Ready, Willing, and Grateful:

The Basics of Foundation Stewardship

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June 20, 2023

Georgia Tech Library

THE BASICS

BE READY

BE WILLING

BE GRATEFUL

LOVE. GT
Living Our Values Every Day

Students are our top priority.
We strive for excellence.
We thrive on diversity.
We celebrate collaboration.
We champion innovation.
We safeguard freedom of inquiry and expression.
We nurture the well-being of our community.
We act ethically.
We are responsible stewards.

Georgia Tech

Georgia Institute of Technology

- Located in Atlanta, Georgia
- ~45,000 students from 50 states and 149 countries
- Engineering and Computer Science are top ranked in the country and the world
- Outstanding programs in business, design, liberal arts, and sciences
- $1.3 Billion in Research annually
- Ranked #1 in ROI for UG degrees
- Public
- www.gatech.edu

Georgia Tech's mission is to develop leaders who advance technology and improve the human condition.

Georgia Tech

Georgia Tech Library Mission:

The Georgia Tech Library defines excellence in the creation, preservation, curation, and connection of scholarship. Through this work we create new paths of learning, knowledge, information, and resources to develop leaders who advance technology and improve the human condition.

Georgia Tech Library Vision:

Innovating services, tools and access to all for an inclusive future.

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Georgia Tech Library

- Two Library buildings recently renovated in the heart of campus
  - Judge S. Price Gilbert Memorial Library (1953)
  - Dorothy M. Crosland Tower (1969)
- Clough Undergraduate Learning Commons attached to Library
- Shared high-density/high-tech storage facility with Emory University at Emory
- Library Records Center off campus
- ~100 Library Employees (2/3 staff, 1/3 faculty)
- 99% of circulation is electronic
- Diverse leadership team
- Lean organization operates on project management

www.library.gatech.edu

GT Georgia Tech

MY VISION FROM DAY ONE

To fully integrate the Library and Clough Undergraduate Learning Commons into the academic and research mission of Georgia Tech, so that we are the scholarly heart of the community where everyone has the opportunity to thrive.


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L.O.V.E. GT
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GT | Georgia Tech

BE READY

BE READY

- Talk about development & its importance

- Engage Library employees in your discussions

- Talk to campus
  - Students
  - Colleagues
  - Leaders

- Make your priorities clear and known

- Listen to your team about what they need

- Have lists ready

Georgia Tech®

UNDERSTANDING THE WHYS

- Takes pressure off of state budget
- Allows us to experiment and do pilots
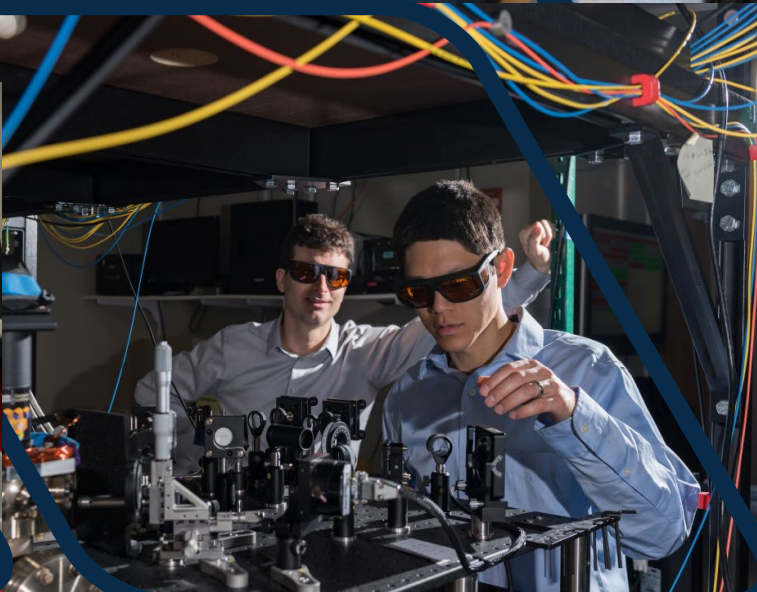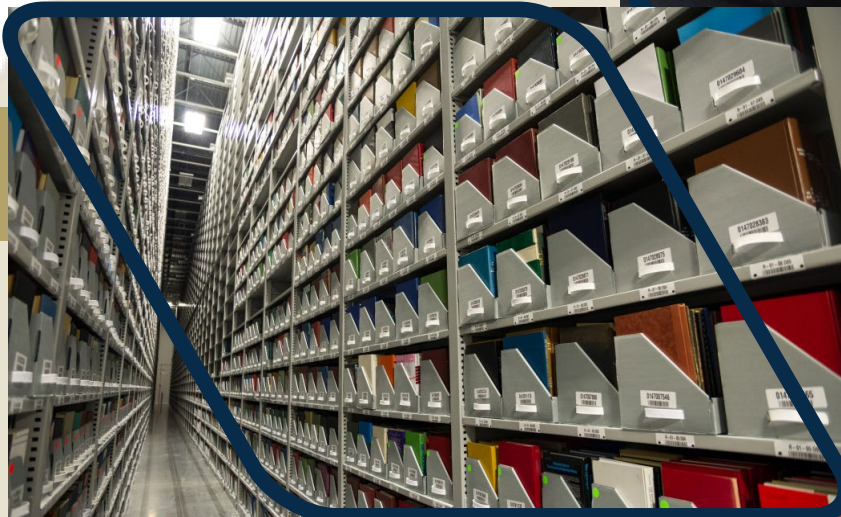- Allows us to dream and take risks
- Provides opportunities
- Builds relationships
- Supports our students

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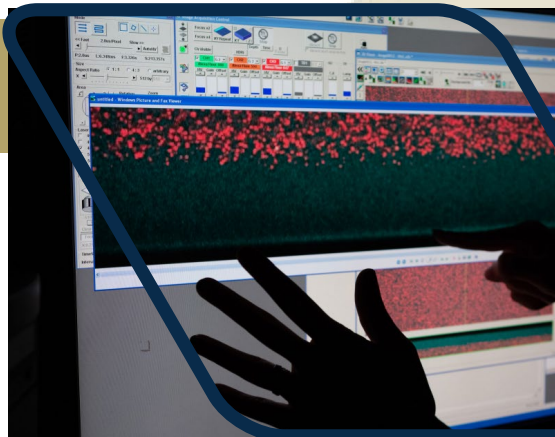
DREAM

Engage others in your dreams.

Regularly ask what you would do with:

- 25,000
- 50,000
- 100,000+
- One time and ongoing...

KNOW WHAT YOU WANT

- Collections/Content Management Group
  - Rare Books and Manuscripts
  - Special Collections
  - E-resources

- Initiatives/Technology/Projects

- Funding for People

- Connect priorities to Library and Institute vision and values
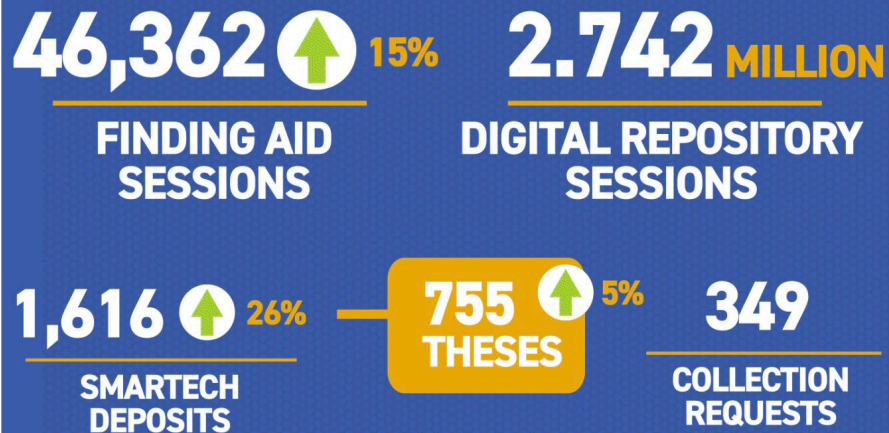
LIBRARY-GT STRATEGY ALIGNMENT

	Outstanding Services	Information Expertise	Curated Scholarly Content	Innovative Digital and Physical Spaces	Investment in our People
Amplify Impact	Media Scholarship Commons Clough Strategic Planning Poster Printing	VentureLab partnership Patents and Trademark smART program	Digital Curation repository of unique digital collections	Scholar's Event Network Teaching studio Faculty Research Zone	Reading Rooms: Black History AAPI LibGuides: Hispanic/Latin LGBQTIA+
Connect Globally	Online classes Asynchronous classes Access to workshops via YouTube		Digital Curation 98% of resources Online	Library Website Service Portal Online Services Online Classes USG-Learning Together Clough Strategic Planning	Support for Student Workers study abroad
Expand Access	Gadget Lending Contactless pickup Library Service Center – EmTech partnership	Librarian instruction and partnership in classes (LMC, Policy, GT1000) LibGuides	Open Education Resources Textbook Affordability ORCID implementation		Online Services Archival Collections that represent all of GT ACRL Diversity Residency Staff Blind Recruiting
Champion Innovation	Public Programming Artist in Residence Art Crawl	Research Support GTRI research services	Open Access/Author Fee Pilot	Media Scholarship Commons RetroTech DataViz	Develop Next Generation competencies
Cultivate Well-being	Art Crawl Stress Busters Klemis Kitchen support	Seamless User Experiences	Popular Reading Faculty/Alumni Book Spot	Graduate Student Community Quiet Study/Reading Rooms Wellness Room	Popular Reading Cameron Collection
Lead by Example	Service Evaluation and Assessment Five-Year Budget Forecast	Content Management	Reading Rooms: Black Lives Matter AAPI Expand Special Collections LibGuides: Hispanic/Latin LGBQTIA+	Media Bridge Space for All	Library Diversity Council Search/Hiring/Retention Toolkit

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BE WILLING

BE WILLING

- Relationships
- Put yourself out there
- Engage faculty and staff
- Keep dreaming
- Know your priorities
- Never say NO, if asked to submit

46,362 ↑ 15%
FINDING AID SESSIONS

2.742 MILLION
DIGITAL REPOSITORY SESSIONS

1,616 ↑ 26%
SMARTECH DEPOSITS

755 THESES ↑ 5%

349
COLLECTION REQUESTS

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PEOPLE DEVELOPMENT

Faculty have to demonstrate leadership, growth, expertise, research, etc. for promotion.

Grant leadership…

- Provides the opportunity to develop a proposal and lead a project
- Gives them experience managing a project with funding
- "Gets" them to learn procurement
- Contributes to their portfolio and allows them to shine
- Allows them to take risks
- Engages them in the development process and friend building

BUILD ON YOUR SUCCESS

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BE GRATEFUL

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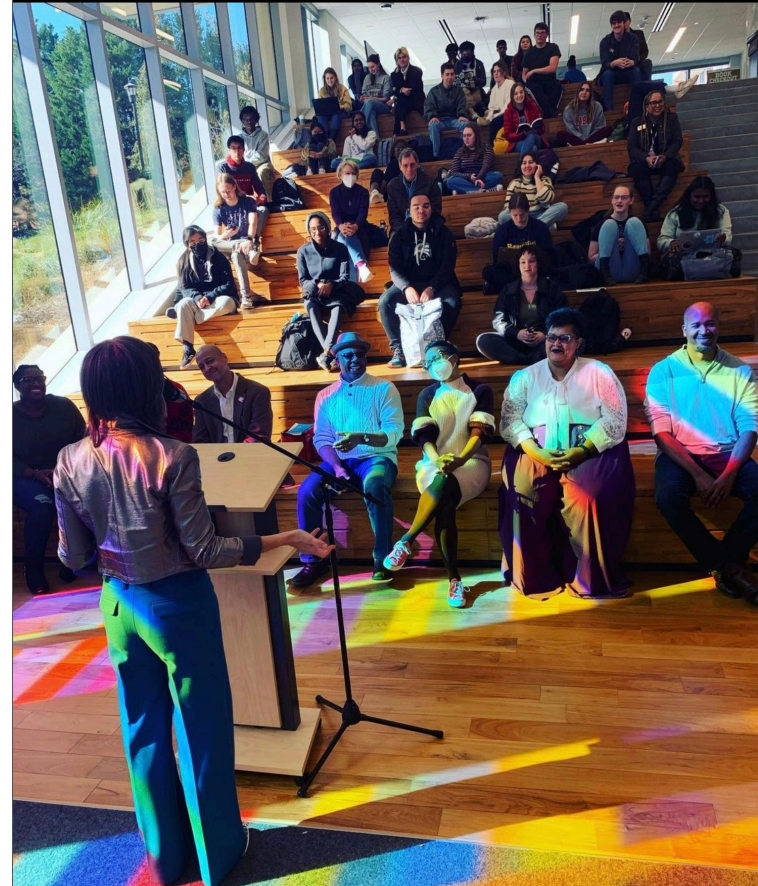
BE GRATEFUL

- Write meaningful thank-you letters
- Send photos
- Offer tours
- Send links to cool things
- Send impact reports

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2022 IMPACT REPORT

Physical Item Circulation

Borrowing, Lending, and Delivery

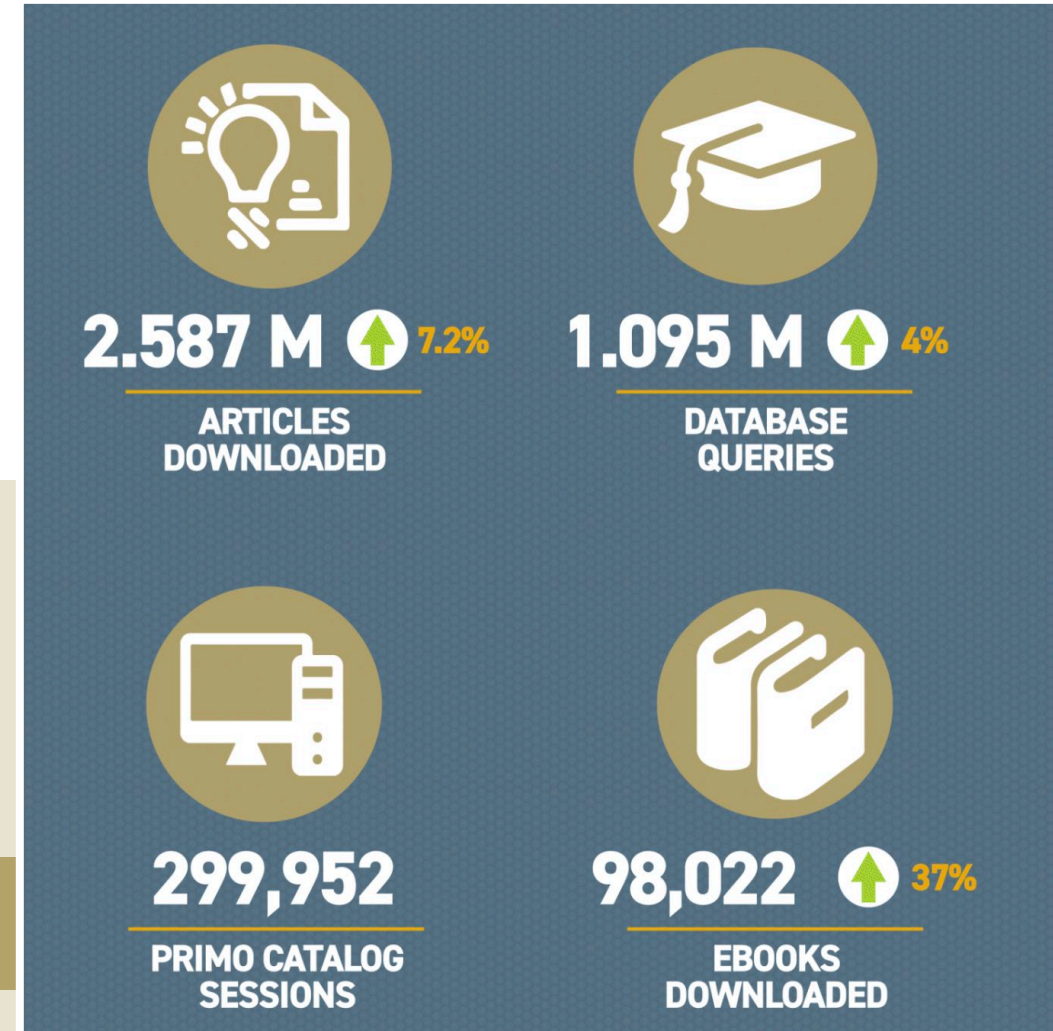| Physical Item Circulation	Gadgets Circulation	Library Service Center Item Requests	Library Service Center Item Delivery Time (Avg. Hours)	Interlibrary Loan

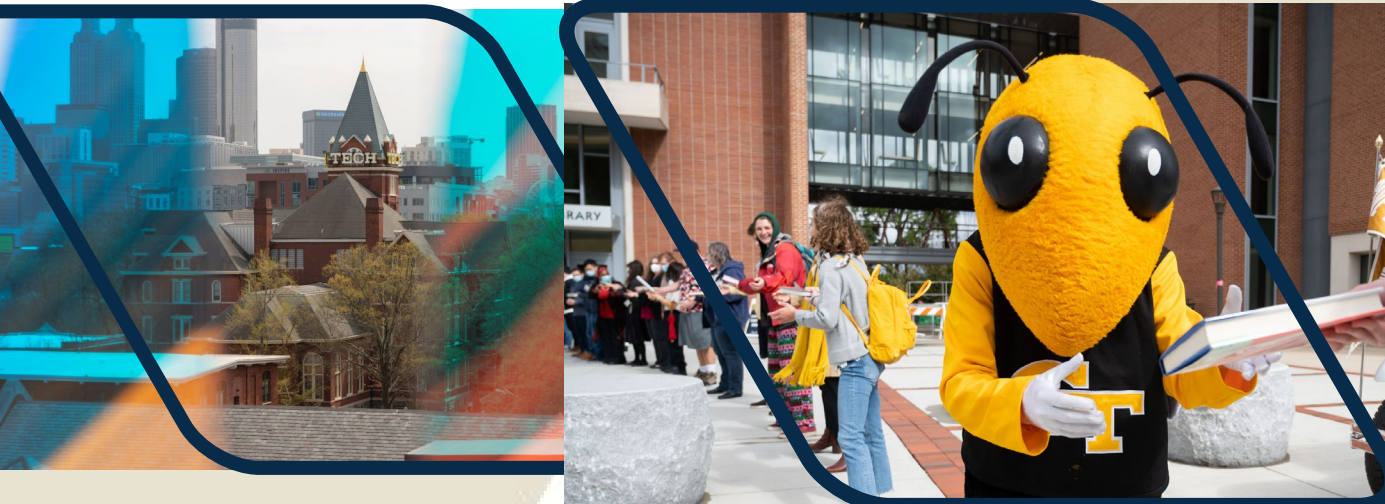Date Level Selector:

Months

Gadget Circulation
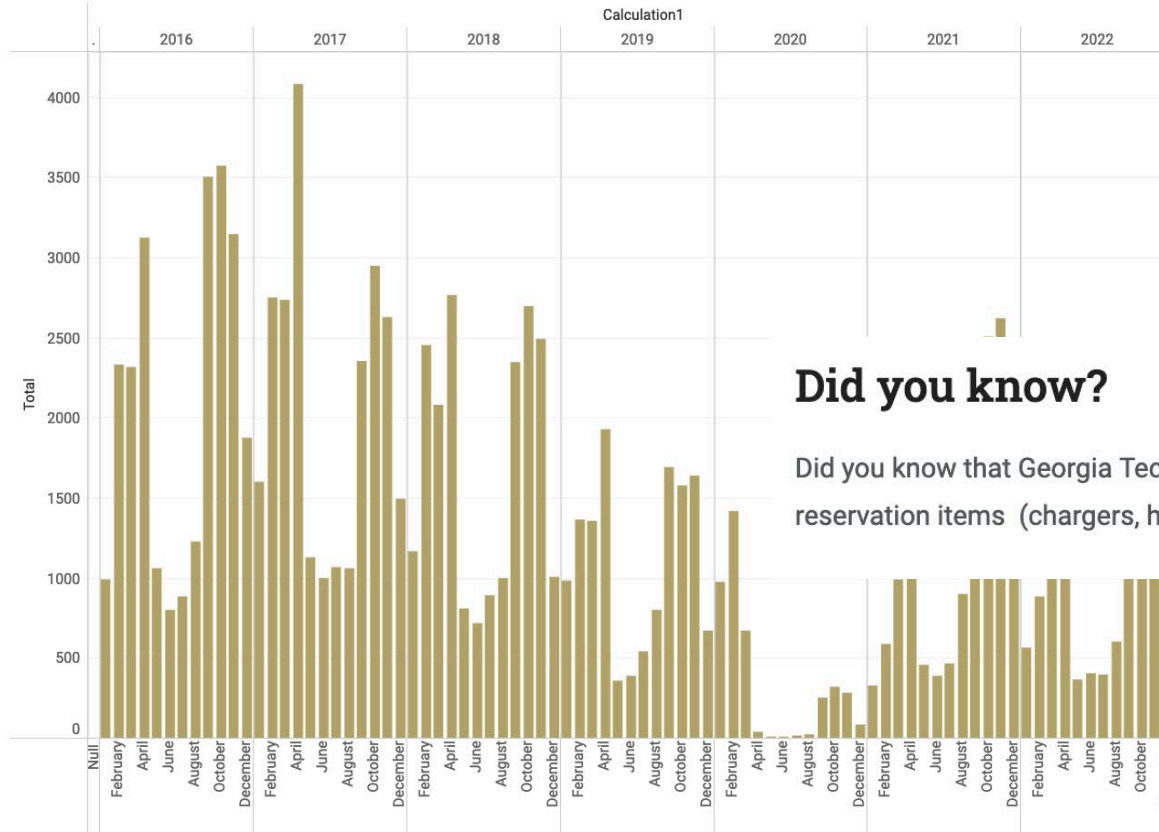
Did you know?

Did you know that Georgia Tech Library's gadgets service grew more than 200 percent in 2022, circulating nearly 14,000 instant-reservation items (chargers, headphones, calculators, laptops)? That's a savings of more than $100,000 in fall 2022 alone.


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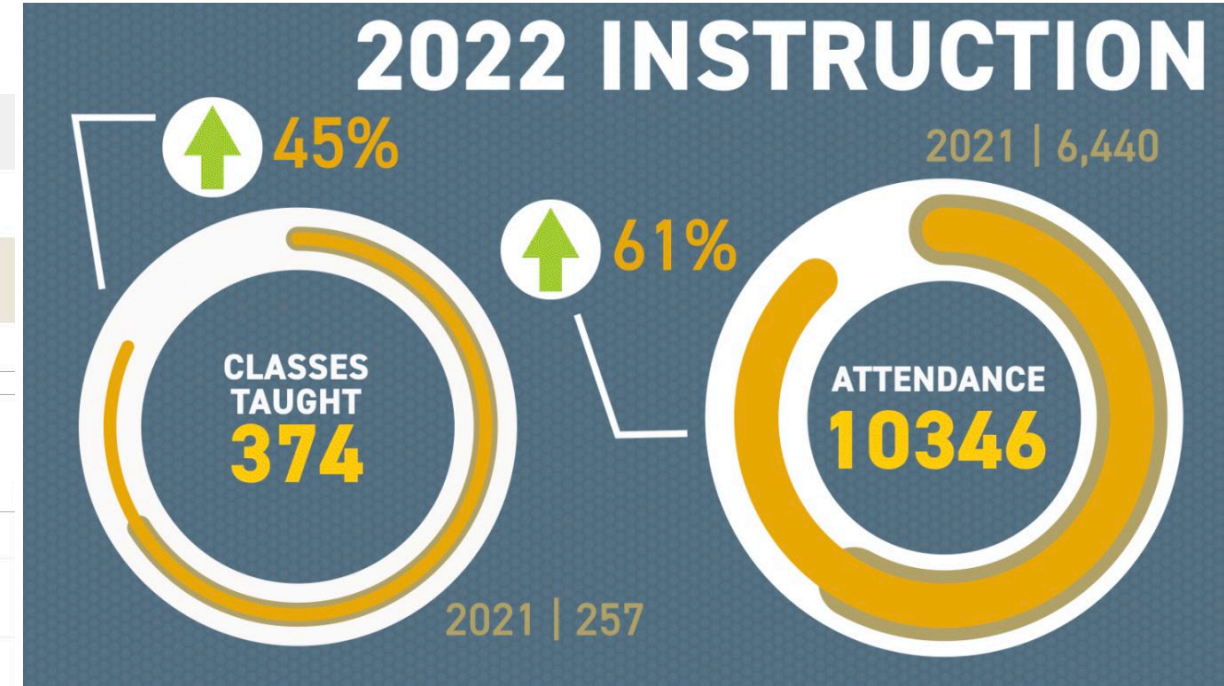
BE AUTHENTIC

- Update them on progress
- If you cannot spend money, tell them and explain why
- Talk about the future
- Talk about STUDENTS
- Always be grateful

2.587 M ⬆ 7.2%
ARTICLES DOWNLOADED

1.095 M ⬆ 4%
DATABASE QUERIES

299,952
PRIMO CATALOG SESSIONS

98,022 ⬆ 37%
EBOOKS DOWNLOADED
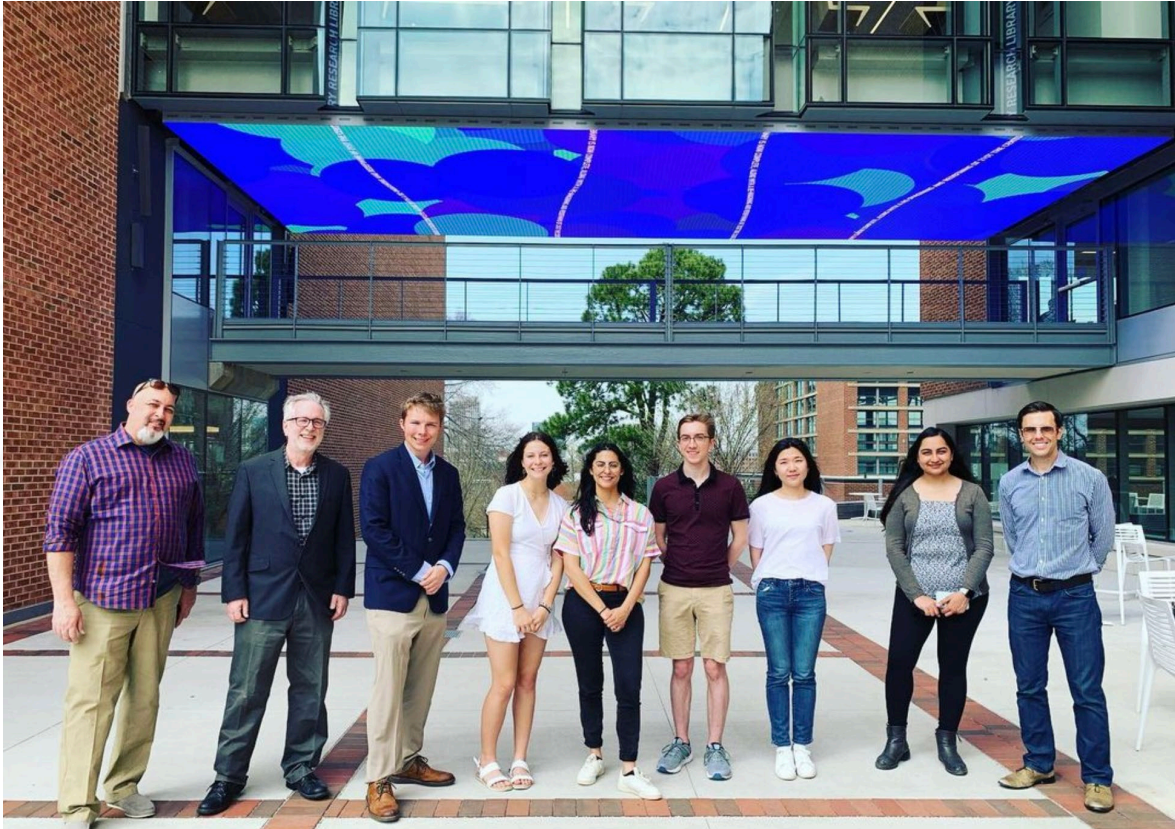
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Foundation Relations

- Regularly update your contacts
- Ask them about opportunities
- Keep them in the loop
- Make sure they know you appreciate them
- Stay top of mind

HIGHLIGHT YOUR TEAM

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BE GRATEFUL

WHAT IF TODAY WE WERE JUST GRATEFUL FOR EVERYTHING
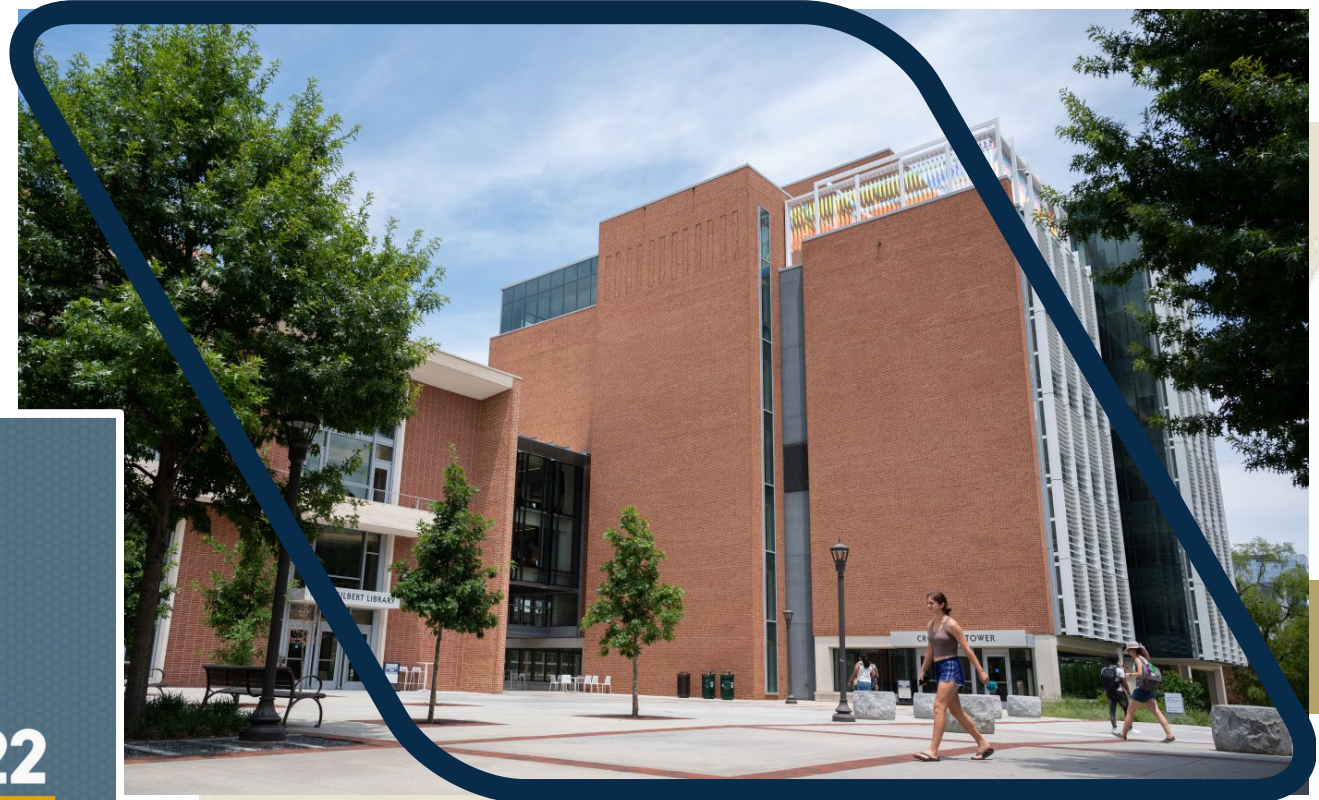
SUMMARY

- **READY:** having an ongoing list of Library wants and needs targeted toward past and future funders

- **WILLING:** engaging all of the Library and being willing to respond at a moment's notice through engaging Library employees; and

- **GRATEFUL:** providing timely updates that express deep gratitude for our shared passions

Discussion

Please follow up:
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