FINDING FUNDING FOR LIBRARIES

Lynn Heitkamp
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Foundation Center and GuideStar are Candid.

Visualizing Funding For Libraries: A Project of Foundation Center with support from the Knight Foundation
Go to: libraries.foundationcenter.org
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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: $410 ($ in billions)

- 70% Individuals: $286.65
- 16% Foundations: $66.9
- 5% Corporations: $20.77
- 9% Bequests: $35.7

#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**
- Community Foundations
- Population or Issue Oriented Foundations

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**#3 Foundations MUST Give Money Away**

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**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
#4 Grantseeking Is Never About The NEED Of Your Library

#5 To Get The Grant, You Have To Find The Right Match

#6 Do Your Homework First
#7 Asking the Right Questions

- Has the funder supported organizations like mine?
- What size grants has the funder given?
- What are the true costs of my project?

libraries.foundationcenter.org

#8 You Don’t Need To Know Someone To Get A Grant, But It Can Help You Get Your Foot In The Door
#9
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

#10
The One Size Fits All Approach Doesn’t Work

Resources

- Introduction To Proposal Writing (Webinar recording)
- How To Cultivate Meaningful Relationships With Funders (Self-paced eLearning)
- How To Start Measuring Your Organization’s Impact (Webinar recording)
Resources

About the Funding Information Network:
https://candid.org/improve-your-nonprofit/funding-information-network

Find a FIN location:
https://grantspace.org/find-us/

Thank you

Questions?

lhkeitkamp@saginawlibrary.org
(989) 799-9160, ext. 1413