Today’s Presenters

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YOU’VE GATHERED THE DATA: NOW WHAT?

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Visualizing Funding For Libraries: A Project of Foundation Center with support from the Knight Foundation
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The Most Important Things You Need To Know To Secure Grants For Your Library
#1
You Can’t Survive On One Funding Source Alone
Private Contributions By Source

Total Giving: $373.4 ($ in billions)

- 71% Individuals: $264.6
- 16% Foundations: $58.5
- 8% Bequests: $31.8
- 5% Corporations: $18.5

Source: Giving USA 2016, Giving USA Foundation, Researched and written by the Center On Philanthropy at Indiana University
#2

Not All Foundations Are Alike
Private Foundations

There Are Three Main Types:

- Independent
- Company-sponsored
- Operating
  - Friends group
Other Types of Grantmakers

Direct Corporate Giving Programs

Grantmaking Public Charities
Other Types of Grantmakers

Direct Corporate Giving Programs

Grantmaking Public Charities

• Community Foundations
• Population or Issue Oriented Foundations
#3
Foundations MUST Give Money Away
Funder Motivations

Private Foundations
Primarily want to fulfill philanthropic goals and interests while supporting a variety of issues through an objective process.

Corporations
Tend to focus more on branding, visibility and Corporate Social Responsibility (CSR).

Grantmaking Public Charities
Typically want to make an impact in designated communities or regions, or focus on specific population groups or issue areas.
Grant Writing Is Never About The NEED Of Your Library
#5
Do Your Homework First
#6

The One Size Fits All Approach Doesn't Work
#7 Ask For The Right Amount
To Get The Grant, You Have To Find The Right Match
Track and Find Funding for Libraries

A data tool and capacity building training to help libraries and their supporters thrive

EXPLORE DATA TOOL

EXPLORE TRAINING
You Don’t Need To Know Someone To Get A Grant, But It Can Help You Get Your Foot In The Door
The Proposal Is Typically Not The First Thing A Foundation Wants

- If acceptable, try to make a telephone call
- Know who you're talking to and why
- Keep the conversation brief and to the point
- Try to utilize contacts if you have them
Resources

Community Foundations

Future Librarians
Many have online programs with students needing opportunities
http://www.ala.org/educationcareers/accreditedprograms/directory

Local Schools
In kind assistance from students working on projects

Fiscal Sponsors
May include local nonprofits, not just your Friends group
Introduction To Proposal Writing
(Webinar)

How To Cultivate Meaningful Relationships With Funders
(Self-paced eLearning)

How To Start Measuring Your Organization’s Impact
(Webinar recording)
Thank you

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