AGENDA

9 to 9:30 am   Gather – Coffee and welcome

9:30 to 9:45   Introductions

9:45 to 10    Goals and Outcomes for the Workshop
•   What would you most like to be different or change? (if anything)

10 to 10:45   Best Practices in Library Fundraising
•   The Roles of Friends, Foundations and Public Libraries
•   Fundamentals: Fundraising Areas and Approaches
•   Common Models for Friends and Foundations

10:45 to 11   BREAK

11 to 11:45   Overview of Current Fundraising in the Library District
•   Overview of Current Activities and Findings from Background Review
•   Opportunities, Challenges and Strategic Issues in JCLD Fundraising Efforts

11:45 to 12:30 pm   LUNCH

12:30 to 1:45   Facilitated Discussion: Building the Plan for Increased Support
•   What is your vision for fundraising? Your goals?
•   Where does JCLD need to build capacity or restructure to advance fundraising? What is the resource commitment to fundraising?
•   Are there related areas, such as marketing, vision, and project development that need enhancement to advance fundraising?
•   In what fundraising areas can the Library see the biggest return on investment in the next 3-5 years? What is doable?
   o   Increases in current activities
   o   Possible new directions

1:45 to 2   BREAK

2 to 3   Setting Priorities for Friends, Foundation & Development in the Next 3 Years
•   The fundraising focus in 2-4 lead areas
•   Defining commitment of needed resources
•   Building the Friends and Foundation across the system

3 to 3:30   Next Steps and Final Comments

3:30 pm   Adjourn