom illustration
- Graphic assets
- Sample messaging
- Bookseller activity ideas
- Promotional content



# 2020-21 IN REVIEW

## CIBD 2022

Marketing and communications continue to be core areas of operation. Our work serves to engage our members and keep them informed, raise the profile of indie booksellers with the book-buying public, and develop new customers for indie bookstores.

**Canadian Independent Bookstore Day** is CIBA's flagship marketing campaign. The 2022 edition of CIBD was a tremendous success. This campaign helped raise the profile of independent booksellers across the country thanks to strong engagement from our bookseller members, with more than 175 bookstores participating in some capacity and with extended support from partners across the industry, including publishers, distributors and Authors for Indies, a grassroots initiative headed up by author Janie Chang.

A key component of this campaign is our unique **Contest for Book Lovers**, which we streamlined in 2022 to incentivize sales with little demand on booksellers. Every book purchased on CIBD equaled one entry into the contest and books by Canadian authors and/or illustrators were worth double the entry. In 2022 we had more than 1,400 people enter, with receipts for nearly 4,500 books – a 158% increase over 2021. *Continues on page 16.*

# 2020-21 IN REVIEW

## CIBD 2022

New for 2022, the CIBA team commissioned **original artwork from Kellen Hatanaka**, a Canadian artist and illustrator, for promotion of the campaign. Kellen's artwork – with the help of our graphic designer – was incorporated in a range of digital promotional assets that members could use in-store and online.

As in 2021, we hired a publicist to lead our **media outreach including pitching, coordination, and coaching for booksellers**. The result was more than 75 tracked media hits and a total of 35 million in potential reach, an increase of 30% over 2021. 28 bookstores were profiled across six provinces.

The increase in awareness was also reflected in sales. Bookmanager reported **a median increase in sales of 47%** compared to the Saturdays prior to and following the event and more than 175 stores saw sales increase by 25% over the previous week.

We are grateful to all our campaign sponsors and supporters for making this year's campaign possible.

# 2021 HOLIDAY CAMPAIGN

- Celebrating indie bookseller expertise
- Provided campaign assets to members
- Promoted “shop early” messaging
- Supported BC booksellers facing supply chain issues due to disastrous flooding

**GO BEYOND  
THE GIFT  
GUIDE**

**SHOP AT INDIE BOOKSTORES**



Canadian Independent  
Booksellers Association

# ONGOING COMMUNICATIONS

## Monthly Newsletter

- CIBA updates, opportunities and resources
- Curated and original content

## Social Media

- Shareable reader-facing content
- Marketing campaigns

## Member Portal

- Event recordings, resources, and marketing assets
- Bulletin board and bookseller forum

# 2020-21 IN REVIEW

## Holiday Campaign & General Communications

Our 2021 holiday campaign, “**Go Beyond the Gift Guide**,” encouraged customers to shop at indie bookstores for memorable, personal gift recommendations for the people in their life. We created a suite of campaign assets for members to use in store and online and guides outlining how industry professionals could participate. We also developed two smaller campaigns – one which helped booksellers inform their customers about supply chain disruptions and the other which provided support to BC booksellers who faced unprecedented challenges as a result of flooding.

The most important way we stay in touch with members is through our **monthly newsletter**, which features industry news, marketing campaign updates, articles, interviews, bookseller resources, event listings, and member profiles. Our **social media channels** are reader-facing. Our online audience grew exponentially last year, which means our marketing initiatives – including this summer’s very successful #IndieBookshopHaul contest – and key messages can reach an even wider readership.

We also encourage members to visit our **newly revamped Member Portal**. Changes include a new bulletin board for industry news – like job postings and distributor changes – as well as a booksellers-only discussion forum.

# SUPPLIER RELATIONS

## Committee

- Lori Cheverie, Bookmark
- Chris Hall, McNally Robinson
- Cathy Jesson, Black Bond Books
- Jennifer Fournier, Chat Noir Books
- Paul MacLaren, Chat Noir Books
- Kelly McKinnon, Kidsbooks
- Shelley Macbeth, Blue Heron Books
- Dan MacDonald, Bookmark
- Penny Warris, Analog Books

## Major Publishers/Distributors

- Hachette Book Group
- HarperCollins Canada
- Login Brothers Canada
- Penguin Random House Canada
- Raincoast Books
- Scholastic Canada
- Simon & Schuster Canada
- University of Toronto Press Distribution

Meetings with major suppliers occur 3-4 times a year with additional meetings as needed

# 2021-22 IN REVIEW

## Supplier Relations

The Supplier Relations Committee was established in 2021 and has been working hard over the past year to negotiate improved terms on behalf of CIBA members. The committee **meets three times a year with eight major distributors**. In some cases, we will ramp up the frequency of meetings in an effort to find solutions for the independent market.

Over the past year, the committee negotiated **several important wins for the membership**. We also broadened our work to include **addressing supply chain issues with smaller distributors**. This began with meetings with the Association of Canadian Publishers and the creation of a proposed list of ideal terms that would allow indies to increase the sales of Canadian books. Through this work, we have helped indie publishers and smaller distributors understand the bookseller perspective on supply chain barriers – like high shipping costs and short return periods – that make it challenging to stock their books.

Throughout the year, we provide members with **regular email updates** as well as expected challenges with individual distributors. When needed, we have also **reached out to a wider audience** on behalf of indie booksellers – for example, the committee propelled a recent article in *Quill & Quire* regarding shipping delays with HarperCollins.

# ADVOCACY

## Committee

- Jessica Walker, Munro's Books
- Hilary Atleo, Iron Dog Books
- Chris Hall, McNally Robinson
- Eleanor LeFave, Mabel's Fables Bookstore
- Jason Purcell, Glass Bookshop
- Dan Wells, Biblioasis Bookshop

In collaboration with our colleagues and industry supporters, the committee will continue to advocate for a Canada Post book rate and other initiatives on behalf of indies.





# 2021-22 IN REVIEW

## Advocacy

This year, CIBA created a **committee of booksellers** to define and guide the long term advocacy work of the association.

CIBA's second year saw the successful result of our 2021 policy proposal to the Department of Finance Canada with the announcement of a **massive funding commitment from the federal government**. This program will provide two years of essential support for Canadian booksellers to help them increase, and improve their business model for, online sales. From the moment the funding commitment was announced, CIBA provided **regular consultation** to the Department of Canadian Heritage. Our primary goal was to advocate for an inclusive program, a simple application and reporting model, and meaningful funding levels.

The committee also continues to advocate for an **affordable book rate** through Canada Post. This year, CIBA began meeting with Canada Post to propel these discussions, as well as other stakeholders in the industry. In the meantime, we are working on a Canada Post **group buying rate for CIBA members**. If successful, this initiative would provide all of our members with access to the same discounted rates currently utilized by our biggest bookstore member.

# STRATEGIC PRIORITIES FOR 2023-24

## Priorities

- Canadian Indie Web Hub
- National Advertising Campaign + Indie Picks Program
- Bookmanager software developments that will benefit indie bookstores across Canada

The Department of Canadian Heritage earmarked \$3 million for the book industry to take on projects that support the industry through which CIBA has applied for project funding.



# UPCOMING PRIORITIES

In addition to this important ongoing work, CIBA is excited about **three new strategic projects**, the preliminary plans for which were shared with Bookseller Members at our Town Hall in March. In addition to the \$6 million allocated to indie bookstores, the Department of Canadian Heritage has earmarked \$3 million for the book industry to take on projects that will increase the sales of Canadian-authored books online – which they have dubbed the Support for Organizations program component. In June of this year, CIBA submitted three separate applications to this fund.

**The first proposed project is our indie web hub.** This website will provide a centralized search facility for every book stocked or on order by an indie bookstore. The inspiration behind this project is related to our experience with Bookmanager’s Shop Local API. We have successfully advocated for widespread use of the API – with publishers, industry organizations, literary prizes, and with creators directly – and we know that the API is powerful when directing readers to a single ISBN. But a gap remains: we need a website that allows partners to direct customers to the indie market generally. In collaboration with a committee of booksellers, we are working with the skilled team at ReaderBound to develop the website and with Ebb + Flow Creative to develop branding. *Continues on page 26.*

# UPCOMING PRIORITIES

**Our second application to this funding program is for a national digital advertising campaign designed to drive online sales in the indie market.** Specifically, the campaign aims to increase the awareness and collective profile of Canadian indies and strengthen their ability to compete in the online book sales market.

The advertising campaign – a strategic plan for which will be designed and executed by Winnipeg’s Metric Marketing – will feature and promote a range of books while directing readers to purchase titles from their closest indie bookstore via CIBA’s central web hub. We also **hope to expand this campaign into a brand-new program** inspired by the ABA’s Indie Next List and the UK and Ireland’s Book of the Month Campaign. We will leverage indie bookseller expertise and their unparalleled curation skills to develop Canada’s version of these popular programs, which will in turn raise awareness about, and drive sales to, indie bookstores.

**Finally, we have put in a third project application in partnership with Bookmanager.** This project will focus on three areas of software development: 1) improved credit card processing integration for physical stores; (2) improved website security for credit card data; and (3) the creation of a special “Canadian-owned publisher” search filter along with a custom ONIX data element that would be available to Bookmanager’s bibliographic data users.

# CIBA BUSINESS

## Results of the 2022 AGM

Our 2021-22 Annual General Meeting took place on Tuesday, September 13 via Zoom. As per our bylaws, Canadian Independent Bookseller Memberships were invited and voted on five motions:

- To approve the 2021 AGM minutes
- To approve revisions to the CIBA bylaws
- To accept the 2021-22 audited financial statements
- To approve Tracy Capstick, Capstick, McCollum & Associates as the 2022-23 auditor
- To affirm the 2021-22 Board Slate including term extensions for seven founding directors and the election of two new directors

**All three motions were duly passed during the AGM.** We are grateful to the voting members in attendance.

# 2022-23 BOARD OF DIRECTORS

Chris Hall (President)

McNally Robinson Booksellers

Winnipeg, MB/Saskatoon, SK

Jessica Walker (Vice President)

Munro's Books

Victoria, BC

Ben Minett (Treasurer)

The Bookshelf

Guelph, ON

Lori Cheverie (Secretary)

Bookmark

Charlottetown, PE

Hilary Atleo

Iron Dog Books

Vancouver, BC

Lucy Hoblyn

Brome Lake Books

Knowlton, QC

Cathy Jesson

Black Bond Books

Surrey, BC

Heather Kuipers

Ella Minnow Books

Toronto, ON

Shelley Macbeth

Blue Heron Books

Uxbridge, ON

Ilya Razykov\*

Librairie Saga Bookstore

Montreal, QC

Jo Treggiari \*

Block Shop Books

Lunenburg, NS

*\* denotes new board directors*

# ABOUT CIBA

Founded in 2020, the Canadian Independent Booksellers Association offers programs and services to Canadian independent booksellers and advocates to support the strengthening of the independent bookselling sector. We believe that independent booksellers are an invaluable part of Canadian culture and our literary ecosystem.

We are very grateful to our members and supporters for helping make our second year a success. If you have any questions about this report or wish to share feedback about your experience with CIBA, please [get in touch](#).

We look forward to celebrating more accomplishments at the 2023 AGM!

[www.cibabooks.ca](http://www.cibabooks.ca)



**THANK YOU**

For helping make our second year a success!