



Pamela Westby and Cathi Alloway, Consultants

A teal-colored banner with a slight gradient, overlaid on a background image of a library. The banner contains white text. The background image shows rows of books on shelves, with a man and a child looking at a book in the foreground.

ICfL Capital Improvement Grant Consulting Support
Funding: Public & Private | Dec. 7, 2023



If you're not
growing,
you're dying

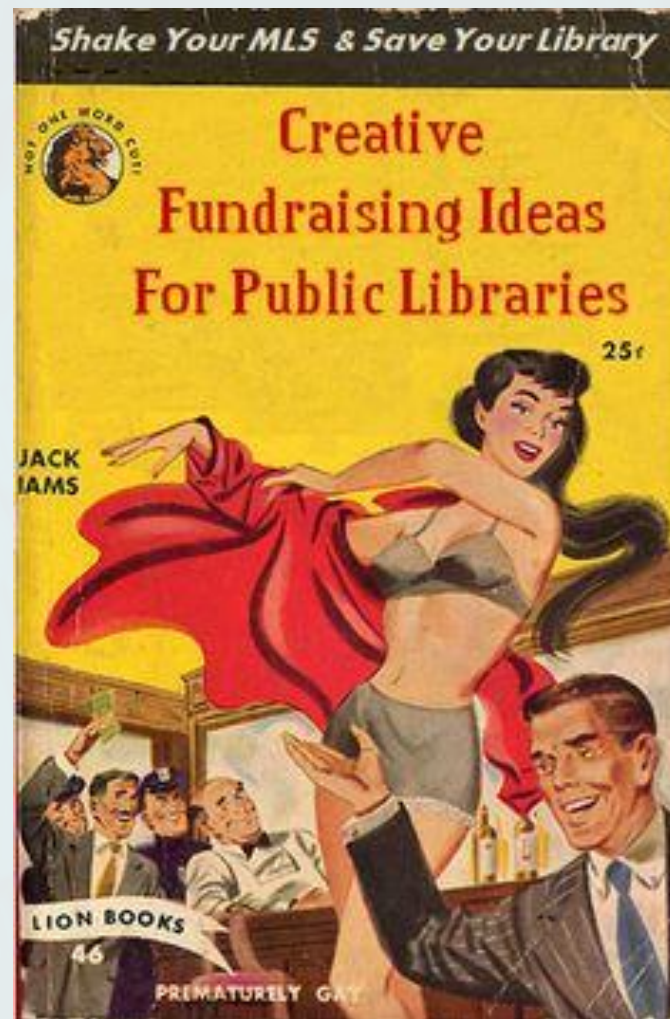
William S. Burroughs, Tony Robbins

Webinars @ A Glance

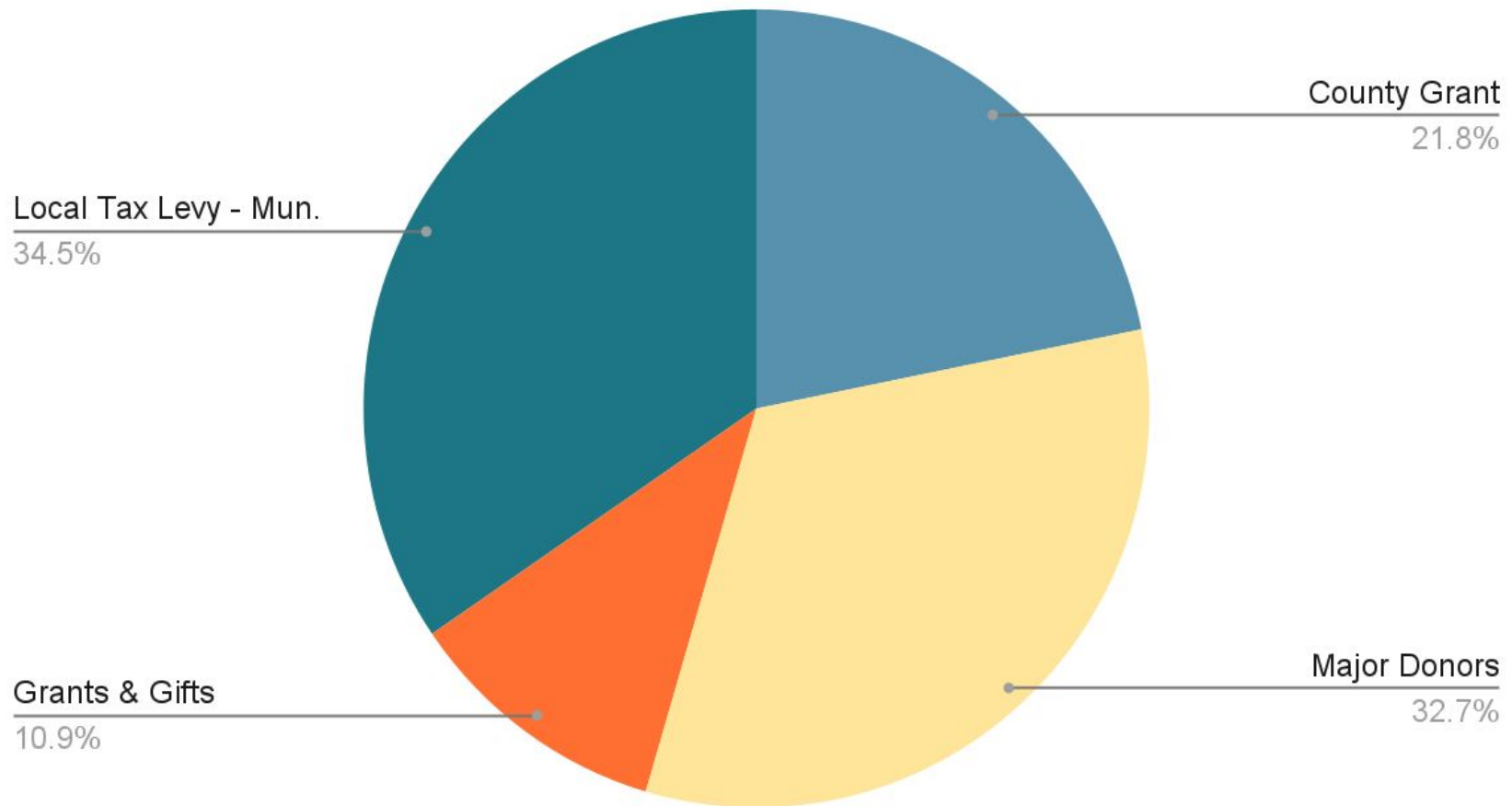
1. Remodels, Expansions, and Rebuilds “101” [ARCHIVED]
2. Needs Assessment [ARCHIVED]
3. Funding (Public + Private) [TODAY!]
4. Architects, Contractors, and Bidding [1/4/24]
5. Construction Administration [2/1/24]
6. Moving & (Re)opening [3/7/24]
7. Case Study Spotlight #1: Renovations & Redesigns [4/4/24]
8. Case Study Spotlight #2: New Builds & Rebuilds [5/2/24]

Presentation Preview:

- Public & private funding
- Feasibility studies
- Case statements
- Relationships - internal
- Loans, foundations, grants
- Capital campaigns
- Friends groups
- Donor relationships



Public Private Funding model - diversified



***Example chart**

Building Feasibility Studies

evaluate the condition & provide a road map for continued use



CASE STATEMENT: evidence based with a visionary/future oriented solution



****LE Phillips Memorial Public Library, Eau Claire, WI website photos***

Turn evidence into a solution & reduce ongoing costs through energy and conservation consulting services at the state level



**LE Phillips Memorial Public Library, Eau Claire, WI photos website photos*

**Maintaining
internal
relationships
& honing
leadership
skills help us
acclimate to
change,
growth,
surprises, and
challenges.**



**LE PHillips Memorial Public Library Facebook photo*

\$\$\$ for Largest Projects

- Multi-year planning, work-intensive
- Tax Levy
- Municipal bonds
- Mortgages
- Idaho Community Development Block Grants



Orchard Park Library, Meridian Library District Website Photo

TAX LEVY

- Millage increase
- Multi-year process
- Might fail?



BONDS

- Government issued debt securities
- Investor loans \$ to government, gets tax advantages
- Shop around for financing



Community Development Block Grants

- ID Dept. of Commerce
- Communities <50,000 residents, 51%+ low-moderate income
- Matching funds required, labor-intensive
- Need municipal partner and administrator



Abbotsford, WI

City Hall & Library

Photo: WI DMV

Government Grants

- For smaller projects
- County & regional grants - “Reach out”
- Multi-use buildings and partners - “Consider”



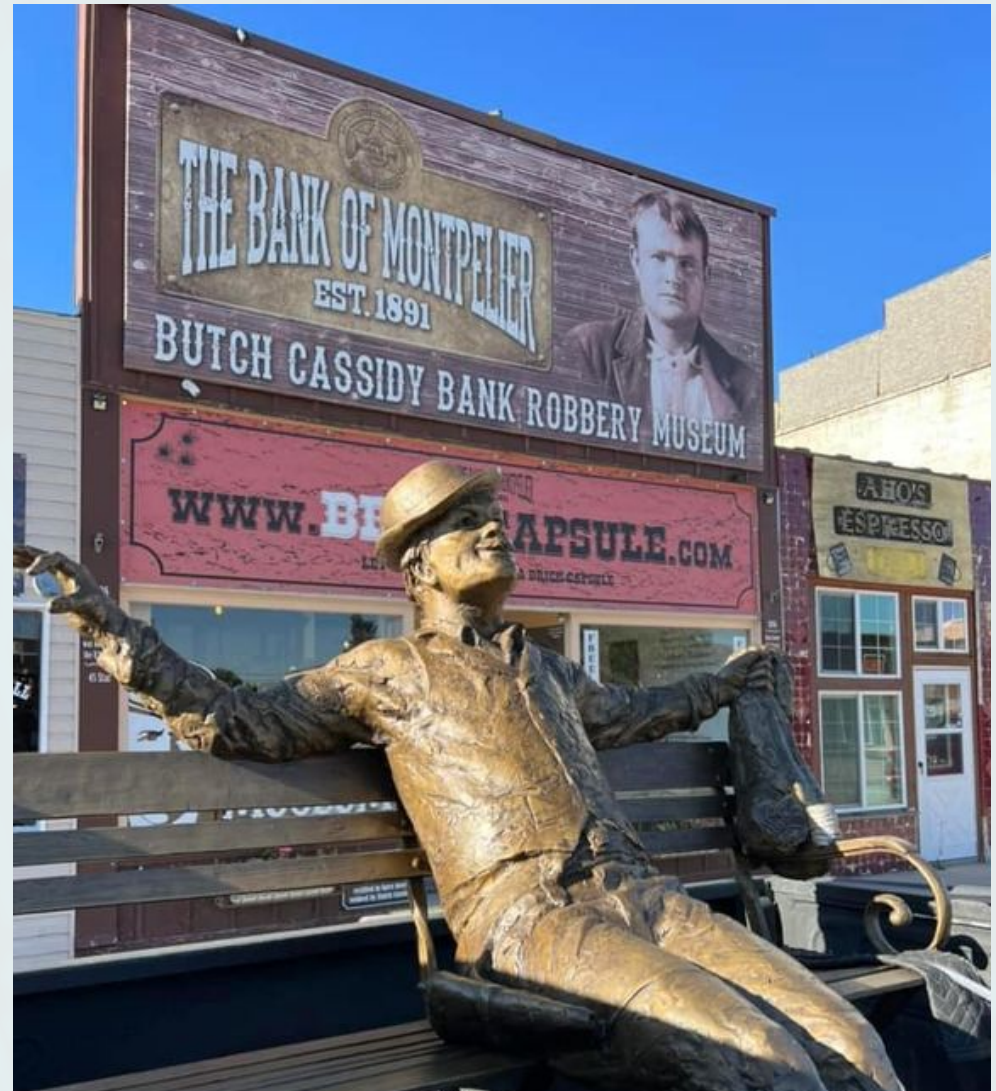
Photo: C. Alloway

Community Foundations

Tax exempt charities that invest donor funds and distribute a portion of annual income to non-profits and recipients.



ICF Facebook page



Montpelier Community Foundation Facebook page

Donor Advised Funds

**Tax-advantaged investment accounts for charitable giving.
Promote that the library accepts their donations!**

Who?
Where?

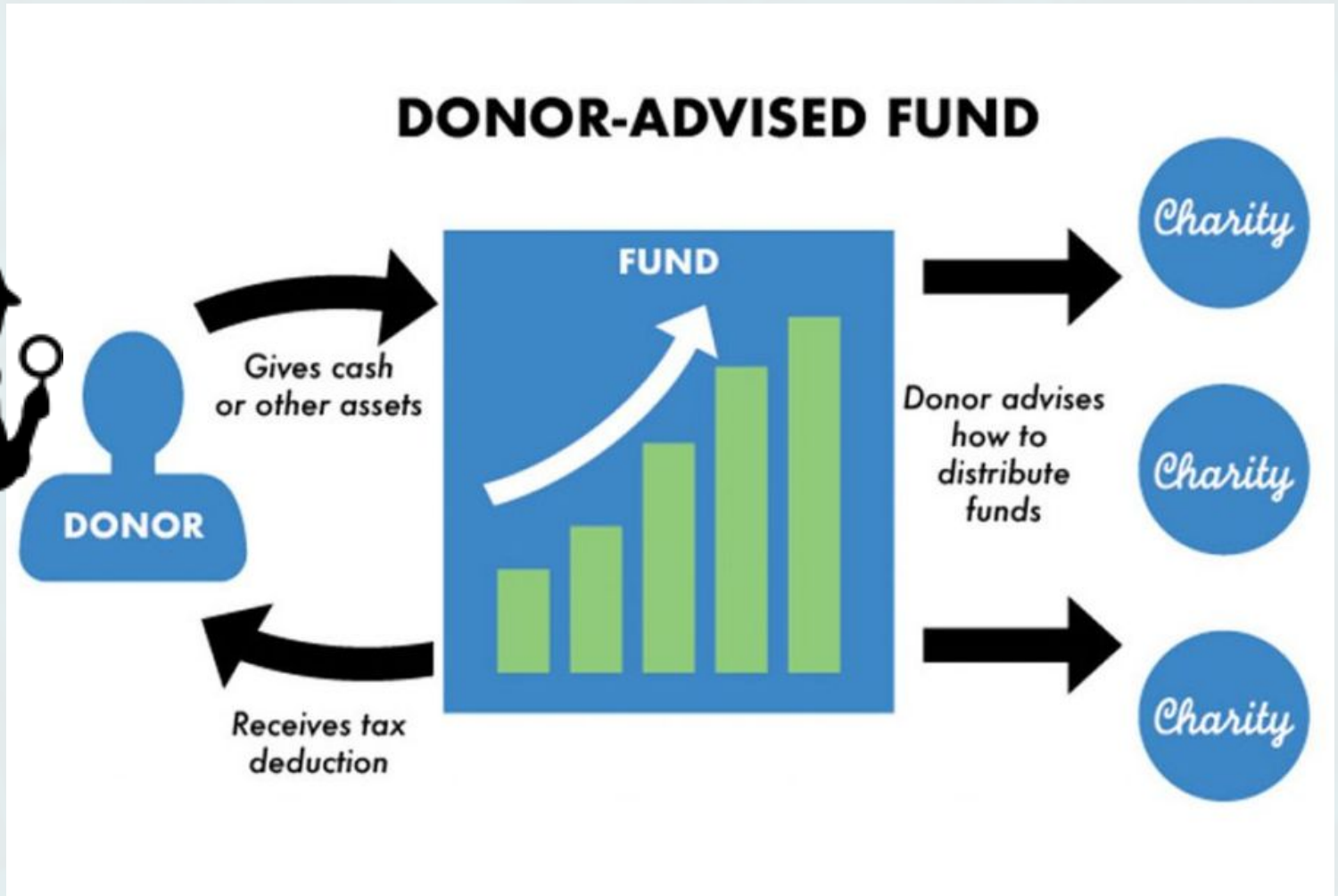
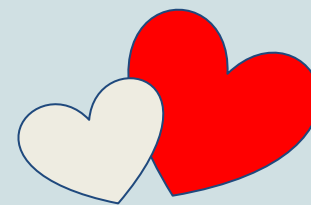


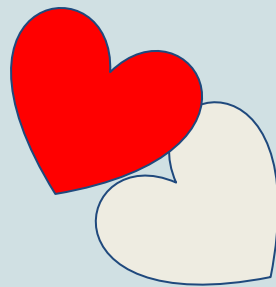


Photo: C Alloway



Library Fundraising Success

Great service
Gratitude
Goodness
Guarantees



CAPITAL CAMPAIGN

- **Hard, structured work**
- **Need Campaign Chair, committee, consultant**
- **Friends role**



Photo: C. Alloway

CAPITAL CAMPAIGN

- Big “leadership” gifts = “silent phase”
- Small gifts = “public phase”
- Multi-year pledges



CAPITAL CAMPAIGN



Photo C. Alloway

Special
events

Matching
gifts

Civic
groups

THANK YOU
THANK YOU
THANK YOU

Donors need a written
thank you for tax
deductions

Avoid permanent
naming

Walls & plaques

Stay in touch!

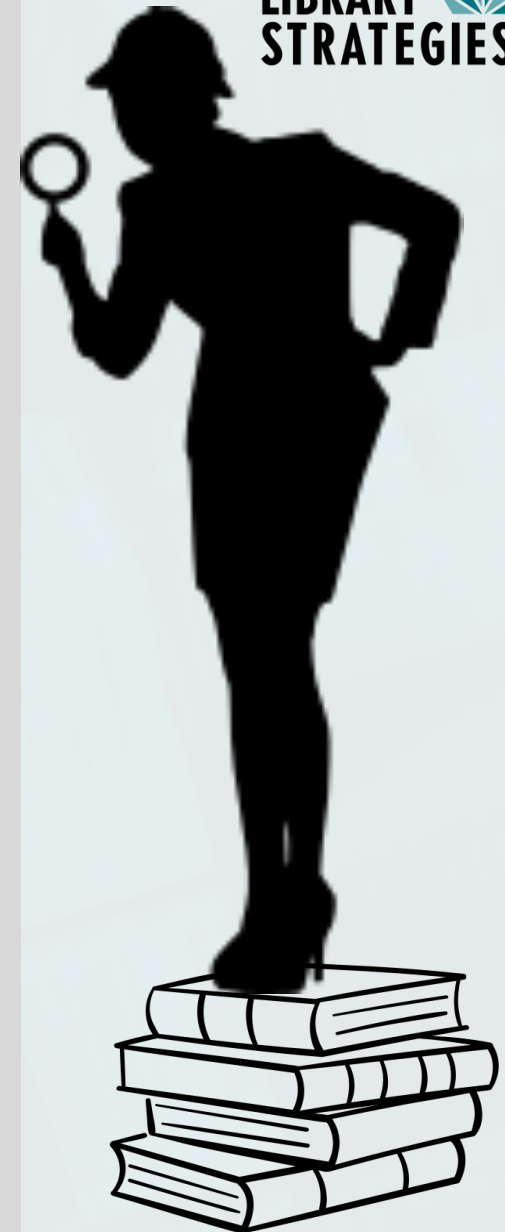
Donor Recognition



Artemis Group Website

FINDING DONORS

- **Library users**
- **Previous donors**
- **Civic groups**
- **Local philanthropists**
- **Donor-centered view**



DONATE NOW

Basic info

Email

Phone number

Address

Occupation

Employer

Notes



145 Donations

First donation: 15/11/2018

Currency	2020	2019
EUR	20,376.00	6,311.00
USD	18,181.00	4,220.00
GBP	4,947.00	1,101.00
CAD	1,385.00	973.00

Donorbox.com website

Fundraising Software:

- Track donors
- Automated receipts
- Online donations
- Automated emails

Friends or Foes?

Collaborate
Communicate
Coordinate



Presentation Recap

- Build donor & government relationships!!!
- Public & private funding
- Internal assessments
- Feasibility studies
- Convincing case statements
- Loans, foundations, grants
- Capital campaigns
- Friends groups





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Good Luck!