



Idaho Commission for Libraries Webinar Series
Webinar 3 Handout: Fundraising Resources
December 2023

Asking: A 59-Minute Guide to Everything Board Members, Volunteers, and Staff Must Know to Secure the Gift. by Jerold Panas. Emerson and Church, 2014. Terrified of the phone call or visit to make a big “ask”? Read this short, “chatty” book and feel your confidence rise!

A Consumers Guide to Low-Cost Fundraising Systems

<https://offers.techimpact.org/reports/consumers-guide-to-low-cost-fundraising-software>

A helpful overview of some of the most popular fundraising software packages (written in 2020). Make sure you go to each product’s website for updated pricing and feature information.

Donor-Centered Fundraising, Second Ed. by Penelope Burk. Cygnus Applied Research, 2018.

<https://cygresearch.com/donor-centered-philosophy/>

Burk’s research, based on comprehensive donor surveys, has led to the “donor-centered” philosophy, which details the best practices in acknowledgement, communication, and recognition of donors.

Engaging Your Board in Fundraising: A Staff’s Guide. By Kathy Hedge. BoardSource, 2014.

<https://boardsource.org/product/engaging-board-fundraising-staffs-guide/>

Does your library or Friends board balk at doing fundraising activities beyond the book sale? Get them moving with the strategies in this book.

EveryLibrary.

<https://www.everylibrary.org/about-everylibrary>

EveryLibrary is a non-profit that helps libraries “win funding at the ballot box.” They can assist with referendums for operating funds and building projects, although currently, they are better known for helping libraries fight book banning and political interference.

How to Run a Successful Capital Campaign. Lynda Lysakowski and Joanne Oppelt. Joanne Oppelt Consulting, 2020.

<https://www.lindalysakowski.com/store>

Written by two very experienced fundraising consultants and one in a series of short guides for fundraising, this succinctly presents the preparation and steps for a successful campaign.

Informed Fundraising: An Introduction and Guide by Ron Wormser & Josiah Stevenson IV.
Boardsource, 2015.

<https://boardsource.org/product/fundraising-introduction/>

A concise e-book for smaller libraries that introduces the fundamentals of fundraising, including board roles, a development plan, and cultivating prospective donors.

United for Libraries.

<https://www.ala.org/united/>

The website of the Association of Library Trustees, Advocates, Friends and Foundations has lots of information about fundraising and support groups, including information for organizing Friends groups, operating agreements, and other tools for success.