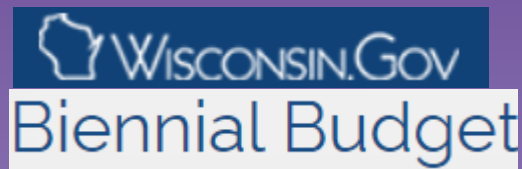


Finding Promises in the Cyclical Management of Gifts and Donations



University Library
University of Wisconsin-Stevens Point

University College

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Collaboration & Utilizing Gifts

The University of Wisconsin-Stevens Point has a single academic library. In one year, our library can receive more gift items than it does purchase requests. These materials are unpredictable, with gifts ranging from pristine to old materials. One recent gift collection was an exception, with us adding hundreds of items directly to our collections, while offering an equal number of items to other campuses. With tightening budgets and reduced staffing, our workflows remain challenged, but increasingly interconnected by unified library services platforms. We've worked to find an equilibrium by updating our policies and workflows, while identifying an emphasis on institutional giving, recognizing the significance of foundational driven donations, pledges, and endowments.



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Politics of Gifts & Donations

- Trends in state & public finding for Higher Education
- Tightening budgets and distribution of cuts
- Program Reorganization
- Campus Administration & Academic Affairs
- Budget sweeps
- Acquisitions and Collection Development
- Importance of Public Relations and Promotion
- University Foundations, Inc.
- Monetary gifts, pledge drives, endowments
- Dedicated gifting > books for first year students, eBooks, Streaming Media, distant education



University Gifts in Action

- The Pros and Cons of Gifts
- Gifts policies for Libraries and Campuses
- Outreach with active & retiring faculty, alumni, and the wider community
- Range of gifts from pristine to old materials
- Workflows, staff time, backlogs, ebbs & flows
- RCL, Bowker Book Analysis, Core percentages
- Instant keepers, Valuations, Tracking gifts
- Resource Sharing
- Returns & benefits



UWSP Library Gifts-Running total:			
Year	Totals	Major donor/s	% added*
2014-18	526	Hale (annual donor)	85% & 15%
2018			
2017	5202	Schulfer/Klessig	80% & 18%
2016	223	Pilz	75%
2015	3741	Kent	60%
2014	1892	Kent	60%
2013	2595	Schmetzke	40%
2012	5922	Lubitz/UWSP Counseling center/cookbooks	
2011	844	Fadner	
2010	1980	Hettler	
2009	2951	Barnes/Schmetzke	
2008	1899	Gillesby	
2007	1893	Chao	
2006	2685	UWSP career services	
2005	10937	Specht/Chesmore	30%
2004	3519	Canfield	
2003	6650	Chesmore/Nelson	
2002	4551	Crowe/Cienciala	
2001	1982	Poumbo	
2000	5810	Jahn	
1999	2807	Charles White Library	
1998	381	Research Dist. Group	

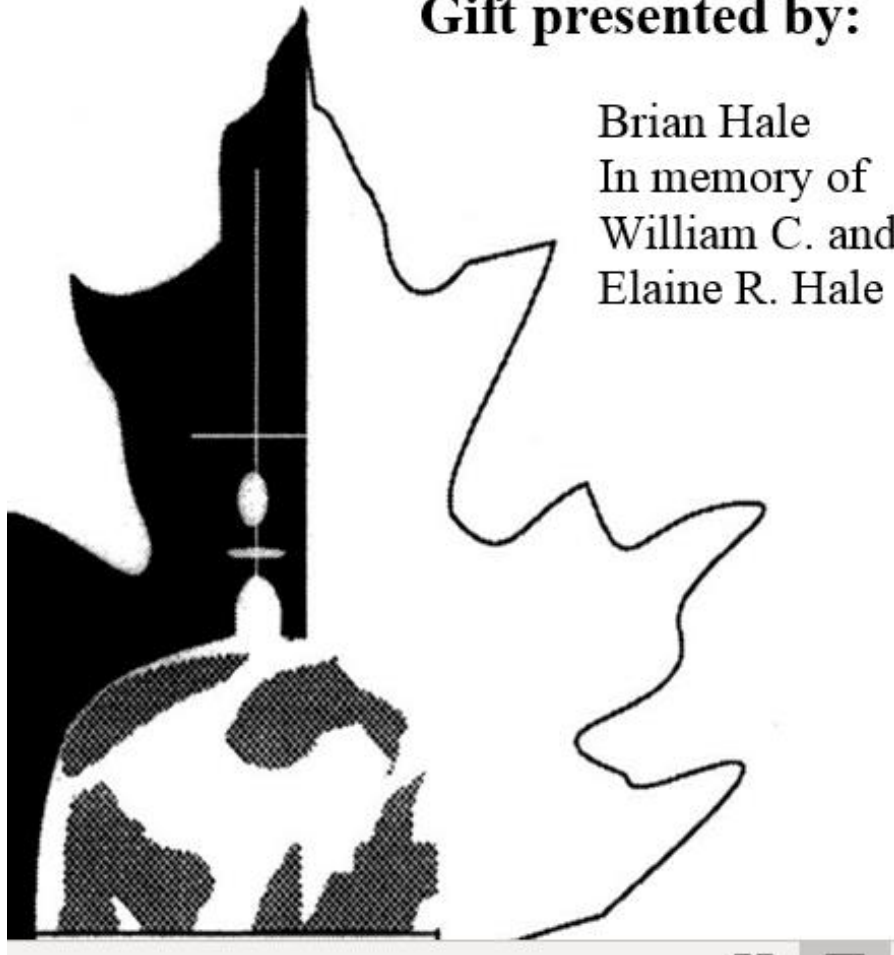
Cycles of Gifts & Donations

- Several examples
 - Al Barrow's estate
 - Schulfer
 - Hale
 - Books for first-year students
- Book Plates
- Public Relations & Marketing/Outreach
- GOBI, Alma, Electronic Order Confirmation Records (EOCR)



Gift presented by:

Brian Hale
In memory of
William C. and
Elaine R. Hale



UWSP Collection Development Capsule

Disposition and values gained as result of donations & endowments

- Funds gifted for specific needs
- UWSP Foundation, Inc. activity report
 - Gifts/Matching Gifts/Pledges {890+ pledges 2013-18}
 - Operations/Service Fees
 - Annual earnings Distribution
- Funds support Core title expenditures
- Database support
- Funds support Leisure Reading print & audio collection



University of Wisconsin-Stevens Point Foundation, Inc Activity Report

Gifts/Matching Gifts/Pledge Pa	7/31/2013	13-137 - 11177603	\$35,000.00
Gifts/Matching Gifts/Pledge Pa	7/31/2013	13-137 - 11177603	\$11,500.00
Gifts/Matching Gifts/Pledge Pa	12/27/2017	17-243 - A1106265517-243 - A	\$100.00
Gifts/Matching Gifts/Pledge Pa	12/31/2017	18-11 - A9900057118-11 - A	\$25.00
Gifts/Matching Gifts/Pledge Pa	12/31/2017	18-11 - A1106040418-11 - A	\$35.00
Gifts/Matching Gifts/Pledge Pa	12/31/2017	18-12 - A1104639818-12 - A	\$150.00
Gifts/Matching Gifts/Pledge Pa	12/31/2017	18-15 - A1107135018-15 - A	\$35.00
Gifts/Matching Gifts/Pledge Pa	7/3/2018	18-194 - A1018232918-194 - A	\$5,000.00

Totals for 3-800: \$95,013.44

Ending Balance \$84,531.91

Operations/Service Fees *Monthly Annual Campaign Charges* *Totals for 3-734:* (\$10,481.53)

Earnings Distribution	9/30/2014	Annual Earnings Distribution	\$1,425.27
Earnings Distribution	9/30/2015	Annual Earnings Distribution	\$2,197.61
Earnings Distribution	9/30/2016	Annual Earnings Distribution	\$2,382.91
Earnings Distribution	9/30/2017	Annual Earnings Distribution	\$2,591.79

Totals for 3-500: \$8,597.58

Ending Balance \$8,597.58

UWSP Collection Development Capsule

Disposition and values gained as result of weeded titles and unwanted gifts

- Agreement with Campus Surplus Sales Office
- Library Book Sales of unneeded gifts & weeded materials
- Better World Books and its' impacts global literacy
- Wisconsin/Nicaragua Partnership, Inc.



Annual Tracking Data for Library Book Sale Five Year total (FY14 - FY18) \$5,073.04

Fiscal Year	Items added	Items removed	Difference	Money earned
FY14	1693	367	1326	\$787.40
FY15	1725	604	1121	\$930.98
FY16	2065	407	1658	\$1,596.06
FY17	1353	403	950	\$837.42
FY18	1585	229	1356	\$921.18

e.g. 395 Sci Fiction bundles sold 50 cents each





Sales Summary						
Year	Month	Gross Sales	Market Commission	Net Sales	NPLP Commission	Client Commission
2014	(10 months)	\$8,651.80	\$1,544.17	\$7,107.63	\$355.39	\$1,066.16
2015	(12 months)	\$4,684.42	\$771.02	\$3,913.39	\$195.68	\$587.02
2016	(12 months)	\$3,433.15	\$588.04	\$2,845.11	\$142.26	\$426.77
2017	(12 months)	\$2,563.42	\$441.85	\$2,121.57	\$106.08	\$318.24
2018	(8 months)	\$888.84	\$142.20	\$746.63	\$37.33	\$112.00
	Totals	\$20,221.63	\$3,487.28	\$16,734.34	\$836.74	\$2,510.18



UWSP Library > BWB > Wisconsin/Nicaragua Partners of the Americas, Inc.

<http://www.wisnic.org/>.



Better World Books is a global bookstore that harnesses the value of books to bring literacy and opportunity to people around the world

As a partnering non-profit organization, W/NP receives 5% of the BWB sales that are used to purchase books for lending libraries in Nicaragua.



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University of Wisconsin-Stevens Point

 BetterWorldBooks™

Discussion and Q&A

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College of Music