



Ten (or so) Tips on Grants, LSTA, and Making a Successful Pitch...

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Appendix 3: Total Funds by Amount by Grantee Agency

<i>LIBRARY NAME</i>	<i>LSTA FUNDS</i>	<i>% OF TOTAL FUNDS</i>
California State Library (Sacramento)	\$27,350,413	32.68%
Califa Group	\$13,014,944	15.55%
Pacific Library Partnership (PLP)	\$9,183,631	10.97%
Southern California Library Cooperative (SCLC)	\$6,485,071	7.75%
Peninsula Library System	\$3,981,206	4.76%
Los Angeles Public Library	\$1,784,556	2.13%
North Bay Cooperative Library System (NBC)	\$1,085,517	1.30%
Northnet Library System (NLS)	\$955,729	1.14%
Silicon Valley Library System (SVLS) (San Mateo)	\$925,179	1.11%
San Diego Public Library	\$916,257	1.09%
California Library Association	\$826,456	0.99%
National City Public Library	\$817,191	0.98%
Internet Archive	\$723,749	0.86%
Rancho Cucamonga Public Library	\$669,308	0.80%
North State Cooperative Library System (NSCLS)	\$631,042	0.75%
The Regents of the University of California, Oakland (Office of the President)	\$614,331	0.73%
Sacramento Public Library	\$588,833	0.70%
The Regents of the University of California, Riverside (University Office Building)	\$563,284	0.67%
Contra Costa County Library	\$533,888	0.64%
University of California, Los Angeles. Dept. of Information Studies	\$522,557	0.62%
San Diego County Library	\$497,193	0.59%
Santa Clara County Library	\$455,053	0.54%
San Jose Public Library	\$378,937	0.45%
The Huntington Library, Art Collections, and Botanical Gardens	\$361,603	0.43%
San Bernardino County Library	\$342,619	0.41%
Alameda County Library	\$325,065	0.39%
Riverside County Library System	\$285,606	0.34%
San Mateo County Library	\$212,930	0.25%
Hayward Public Library	\$204,705	0.24%
Oakland Public Library	\$201,026	0.24%
Fresno County Public Library	\$199,994	0.24%
Inland Library System (Inland/ILS)	\$180,295	0.22%
Richmond Public Library	\$174,113	0.21%





Some Rancho LSTA Projects...





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Before You Even Pitch...





Tip #1

Address a Need





The Need Here...

• Staff
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Tip #2

Visualize Success...





Tip #3

Think Things Through...





Tip #4

Do Your Homework!





Some Nuts and Bolts...





Tip #5

Stay on Top of Time Line





Tip #6

Partnership and Politics...





The Project Partners Here...

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Tip #7

Know Your Budget





Time to Pitch...





Tip #8

Praaaaactice in Advance!





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Sample Pitch...

LSTA PITCH OVERVIEW

INTRODUCTION (RK) – 1 minute

On behalf of the Inland Library System, Vera Skop and I are pleased to have the opportunity to pitch our idea for “Career Vision 2013 – Creating Workforce Development Within the Inland Library System Service Area.”

In the next 15 minutes or so, we will:

- Briefly review the project’s purpose;
- Discuss the project we are proposing, including what we will be building on;
- Some details of the proposed project including budget numbers, prospective project partners, and anticipated outputs and outcomes;
- A brief project timeline;
- Address future project sustainability;
- How this project aligns with the State Library’s LSTA 5-year plan;
- Why this project will be successful, and finally,
- Entertain any questions you may have about “Career Vision 2013.”

PROJECT PURPOSE – We Do What? For Whom? What Expected Benefit? (VS) – 1 minute

Unemployment continues to be a major problem in the State of California. According to the Bureau of Labor Statistics, in November 2012, California had an unemployment rate of 9.8% and was ranked third highest in the nation for unemployed workers with 1,804,000 people unemployed. However, both San Bernardino and Riverside Counties, the two largest jurisdictions in the Inland Library System, have unemployment rates well over the State average, at 11.3%. To address this situation, the Inland Library System is proposing to partner with Career Vision to provide 20 six-hour workshops at local libraries in three counties, San Bernardino, Riverside and Inyo, training at least 600 job seekers through a comprehensive and holistic employment model created by Career Vision.

BACKGROUND OF CURRENT PROJECT – What We Are Building On. (RK) – 30 seconds

Thanks to a current grant from the California State Library, all public libraries in the State have free access to Job Smart, a valuable online resource that is in many ways a “one stop” jobs-in-a-box. However, as valuable as Job Smart is, we in the Inland Library System feel that more needs to be done to address the unemployment issues in our region. This is where “Career Vision 2013” comes in.



Tip #9

Manage Your Presentation





Tip #10

Show Some Enthusiasm!





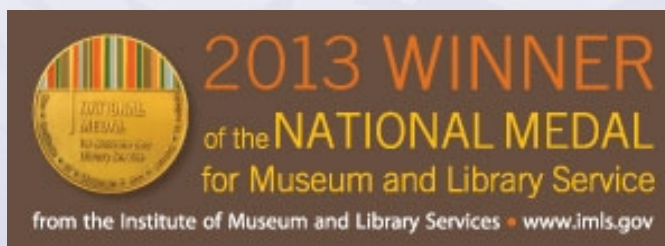
One More Thing...





Questions?...

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