



## 9/19/2013 Anyone Can Write a Grant!

### Helpful Resources

#### Books

##### **Library Management 101: A Practical Guide, Edited by Diane L. Velasquez**

Knowing the principles of general management is both useful and necessary for LIS students, but learning management techniques specific to the world of libraries is no less important. Created to fill a surprising educational void, this edited volume focuses on best practices from library management experts teaching in LIS programs across the country. Among the many topics discussed are

- Classic and contemporary theories of management, and how they apply to the library
- Human resource planning
- Marketing and public relations
- Negotiations, mediation, and financial management of the library
- Facilities management
- Information technology management and future trends
- Change management and organizational culture
- Ethics and confidentiality

In addition to providing students with a solid foundation in library management, experienced managers will also benefit from the structured, practical knowledge included in this impressive volume published by ALA Editions.

##### **Winning Grants: A How-To-Do-It Manual for Librarian with Multimedia Tutorials and Grant Development Tools, Pamela H. MacKellar and Stephanie K. Gerding**

Written by two experts who have collectively won millions of dollars in grants from an astonishing variety of funding sources, *Winning Grants: A Multimedia How-To-Do-It Manual for Librarians* is a combination workbook, how-to-manual, and multimedia workshop. Now presented in Neal-Schuman's newly revised How-To-Do-It series layout, *Winning Grants* gives you Gerding and MacKellar's extensive grant-getting experience in an accessible design so you can master these complex processes more easily. The how-to manual is arranged in three sections. Part I, *The Grant Process Cycle*, features the full grant process cycle with MacKellar and Gerding sharing invaluable procedural advice that distinguishes proposals that receive sustained funding. Part II, *Library Grant Success Stories*, features real-life success stories that demonstrate the process in practice and provide motivational tips from successful library staff. Part III, *The Winning Grants Multimedia Toolkit and DVD*, includes time-saving tools, such as reusable checklists, worksheets, and templates. All of these tools are both in the book and reproduced as Microsoft Word documents on the multimedia CD so you can make these templates your own and share them with colleagues. The CD includes the entire text of successful grant proposals plus ten instructional videos to walk you through each step of the grant process cycle.

#### Articles

##### **Reimagining Fundraising: Improve Your Finances by Cultivating Relationships, Janet Nelson**

[http://www.demco.com/goto?reenergize\\_10](http://www.demco.com/goto?reenergize_10)

This article lays out eight ideas that for ways to rethink the fundraising for your library.

##### **ALA Frontline Fundraising Tool Kit**

<http://www.ala.org/advocacy/advleg/frontlinefundraising>

Library fundraising takes place every day and at all levels of complexity, from the smallest library's book or bake sale to the large urban library's multimillion dollar capital campaign. You can design a fundraising effort that is perfectly suited to your library, your community and the resources of each. This *Frontline Fundraising Toolkit* will help you position yourself to do just that.

The guide covers the basics of annual funds, memorials and tributes, online giving and planned giving. It will also teach you how to deepen relationships with your donors and move your donors from being one-time givers to long-term library supporters. Remember that successful fundraising isn't about money. It's about *relationships*, and wise fundraisers understand the importance of nurturing those relationships.

#### Sources for Funding Ideas

Particularly for School and Higher Ed libraries, Demco provides access to a complimentary Grant database that lists available funding sources for different needs. Please feel free to browse [the database] for funding ideas to meet your needs.