

Ohio

Libraries Quarterly

Funding Libraries





For many years, most libraries in Ohio relied almost exclusively on State funding for operations. As the amount of State funding dedicated to libraries has declined, libraries have sought other ways of ensuring adequate funding for essential programs and services. Many public libraries have successfully sought local tax dollars in the form of operating levies. Seventy-one percent of Ohio's public libraries currently have an operating levy in place.

Libraries have also sought assistance with fundraising by establishing Friends of the Library organizations and library foundations. The Public Library of Cincinnati and Hamilton County Library Foundation is a particularly good example of how a foundation can help sustain public library services and programs. The Friends of the Upper Arlington Public Library has successfully supported library programming for a number of years as well as provided funding to purchase new computers, furniture, and other items.

Libraries are increasingly seeking grant funding to help enhance

existing programs and services or as seed money for new initiatives. The State Library provides LSTA grants to assist libraries in meeting one of the two broad based purposes of LSTA: 1) technological innovation and electronic linkages, and 2) services to the underserved. Libraries are also eligible to apply for grants available from many foundations, businesses, and agencies. A guide to some of the entities making grants available to libraries is included in this publication.

Finally, facing reductions in the amount of state and local funding available to sustain library programs and services, many libraries have taken advantage of partnering with other libraries and/or organizations to maximize the use of their funds. Ohio's libraries have long been recognized for their efforts to collaborate in order to provide the best possible library service to all Ohioans. Just a few examples of longstanding, successful collaborative efforts include INFOhio, OhioLINK, OPLIN, CLEVNET, and SEO. A few newer partnerships include the Ohio eBook Project, the partnership between the Public Library of

Please see **STATE LIBRARIAN**,
next page

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Front Cover: Photo of 2 students at
Denison University on Ohio Libraries
Snapshot Day 2012

STATE LIBRARIAN continued

Cincinnati and Hamilton County and
the University of Cincinnati Libraries
to create and maintain a joint
preservation lab, and partnerships
among the libraries in Franklin County
to provide services to the unemployed
in the area.

This edition of Ohio Libraries Quarterly
focuses on a variety of funding sources
for libraries. We hope this will provide
useful information for those of you
who may be considering establishing
a foundation or seeking grant funds to
support a program or services.

State Librarian of Ohio
[Beverly Cain](#)

State Library Board



Left to Right: Stephen Wood, President; State Librarian Beverly Cain; Krista Taracuk, member; John Myles, Vice-President; Melissa (Missy) Hendon Deters, member; and Jennifer Thompson McKell, member

You-Can-Do-It Creative Fundraising Campaigns: A School and Public Library Showcase

Cash-strapped? Who isn't? Our ideas continue to be big, and our budgets continue to be tight. But for energetic, creative, and collaborative librarians, there is always a way. Library fundraising includes support by Friends organizations, PTA/PTO groups, and similar organizations who raise money to support the library through sales or special events. It includes building relationships with local businesses, civic organizations, and individuals who are, or may become, major

donors. It includes capital campaigns, endowment campaigns, and grant writing. It includes establishing a library foundation.

In addition to these relatively large-scale strategies, library fundraising also includes any variety of low-cost, high-impact projects that an individual librarian or library worker can plan and produce, with a little help from students or community partners. You may do a one-time fundraiser to meet a specific

need, or you may establish an annual event or an ongoing fundraiser to provide regular supplemental dollars for library programs. To inspire you, here are some examples of successful creative fundraising efforts by school and public libraries. These thoughtful, unusual approaches not only brought in some well-earned dollars, but created a buzz for the libraries and benefitted their communities in various wonderful ways.

Library Cyber Café



Lisa Hubler, Junior High School / High School Librarian and District Library Coordinator for the South Euclid – Lyndhurst City School District, shares a great idea implemented in her library

to support student learning and skills-development after school. It doubles as a reliable ongoing library fundraiser.

Five years ago, a library Cyber Café was started at the district's Memorial Junior High School. The Café is open two afternoons a week and allows students to take advantage of extended library hours for research, homework assistance and use of the library resources in a casual coffee shop atmosphere. The Café is student-run and snacks and beverages are sold for a nominal cost. Proceeds are used to purchase materials and equipment for the library.

The Cyber Café Club provides students with the opportunity to develop leadership and social skills and to learn 21st Century information technology skills. The Café is an ongoing fundraiser with wide-ranging benefits. The Café has gone a long way in changing student attitudes toward the school library.

“Give the Gift of Reading” Tree and fundraising throughout the year

Teen librarian Steve Moser reports that Lima Public Library has enjoyed several successful fundraising events. Perhaps the most successful is the “Give the Gift of Reading” Tree. Library staff members print out labels with books they'd like to have in the collection, hang them on a Christmas tree, and invite patrons to sponsor those books. Patrons may purchase the book on their own and bring it to the library, or they may pay the library for the book, and the library orders it on their behalf. If the patron wants, the library will add a book plate in honor of a specific person, in memory of a loved one, etc. The library will also provide donation acknowledgement note cards to donors; the donor can then send the note card to the honoree as a gift. Many parents have sponsored books in honor of their children, their children's teachers, or other family members. During the best year, 120 books were added to the library collection, valued at \$1,800! Many of these patrons have extended this to

sponsor memorial and honor books for other occasions throughout the year.

The library also approaches local businesses and community groups yearly to ask them to sponsor its Summer Reading programs. The library includes the business' name on all Summer Reading Club handouts, publicly thanks them on Facebook, and posts a thank-you at all programs and at the public desks all summer. For several years, the library has had all, or nearly all, programs at all locations sponsored 100%. Thanks to the generous donations of local businesses and community groups, more than 50 programs have been provided at no cost to the library.

Lima Public Library has worked with a local Usborne Books Sales Representative to take advantage of their matching grants program. Any library that receives donations and uses the money (\$200 minimum)

to purchase Usborne or Kane/Miller books may receive a matching grant of 50% of the purchase value. This gets you 50% more books for the money you've had donated.

Most recently, Lima Public Library hosted “Mission: Impossible Change Drive” in the Teen area. All money raised would be used to purchase books for the teen collection. If the teens and other patrons successfully filled a pretzel jar with bills and change before the end of the year, Teen Librarian Steve Moser promised to dye his hair any color as chosen by the Teen Advisory Group. While this goal was not reached and Steve's hair is still safely brown, the library gathered enough change to purchase \$135 worth of new books (Almost \$30 in pennies alone!). Even pennies can add up to a few new titles for the teen collection, and that is a great result for a fun, no-cost fundraiser.

Cake Decorating Contest



Diane Smith, Library Media Specialist at Hudson City Schools, borrowed a nifty idea from Annie Ruefle at St. Mary School in Columbus and is now looking

forward to her fifth year of hosting a cake decorating contest and auction at school. Diane reports that it raises lots of money and the students love it. Some of the cakes are beautiful and some are a bit scary, but they all get the school community talking about books and doing family projects. A side-benefit: the library smells like a bakery for days!

Hudson City Schools has donated the proceeds of its cake auctions. They have raised over \$3,000 for Relay for Life, and in 2012 they sent a check to Wells Memorial Public Library (NY), which had suffered damage in Hurricane Irene.

The 2012 cake decorating contest was open to preschool and second grade families at Ellsworth Hill Elementary

School. It was held in conjunction with Right to Read Week, and families were encouraged to create a cake having to do with books or reading. The **Charlotte's Web** and **Charlie and the Chocolate Factory** themed cakes were among the many delicious entries. The cakes were displayed in the library, and sold in a silent auction during the school's Literacy Night.



Please see **SHOWCASE** on page 4

SHOWCASE continued

Celebration of the Trees and Little Chair-ity



Our correspondents in Michigan send two great fundraisers produced by the Friends of the Shelby Area District Library. Their annual Celebration of the Trees has just completed its 17th year. Businesses, individuals, and groups are invited to decorate trees, wreaths, and other Christmas-related items to display in the library in December. All decorated items are donated to the library and sold by silent auction.



In the spring, the library hosts a "Little Chair-ity", now in its seventh year. Children's chairs, sleds, doll cradles, and other child-sized furnishings are collected during the year from antique stores, used furniture stores, estates, and other sources. On an announced day in spring, local artists come to the library to select a chair, then refurbish it and add their artistic work to it. The resulting art chairs are displayed at the library, then a silent auction is done like for the Celebration of the Trees.

Library staff had borrowed the idea from another Michigan library and tried it out, expecting it to be a one-

time event, but seven years later it is still going strong and is very popular with local artists and the community. Each year this event gets larger, with more participation. Last year the Little Chair-ity event raised \$2,000 for the Shelby Library. Decorated chairs and items from recent events are shown here:

<http://www.shelbylibrary.org/LittleChair-ityEvent2011.htm> (2011) & <http://www.shelbylibrary.org/Chair-ityEvent2010.htm> (2010).

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Fundraising Titles in the State Library of Ohio Collection

United for Libraries

United for Libraries, a division of the American Library Association, is now offering a grant for advocacy campaigns. Through the support of the Neal-Schuman Foundation, these grants will pay for the travel and fees for an expert advocate to come to a library to train library groups, trustees, library directors and friends of the library on advocacy methods. Preference will be given to groups that express a willingness to

act as mentors for other organizations after their campaign has concluded. The first ten libraries will be selected this April, but this grant will also be offered next year as well. In addition, United for Libraries will produce a free step by step guide for libraries on advocacy campaigns. For more information, please see http://www.ala.org/united/grants_awards/neal-schuman.

**A 2-Day Educational Event**

Both practical and tactical, this program will bring together the best practitioners in the state to showcase Ohio best practices. Sessions will address key preservation issues, including environmental controls, demonstrations for disaster recovery, collections care, and digital collection basics.

Teams of museum/history staff and library staff will focus on collaboration and shared problem-solving.

Applications now available online:

<http://bit.ly/XFCIyC>



Lodging, meals and workshop materials will be covered by the IMLS grant.

Submission deadline is May 1, 2013

This project is funded by an Institute of Museum and Library Services (IMLS) Connecting to Collections grant awarded to the State Library of Ohio.

LSTA, Partnerships Fill Research Gap

By Laura T. Sponhour
Outreach Specialist, INFOhio

The reports coming in from K-12 and university educators agreed... and were discouraging. Ohio students are leaving high school without developing the sophisticated research skills they need to thrive in college and on the job. In fact, in a recent survey, 90 percent of college librarians agree that more than half of freshman arrive on campus without the research skills needed to manage college-level work, much less manage the inquiry process many jobs and daily life demand.

Jennifer Schwelik and Melissa Higgs-Horwell, both [INFOhio](#) eLearning Specialists, wanted to do something about it but the budget crisis made finding money and people to develop student information literacy difficult.

"School librarians have always been the people who teach research skills in schools," said Schwelik. "Over the past couple of years, school librarian positions have been eliminated. Some school libraries have actually been closed."

"It couldn't come at a worse time," Higgs-Horwell said, pointing to the Information Age's "crisis of authenticity."

"By that, I mean that students have to be exceptionally sophisticated evaluators when it comes to reviewing all the information available on the Internet," she continued. "Anybody can publish anything. Yes, that creates a free-flow of ideas, but not all of those ideas are good, and some of them are misrepresentations or out-and-out lies."

With money dwindling and with it the number of people to help, how can we guarantee our students get the help they need? In this case, grant funding and cooperation among like-minded agencies is filling the gap.

With support from an Institute of Museum and Library Services LSTA grant awarded by the State Library of Ohio*, INFOhio developed R4S: Research for Success. Free to all Ohio schools, R4S is a new online, blended-learning course for high school students that prepares them with the rigorous research skills they need in college and careers. The course is presented in a series of six modules. Each module introduces students to a key research skill, allows them to practice it, and provides tools for assessment. Staff from the Northwest Ohio Educational Technology Center (NWOET) and Stark-Portage Area Computer Consortium (SPARCC) helped develop the content and promoted the R4S pilot last fall.

Because assessment is such an important part of R4S, the LSTA grant not only provided funding to build content, but also to partner with Kent State University Libraries to review and determine the validity of the TRAILS (Tool for Real-Time Assessment of Information Literacy) Assessment items, which R4S uses as the initial and final assessments.

To assure that the R4S course as a whole is of high quality, the Quality Matters online course evaluation rubric is being applied. Quality Matters is a national organization that provides guidance on the quality of online learning courses. The R4S

project will provide Ohio educators with both a high quality information literacy course and valid information literacy assessment.

R4S is designed with the needs of juniors and seniors in mind, but it is also useful for younger high school students or even for college students. Students synthesize the skills covered in R4S best when they work through the course with a teacher as part of a research project.

"We envisioned this course as concrete support for school librarians and teachers who are more time crunched than ever," said Schwelik. "Some of our librarians are covering entire districts, which means they have very little time for instruction. The blended learning model that R4S encourages means that students have learning tools in many formats available and that quick self-checks and factual knowledge assessment is handled via the computer, leaving teachers and librarians more time to help students on an individual basis."

R4S can be downloaded into a district's learning management system and used as a for-credit class, or a teacher may choose to use one or more of the modules straight from the website. For example, a district could download the course and use it as the basis for a semester-long class in research skills that the Board of Education has

The screenshot shows the INFOhio R4S Research 4 Success course website. At the top, the INFOhio logo is prominent, with the tagline "OHIO'S PREK-12 DIGITAL LIBRARY". To the right, the "R4S RESEARCH 4 SUCCESS" logo is displayed. Below the header, there is a navigation bar with links for "NEWS", "COURSE HOME", "ABOUT", "GETTING STARTED", and "CONTACT". A news banner indicates an "INFOHIO SITE UPDATE COMING SOON" dated October 28, 2012. The main content area features six colorful module cards: Module 1 (Ask Good Questions), Module 2 (Finding Information), Module 3 (Selecting the Best), Module 4 (Putting it Together), Module 5 (Your Presentation), and Module 6 (Making the Grade). Below the modules, there are sections for "STUDENTS" (with a "Click here for an Introduction" link) and "TEACHERS" (with a "Click Here to Setup the Course" link). A "COURSE GOALS" section lists five objectives: Learn Research Strategies, Find, Evaluate, Organize Information, Use Information Ethically, Use Digital Media to Collaborate and Present Results, and Conduct Research Successfully in College and Careers. A "WELCOME TO INFOHIO'S RESEARCH 4 SUCCESS" section provides a brief overview of the course, designed for high school students grades 11 and 12, and mentions that the course material may also be used by college and university students and faculty. A final note states that R4S is designed to be facilitated by teachers in conjunction with a research project, and that upon completion, students will have the skills to conduct research successfully in college and careers.

approved for credit, or an economics and government teacher could use R4S to structure her students' year-long research project.

In addition to supporting R4S development, the LSTA grant is supporting statewide training this spring, which will be available through a variety of INFOhio's professional development networks such as webinars, INFOhio trainers, and other specially trained educators.

To keep R4S maintained and available, INFOhio will work with its traditional partners: Information

Technology Centers, Educational Service Centers, Educational Technology Agencies and other agencies with similar missions. Kent State University Libraries and other public and academic libraries are also working with INFOhio to sustain and refresh portal content.

To learn more about R4S, go to educators.infohio.org/r4s and register for access to an online teacher's guide, assessment tools, a syllabus, connections to standards, blended learning ideas, and LMS loading instructions. A webinar—**Research 4 Success, or How I Learned to Stop**

Worrying and Love Research—was held February 28 and is archived at www.infohio.org/webinars.

*The content does not necessarily reflect the position or policy of the granting agencies.

You've Got To Have Friends: Spotlight on the Upper Arlington Public Library's Friends Group

As the Bette Midler song says, "You've got to have friends." Libraries take that lyric to heart when creating their own volunteer groups, commonly called the "Friends of the library." Made up of library-supportive folk of the community, Friends groups do quite a bit to promote the mission of the library it serves. One such function is raising money in order to provide financial support to help fill in small gaps in library funding.

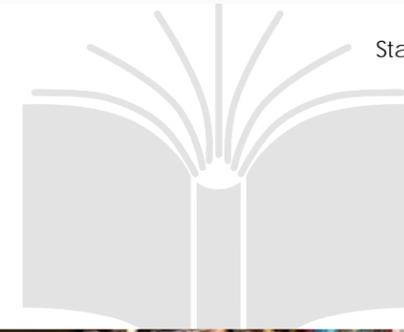
In Central Ohio, the financial support of the [Friends of the Library at the Upper Arlington Public Library](#) (UAPL) cannot be overstated. While the group has over 200 dues-paying members, the core group of volunteers within the UAPL Friends group works very hard every day to raise money—the bulk of which comes through large-scale and ongoing book sales—in order to support the mission of the library. In fact, according to UAPL's director, Chris Taylor, the UAPL Friends have been so generous with their funds that the library has not had

a line item in its general budget for furniture dating back to 2009, simply because the Friends have purchased any new furnishings needed since then! This includes new computer desk chairs, comfortable "teen-friendly" seating in the young adult area, kiddie-height tables and chairs in the youth department, and tall "café-style" tables and chairs—with easily-accessible power outlets—perfect for studying or tutoring.

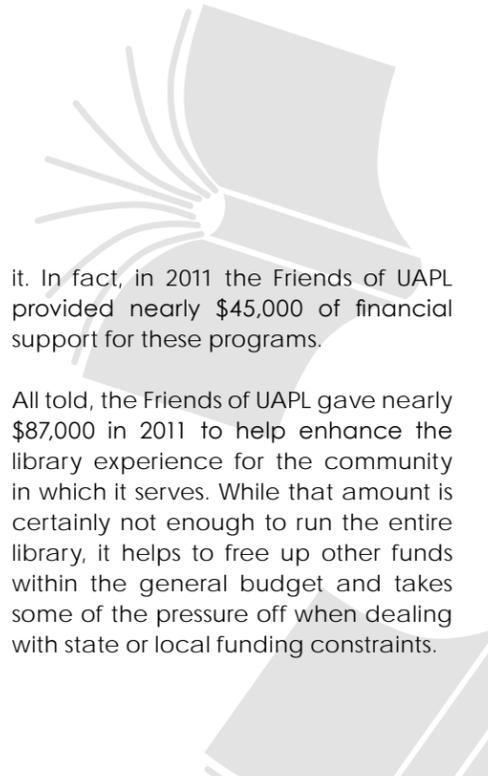
In addition to the furniture needs of the library, the Friends are keenly aware of the growing technological needs of the library's users. To that end, the Friends have provided the funding needed to purchase various eReaders and tablets, such as the Nook, Kindle, and iPad. The reasoning behind this is twofold: not only can library users interact with and utilize the devices at the hands-on "gadget gallery" display, but library staff can use those devices in their instructional sessions and one-on-one tutorials.



However, the UAPL Friends of the Library support goes beyond the tangible. The group provides a portion of its money to the library so it can deliver top-notch programming for the community. From the annual summer reading program, to author visits (like the upcoming visit by Alexander McCall Smith), to technology training sessions, to craft nights—the Friends have a hand in



By Evan T. Struble
Statewide Resource Sharing Library Consultant
State Library of Ohio



it. In fact, in 2011 the Friends of UAPL provided nearly \$45,000 of financial support for these programs.

All told, the Friends of UAPL gave nearly \$87,000 in 2011 to help enhance the library experience for the community in which it serves. While that amount is certainly not enough to run the entire library, it helps to free up other funds within the general budget and takes some of the pressure off when dealing with state or local funding constraints.



Fundraising for the Public Library of Cincinnati and Hamilton County Foundation

With a proud smile, I am delighted to tell people all the time that it took me 44 years to find my perfect career—being asked to be the Executive Director of The [Public Library of Cincinnati and Hamilton County Foundation](#) in 2010. Our Library Foundation was created in 2004 by some very wise, passionate library lovers who wanted to ensure that funds would be available to continue the fantastic programs being provided by the library.

Our library network has 40 branches throughout Hamilton County and Cincinnati which are affiliated with our Main downtown library. In 2012, there were over 6.8 million visits to the 41 libraries in the system providing over 19,471 free programs attended by over 452,000 people. Tax dollars do not support the total costs these programs, so private donations and grants are vital to their continuation.

When people think of philanthropy, they often don't realize that charitable giving is possible and needed to support libraries. In Cincinnati, building the Library Foundation's identity in the community has been a challenging

process. One way of building visibility has been developing an active, engaged Board of Trustees. The Library Foundation is fortunate to have 18 Directors who volunteer their time and talent to lead the organization. Board responsibilities and contributions range from overseeing financial activities, approving support of different library programs and serving on organizational committees. Having a diverse group of Directors, with a variety of business and community expertise, helps steer the success of the Library Foundation.

Fortunately, over the years the Library has attracted many generous donors and also has three different organizations raising funds to support programming and library services. Our Friends Group raises money through successful used book sales and counts over 1,600 people in its membership. We also have the Anderson Township Library Association, a neighborhood group doing a similar activity and raising funds for two community branches.

My focus, The Library Foundation, is

the organization that accepts many different donations in various amounts from \$5-\$1million and endeavors to provide for different fundraising opportunities. Fortunately, all three groups work very well together to achieve the same goal—supporting our great library.

The Library Foundation is a 501(c)3 nonprofit organization, so virtually all donations are tax deductible to the donor. Our mission is dedicated to ensuring a great library system by raising, managing and allocating funds to expand and enhance the programs and services of the 41 branch libraries throughout Cincinnati and Hamilton County. The Library Foundation grows stronger every year through the generosity of private donations and enables the growth of the Permanent Endowment to provide for future program needs, while providing yearly support for ongoing programs and services.

This past fiscal year, the Foundation donated over \$100,000 for current Library programming. The largest of these donations provided for the very

successful Summer Reading Program prizes for all four age groups at our 41 branches: Sony eReaders for adults, iPod Touch products for the teens and school age groups and Leap Frog pens for the preschoolers. We had 38,000 participants in the Summer Reading Program and we expect to see that number grow to 40,000 in 2013!

Without a doubt the most tedious part of my job is acknowledging a donation in a timely manner, while the most daunting is approaching a new corporate donor for a substantial gift to fund a specific program. Every gift is vital to the Foundation and a tax deductible receipt for the donor and gift card

for the honoree is truly important for letting donors realize their value to the Foundation. All donors and their gifts are also recognized in our quarterly Library publication Links. Keeping our website up-to-date and having the ability to donate online has significantly increased donations and ease of contributing for generous donors.

Being the first Executive Director of the Library Foundation has made for a career of great challenge but with so much reward. There are no blueprints to follow and every day is new and exciting as I continue to meet our new donors and realize how much the Public Library has meant to them or their loved ones

By Melissa Hendon Deters
Executive Director
The Cincinnati Library Foundation



during their lifetime. As a mother of four, I have used the Library's services often during the past twenty years... but now it is particularly exciting for me to be a part of what our Library contributes to the quality of life in our community.

Fundraising for the Cincinnati Library Foundation can definitely be challenging. With the economy in its current state, donors are more selective in their charitable gifts, and donors find their passion for a charity determines their choice of giving. Fortunately, the Cincinnati community realizes the importance of our libraries and has been very generous. We have many fundraising options to raise funds large and small. As I always say, "Every single dollar counts and they all add up." Some of those options are briefly described below:

- Our largest fundraising effort is our yearly Annual Fund campaign that begins in the fall and relies heavily on the support from our library staff and our individual donors. This fund drive grows each year and the staff support doubled last year. We are blessed with a "library family" of employees who generously give of their time and money because they can see the results of their gift firsthand.

- The Permanent Endowment has grown to over \$2.4 million, largely because of two \$1 million gifts: one from past Library Board Trustee, Joseph S. Stern, Jr. and the other being The Eva Jane Romaine Coombe gift naming the Library Executive Directors position. All other funds have been given through the Annual Fund drive and revenue generated from the Endowment investments.

- Recently, we established the "Torch Society" which is our community of planned givers. Gifts given through estate planning are a great way

to leave a lasting legacy. Classic examples are by testamentary bequests and life insurance policies. The Library Foundation unveiled a new charitable gift annuity program that allows donors to support the Foundation while gaining a tax deduction, receiving income from the annuity and experiencing the joy of giving in their lifetime.

- Honoring and remembering loved ones or memorializing the loss of a beloved friend's pet provides an opportunity to support the library. In addition to the traditional memorial contribution available, The Honor with Books program and Pet Memorial program allow donors to pay tribute to a special friend by purchasing a book for the library collection. A permanent bookplate acknowledges the donor and the honoree. Gifts to honor other joyous occasions or accomplishments are also wonderful ways to support the Foundation. Honorees are notified of the gift immediately upon receipt of the donation without reference to the amount donated.

- The ability for a donor to give a gift for one of our forty-one branches is called the "Befriend a Branch" program. Yearly, each branch receives funds collected from their loyal customers to purchase supplies or items their branch needs to support their own community mission.

- Periodic special events such as a Night at the Ballpark for our staff, noted author luncheons, and engraved brick sales supporting a branch are all one time opportunities to raise additional funds for the Foundation.

- Grant writing has emerged as a new avenue for gaining funds for specific programs. Funding for Brain Camps, Afterschool Edge computer systems and various other programs have been made possible from some of the very generous corporate and private Foundations through successful grant applications by our office.



Foundation Center-Cleveland Offers an Array of Grantseeking and Fundraising Resources for You and Your Patrons

Are you looking for a grant for that great new program that has everything in place—except funding? Or maybe you're looking for somewhere to refer patrons who are looking for grants.

If so, you're in luck! Ohio is home to one of the nation's five Foundation Center libraries. These libraries help people navigate the grantseeking process, showing grantseekers how to find grant opportunities and how to apply for them. Located in downtown Cleveland, The Foundation Center offers free training programs and special events, a library full of resources, and a staff of librarians to take your—or your patron's—questions related to fundraising, philanthropy, and nonprofit management. The Foundation Center also has resources for those not able to visit its Cleveland library in person, including:

- training and access to grantmaker information through [partner libraries](#)
- virtual assistance through its [Ask Us](#) chat and email reference service
- online at [grantspace.org](#), the Foundation Center's educational website for grantseekers

Library

Visitors to the Foundation Center-Cleveland have access to a full range of grantseeker resources, including free access to our authoritative database of grantmakers and their grants, the [Foundation Directory Online Professional](#). The Directory contains information on over two million grants and more than 100,000 U.S. grantmakers. Visitors can also access databases like Grant Select, which includes government funding

opportunities, and Donor Search, which includes information about individual donors. The Foundation Center also houses an extensive library collection of philanthropy and nonprofit-related materials, which can be searched online through its [Catalog of Nonprofit Literature](#). Professional librarians staff the reference desk and are always on hand to answer questions in person, by telephone, or virtually.

Training and Outreach

The Foundation Center offers free training programs covering a wide range of crucial topics, including the ins and outs of the grantseeking process, ways to develop compelling proposals, and methods of effective nonprofit management. A [calendar](#) of currently scheduled training events at the Foundation Center-Cleveland is available online. Most of the Foundation Center's trainings are also available in an online format as well, including webinars, tutorials, and recordings. A full list of classes—and their available format—is available through our online [Classroom](#).

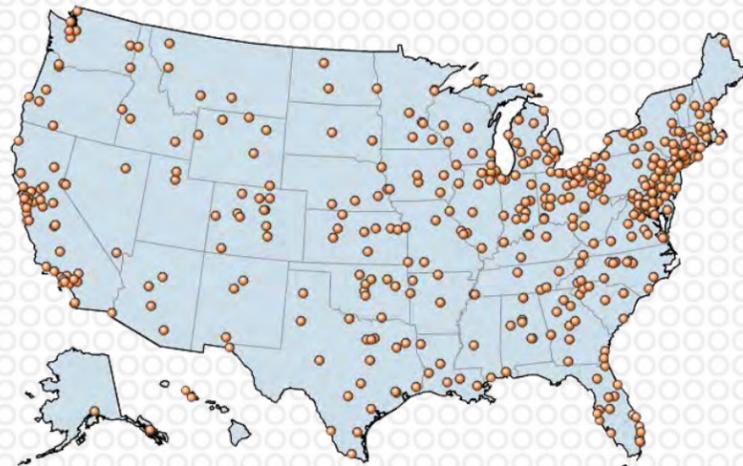
The Foundation Center also offers free training and grantseeker resources through partnerships with community foundations, libraries, and other nonprofit resource centers.



These partners—called Cooperating Collections—provide a core collection of Foundation Center publications and a variety of supplementary materials and services useful to grantseekers. There are currently 31 Cooperating Collections across Ohio and more than 450 across the U.S. and internationally. To find a Cooperating Collection in your area, visit the Foundation Center's searchable [Map](#). Or, if your library is interested in becoming a Cooperating Collection of the Foundation Center, you can [learn more](#) online.

Ask Us

The Foundation Center offers 24/7 virtual reference assistance through its [Ask Us](#) service. People from around the world can connect with our experts via live chat Monday through Friday or submit their questions by e-mail anytime. Of course, patrons are encouraged to call, email, or otherwise contact our Cleveland reference staff directly for personalized answers to their questions as well.



Online Learning

[GrantSpace](#) is the Foundation Center's online learning community for the social sector. Organized under the most common subject areas of funding research, GrantSpace is a one-stop shop for information about grants and fundraising. Gathering recent news, reports, podcasts, videos, statistics, sample documents, and requests for proposals onto a single convenient platform, GrantSpace delivers knowledge about the most pressing social change issues of the day.

Staying informed

If you want to keep up-to-date with the latest classes, news and jobs in the nonprofit sector and requests for proposals, the Foundation Center has a number of [free e-newsletters](#) that you can subscribe to.

Library Hours & Location

The Foundation Center-Cleveland is located at **1422 Euclid Avenue, Suite 1600, Cleveland, OH 44115**. The library is open on Monday, Wednesday, and Friday from 12:00pm-4:30 pm; Tuesdays and Thursdays from 9:30am-4:30pm; and 12:00pm-8:00pm the first two Wednesdays of every month. You can contact the reference desk at **(216) 861-1933 x325**.

By Melissa Pulis
Librarian
Foundation Center-Cleveland

Endowments

Many libraries have an endowment that assists financially with one or more aspects of the library's mission. An endowment is funds intended to be kept permanently and invested to provide income. Many endowments are the result of planned giving, the act of an individual who leaves an organization funds in his or her will.

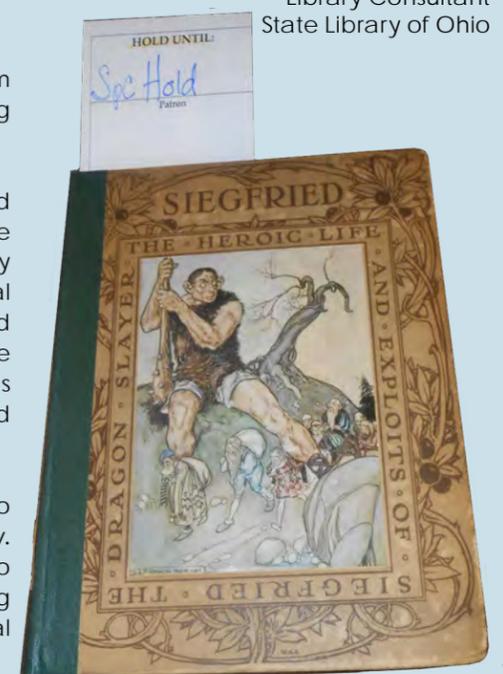
Recently, I had the privilege of visiting [Cleveland Public Library's Special Collections department](#). This department was begun through the largess of John G. White, an eminent Cleveland citizen in the early 20th century. The endowment he established continues to pay for items for the intellectually rich Chess and Checker Collection, one of the largest collections of chess and checker print materials in the world. John G. White

also contributed a many volumes from his personal library as well, including 60,000 items relating to folklore.

These special collections are enhanced by other endowments as well. The Schweinfurth Trust, established by Anna Schweinfurth, provides capital for the library to purchase rare and unique texts on architecture. These texts help both architects as well as those interested in preservation and historical accuracy.

Endowments are a wonderful way to supplement the finances of a library. Other libraries use endowments to pay for upkeep of facilities, continuing education for staff or local historical objects.

By Mandy Knapp
Library Consultant
State Library of Ohio



A book from the Folklore, Gypsies and Orientalia collection of John White at Cleveland Public Library

Grant Resources for Libraries

Compiled by Judith Cosgray
Library Consultant
State Library of Ohio

The mission of **IMLS** is to inspire libraries and museums to advance innovation, lifelong learning, and cultural and civic engagement. We provide leadership through research, policy development, and grant making. imls.gov

Public school libraries and public libraries that host programs encouraging literacy and creativity in children can apply for an **Ezra Jack Keats Minigrant** of \$500. nea.org/grants/grantsawardsandmore.html

The **Better World Books** community supports local libraries and worldwide literacy every day. Thanks to you, the gift of reading becomes a reality - every little purchase you make supports their nonprofit partners in a big way, and now they're pleased to announce LEAP (Literacy and Education in Action Program). betterworldbooks.com/custom.aspx?f=bwb-leap

Bill & Melinda Gates Foundation: Working to narrow the digital divide in the United States and many developing countries around the world. gatesfoundation.org/libraries/Pages/default.aspx

The **Gannett Foundation** is a corporate foundation sponsored by Gannett Co., Inc. Through its Community Grant Program, Gannett Foundation supports non-profit activities in the communities in which Gannett does business. Through its other programs, the Foundation invests in the future of the media industry, encourages employee giving, reacts to natural and other disasters, and contributes to a variety of charitable causes. <http://www.gannettfoundation.org/>

Is your K-12 library or media center in need of books, reading grants, or free resources? **Grant Wrangler** lists grants for school libraries, literacy grants for schools, and reading grants for school librarians and media specialists. grantwrangler.com/librarygrants.html

The **Columbus Foundation** is there to help you help others through the most effective charitable giving possible. Their mission is to assist donors and others in strengthening and improving the community for the benefit of all its residents. columbusfoundation.org/

The **Fairfield County Foundation** was created to receive and administer charitable gifts that will provide long term, continuing benefits to Fairfield County and its residents by supporting Educational, Scientific, Cultural, Social, Environmental, Medical and other charitable purposes. The Foundation is administered locally to better serve the community's needs. fairfieldcountyfoundation.org/

Scholastic: Grant resources for libraries in various settings. scholastic.com/librarians/programs/grants.htm

Foundation for Appalachian Ohio mini-grants increase access to opportunities and enhance quality of life for the 32 counties of Appalachian Ohio.

appalachianohio.org/index.php

Ohio Children's Foundation: Grants to organizations that promote the physical and mental health and welfare of children. ohiochildrensfoundation.org

The **Athens Foundation** focuses on providing funding for education, health, social services, animal welfare, public affairs, recreation, the environment and arts, culture and humanities. athensfoundation.org

National Endowment for the Humanities neh.gov/grants

Grants.gov: Find. Apply. Succeed.

By Katie Campbell
Former Library Consultant
at the State Library of Ohio



Are you interested in looking for or applying for grant money distributed by the Federal Government? If so, Grants.gov is your go-to resource for all things related to federal grants.

Finding Grants:

Grants.gov compiles and makes available over 1,000 grant programs from all federal agencies including the Institute of Museum and Library Services. These grant programs provide access to approximately \$500 billion in awards each year. These grants are available to state and local government organizations, education organizations, non-profit organizations and some small businesses. You can search Grants.gov using a basic keyword or funding opportunity number, by category, or by agency. You can also choose to do

an advanced search combining these elements. Grants.gov also allows you to sign up to receive either email or RSS notifications of new grant postings. You can elect to receive notifications of all grants offered through Grants.gov or you can receive notifications based on specific advanced criteria such as funding agency or eligibility.

Applying for Grants:

Once you have selected a grant that you would like to apply for, you need to register with the Grants.gov program. This registration can take up to several months to get approved, so if you are thinking about applying for a grant through Grants.gov, be sure to get registered early. When you start your registration, you will need to know your DUNS number. Grants.gov has prepared this helpful checklist to help you get started. You only need to register with Grants.gov once, no matter how many grants you apply

for with the agency. After you have registered, you will need to download your selected grant's application package and complete it. You can find additional application resources at the application resources page. One helpful resource available on this page is an archive of a Grants.gov webcast that covers the benefits of Grants.gov and the registration process. Once you have submitted your grant application, you can use your application login to check the status of your application.



Budget Support Testimony FY2014 – FY2015

Given by Beverly Cain, State Librarian before the Higher Education Subcommittee on 2/26/2013

Chairman Rosenberger, members of the Committee, I am Beverly Cain, State Librarian of Ohio. I appear before you today to provide testimony on the State Library's proposed budget for Fiscal Years 2014 and 2015.

The vision of the State Library is a Smarter Ohio where every Ohioan can access the necessary resources to be engaged citizens, excel at their jobs, participate in the workforce, and pursue their passions and interests.

The State Library ensures a Smarter Ohio by managing the delivery of services through three channels:

- **Directly, by building and managing quality collections and providing hands-on service to state government;**
- **Cooperatively, through collaborative efforts and information sharing networks within the library community;**
- **Virtually, through online and on-the-go access to expert assistance, digitized resources, and a vast selection of electronic materials.**

The State Library of Ohio supports a number of programs and services that maximize the use of public funds by facilitating resource and information sharing among Ohio's libraries. These programs include:

- The Serving Every Ohioan (SEO) Library Consortium, an online catalog containing more than 7.5 million items that is shared by 87 library systems at 198 physical locations across 45 Ohio counties.
- Ohio Libraries Share: MORE (Moving Ohio Resources Everywhere) is a statewide resource sharing program consisting of 85 participating libraries serving 2.4 million residents. Patrons from any participating library can request items from another participating

library for pickup at their home library.

- The Ohio Web Library is a collection of thousands of electronic publications and research materials made available at no cost to all Ohio libraries, schools, universities, and residents.
- The Ohio e-Book Project is a statewide project that provides downloadable eBooks, audiobooks, music and videos to library customers at a considerable savings to participating libraries. 175 public libraries have joined together to provide access to more than \$2.3 million worth of eContent through the combined collections of the Ohio eBook Project and the SEO eBook Consortium.

Many of the State Library's current efforts are focused on early literacy and workforce development. Two electronic resources focused on academic and career development and job search guidance are included in the Ohio Web Library. These resources, LearningExpress Library and the Job & Career Accelerator, experienced significant increases in use during the current biennium.

Ohio Ready to Read is a joint initiative of the State Library and the Ohio Library Council dedicated to addressing the early literacy needs of Ohio's youngest citizens. The project's mission is to share early literacy information with public library staff, parents and caregivers, and early childhood educators to ensure that every Ohio child starts kindergarten ready to learn and ready to read.

The administration of federal Library Services and Technology Act (LSTA) funds is a primary responsibility of the State Library. These federal funds are used in a variety of ways to assist libraries in serving their customers. In addition to supporting several

statewide programs, LSTA dollars are used to fund Competitive Grants to Libraries, which are awarded to all types of libraries for a wide variety of projects. The State Library has found it necessary to temporarily suspend these competitive grant programs due to the uncertainty surrounding the federal budget and sequestration.

"There is sufficient quantitative and qualitative data through the key statewide initiatives using LSTA, as well as the more than 165 individual grants funded, that LSTA dollars have directly or indirectly touched the lives of most Ohio residents. User statistics and residual project impact suggests that SLO's choices in use of LSTA funds has greatly improved access to information and services for all Ohio libraries and residents."

***– Carol Pelz, Evaluator
State Library of Ohio LSTA
Five Year Evaluation***

The State Library of Ohio was established in 1817 to serve the information needs of Ohio's state government and it continues to fulfill that role today by providing a wide range of services. The State Library has a collection of 2 million print and electronic materials, as well as the unique expertise necessary to provide state government employees with a single trusted source of authoritative, organized, and timely information. The State Library is a founding member of OhioLINK, providing Ohio's state government employees with access to nearly 50 million books and other library materials, millions of electronic journal articles and over 100 electronic research databases. Additionally, staff from the State Library provide high-quality training to help state employees learn to use the resources available to them.

The State Library makes meeting and training facilities available for state agency use. These facilities were used a total of 1,884 times by state

and local agencies between July 1, 2010 and June 30, 2012, resulting in a savings of nearly \$700,000 for the agencies making use of these facilities.

"The reference librarians provide an invaluable service in the retrieval of research articles from their access to journals usually not available to us because of the price of the subscription. We need to stay current with the research as well as seek out older research papers as we design and develop the next generation of assessments for Ohio's schools. Without access to the literature on assessment program development, psychometrics, and assessment evaluation, we would not be able to design state of the art programs to meet the needs for our students' assessments on their acquisition of college/career ready skills and 21st century skills. The State Library of Ohio is essential to our work. You provide resources we otherwise would not have."

***– Larry Early, Associate
Director, Office of Assessment, Ohio
Dept. of Education***

The State Library develops partnerships with other institutions and state agencies in order to leverage resources and improve efficiency. The State Library is engaged in collaborative endeavors with several state agencies including the Ohio Secretary of State, the Ohio Department of Job and Family Services, the Ohio School for the Deaf, the Ohio Historical Society, and the Ohio Board of Regents Adult Basic Literacy Education Office.

I would like to speak very briefly about some of the other line items in the State Library Budget. The Ohio Public Library Information Network (OPLIN) provides Internet connections to Ohio's 251 public library systems, ensuring that all Ohio residents have fast, free public Internet access through their local public libraries.

Ohio's Talking Book Program, administered by the State Library, ensures equity of access to state residents who are blind or physically disabled, including over 3000 veterans with vision impairments.

The State Library Board and the State Library staff remain committed to providing the best possible library customer service and to achieving our promise of a Smarter Ohio. An adequate, consistent level of funding is necessary to ensure the State Library's continued ability to facilitate cost saving shared services and resource sharing programs for Ohio's libraries. State Library programs such as the Statewide Delivery System and OLS: MORE, both in existence for more than a decade, exemplify the ways in which shared services can be used to maximize the use of limited resources, realize efficiencies, and generate cost savings.

The State Library of Ohio, on its own and in partnership with other state agencies, libraries, and organizations, administers programs and services that generate an annual savings of at least \$564 million. These programs require time, expertise, and adequate

funding to develop, implement, and maintain on an ongoing basis.

An investment in the State Library is an investment in Ohio's commitment to develop and support a robust workforce and improve training and education to drive Ohio's economic revival.

I realize that the elected officials of the State of Ohio are dealing with significant budget questions and have many difficult decisions to make, and I appreciate the efforts the Governor has made to maintain funding for the State Library in this Biennium Budget. Unfortunately, funding at this level will still present the State Library with a shortfall due to new state initiatives, such as the IT Development Fund and the IT Optimization initiative, that had not been presented to us prior to the development of our budget request. Thank you for your time, patience, and consideration. I will be happy to answer any questions that you might have regarding the State Library and its proposed budget for the next biennium.

Thank you.

State Library Meeting Room Savings for State Agencies in Fiscal Years 2011 & 2012

Room	Square Feet	Usage Number	Rental Cost	Total Cost
Boardroom	1920	478	\$550.00	\$262,900.00
A	250	220	\$250.00	\$55,000.00
B	250	261	\$250.00	\$65,250.00
C	250	200	\$250.00	\$50,000.00
D	1650	497	\$400.00	\$198,800.00
Training Room	350	228	\$250.00	\$57,000.00
TOTAL		897		\$688,950.00

State Library of Ohio to launch new logo

Last year the State Library of Ohio worked with Orange Boy to develop a [strategic plan](#). One goal in the plan calls for branding the State Library of Ohio to reflect its promise to stakeholders for "A Smarter Ohio."

The new logo, which will launch in early April, is part of the new brand. The smart tablet, state, and book with turning pages have literal and conceptual connections to the vision and mission of the State Library.

The book and tablet depict the mission to build and manage quality collections and provide hands-on service to state government. Each page of the book changes in form and color to represent new discoveries, forward movement, responsiveness and transformation. Each page color in the spectrum is carefully managed to communicate not only the full experience and outcomes of reading but also the mood, feeling, and representations we associate with color. For example, blue hues represent established, reliable and authoritative. The red hues denote

motivation, rejuvenation, passion and determination.

Together the state of Ohio, tablet, and book with turning pages represent cooperation, collaborative efforts, and statewide information sharing networks. The smart tablet with the slogan "A Smarter Ohio" communicates a mission to provide virtual, online and on-the-go access to expert assistance, digitized resources, and a vast selection of electronic materials.

It takes time to update all online, print materials and signage but we see the launch of the new color pallet as an exciting design opportunity. There are two versions of the logo for working with vertical and horizontal design options. Updates will take place as our budget and staff time permits. The new logo will be available for download within the Media Center on our website in early April.

By Masha McDevitt-Stredney
Director, Marketing & Communications
State Library of Ohio



Vision
A Smarter Ohio

The vision of the State Library of Ohio is a Smarter Ohio where every Ohioan can access the necessary resources to be engaged citizens, excel at their jobs, participate in the workforce, and pursue their passions and interests.



The results flyer from Ohio Libraries Snapshot Day 2012 is available at: <http://library.ohio.gov/snapshotday/2012Results>



Lighter Side

By Matthew Dyer
Head, Employee Services
State Library of Ohio

When I came to the State Library in 2009, I remember trying desperately to learn and understand library terms, acronyms, and abbreviations which now seem commonplace. I was especially naive when it came to leveraging library terms in recruiting.

I remember editing a set of interview questions to spell out Online Computer Library Center because I didn't think we should say "OCLC" to candidates. What if they didn't know what OCLC stood for?

"Matthew," someone told me, "everybody knows what OCLC is, and they know it as 'OCLC'. They'll be more confused if you spell it out for them."

Fair enough.

About a year had passed by the time a colleague suggested a blog post she thought I'd enjoy. She knew I'd received over 900 applications for an entry-level position, and the blog post was all about finding a library job. I read the post, re-read it, laughed, re-laughed, and I shook my head over how much truth it contained.

And then I realized I had crossed a threshold...I actually was starting to get "library humor". I nearly fell out of my chair - not at the humor itself, but at the fact that I was finally acclimating myself to something which initially seemed so foreign.

Read the blog post below to learn

what caused this stunning revelation for me, and think back to the first time you really got something. What role did humor play in the process?

Library Alchemy: A Reading From the Book of Job (Hunting)
<http://libraryalchemy.wordpress.com/2010/05/24/a-reading-from-the-book-of-job-hunting/>



<http://bit.ly/libjobhunting>

Ohio Libraries Snapshot Day 2012



[Public Library of Mount Vernon & Knox Co. Fredericktown](#)



[Licking County Public Library](#)



[Harman Elementary](#)



[Bowling Green University](#)

