

# 2024 **Mid Year** Development Report

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# We share a commitment to **our values:**

Inclusivity & Belonging

Lifelong Exploration

Equitable Access

Community Wellbeing

Sustainability

***This commitment takes resources, and we can not do this without you.***

**THANK YOU** for your dedication to this work.

# 2024 Development Revenue Year to Date Comparison

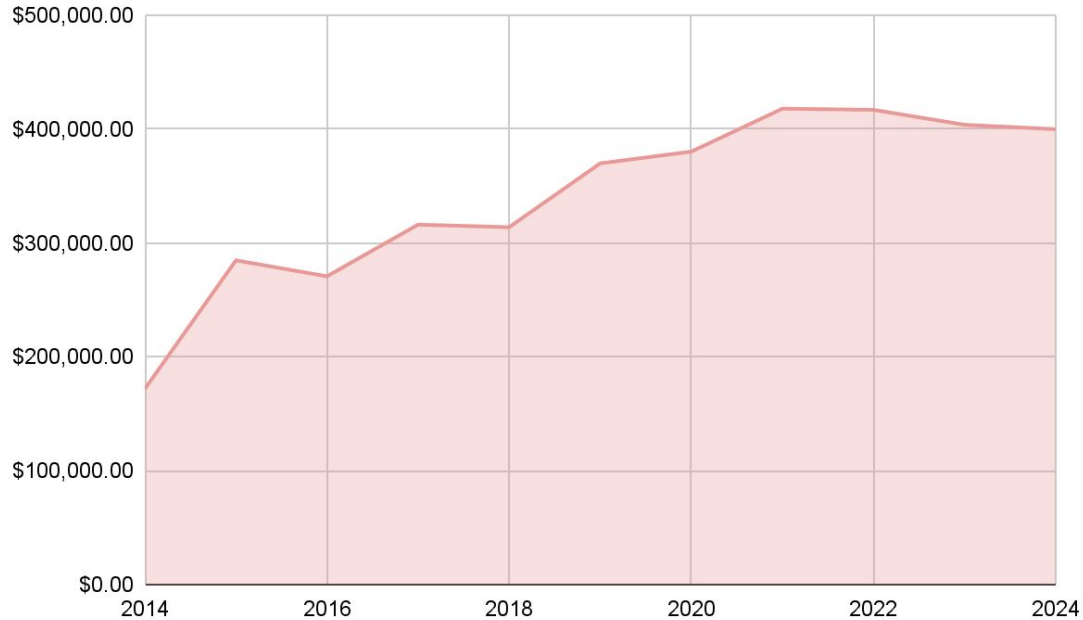
	Revenue Received 1/1/23 - 7/30/23	Revenue Received 1/1/24 - 7/30/24
<b>Library Donations (56011)</b>	\$92,249	\$106,194
<b>Federal Grants (55201)</b>	\$24,683	\$11,433
<b>IL State Library Per Capita Grant (55245)</b>	\$115,212	\$115,993
<b>Library Grants (57551)</b>	\$12,390	\$23,398
<b>Totals</b>	\$244,534	\$257,018
<i>Percent to Budget</i>	34.19%	39.53%

# Development Revenue Year End Comparison

	<b>2023 Final Revenue</b>	<b>2024 Adopted Budget</b>	<b>2024 Projected Final Revenue</b>
<b>Donations (56011)</b>	\$403,878	\$400,000	\$413,096
<b>Federal Grants (55201)</b>	\$60,398	\$85,000	\$80,820
<b>Library State Per Capita Grant (55245)</b>	\$115,212	\$115,213	\$115,993
<b>Library Grants (57551)</b>	\$43,325	\$50,000	\$56,398
<b>Totals</b>	\$622,813	\$650,213	\$666,307
<i>Percent to Budget</i>	<i>87.08%</i>	<i>100.00%</i>	<i>102.48%</i>

# Library Donation Revenue - 10 Year Review

(56011 on the Budget Performance Report)  
used for operational expenses



# Federal, State and Local Grants - 10 Year Review

(55201, 55245, 57551 on the Budget Performance Report)

Grants are for a specific time period or purpose



# Transfer from Endowment to the Library Fund

(57002 on the Budget Performance Report)  
used for operational expenses

	2023 Projection	2023 Actual (\$4,049,779 as of 1/1/23)	2024 Projection	2024 Actual (\$4,153,174 as of 1/1/24)
<b>Transfer from Endowment (57002)</b>	\$250,000	\$166,460	\$216,999	\$173,570
	100%	67%	100%	80%

# Projected Growth in Revenue

	2024	2025 (3%)	2026 (6%)	2027 (10%)
<b>Donations (56011)</b>	\$415,000.00	\$427,450.00	\$439,900.00	\$483,890.00
<b>Federal Grants (55201)</b>	\$80,820.00	\$83,244.60	\$85,669.20	\$94,236.12
<b>Library State Per Capita Grant (55245)</b>	\$115,993.00	\$119,472.79	\$123,056.18	\$126,747.69
<b>Library Grants (57551)</b>	\$56,398.00	\$58,089.94	\$59,781.88	\$65,760.07
<b>Transfer from Endowment (57002)</b>	\$173,570.00	\$177,041.40	\$180,582.23	\$184,193.87



# 2024: Meet Revenue Goals & Plan for Future

## **Meet existing performance goals for the 2025 budget**

- Continue to remove inefficiencies and build those efforts with greatest results
  - Match Challenges, Monthly Donors, Tribute Campaigns
- Strengthen Development messaging and presence
- Collaborate with the PEPL 501c3 to refine their relationship with EPL
- Expand opportunities for donors to engage with current and future priorities

## **Formally Benchmark**

- Define the key comparables (budget size, development goals and budget, and strategies)
- Identify peer and aspirational organizations
- Compare to EPL activity and refine our goals to align with aspirational orgs

## **Review and revise existing strategies to define pathways for growth**

- Review results and finalize plan for new pathways
- Set realistic goals informed by past donor data and benchmarking

# 2025: Implement & Test

**Launch and test strategies**

**Assess to identify success and failures**

**Plan for expansion of successful efforts**

# 2026: Expand (& Test)

**Launch expanded strategies**

**Identify opportunities for substantial growth**

**Plan for more substantial expansion**

# 2027: Launch New Campaigns

**Maintain the annual giving growth**

**Announce multi-year campaign(s)**

# Questions?

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# Illustration of ROI of \$1:\$3

	2024	2025 (3%)	2026 (6%)	2027 (10%)
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<b>Transfer from Endowment (57002)</b>	\$173,570.00	\$177,041.40	\$180,582.23	\$184,193.87
<b>Totals</b>	\$841,781.00	\$865,298.73	\$888,989.49	\$954,827.75
Investment	\$280,593.67	\$288,432.91	\$296,329.83	\$318,275.92
Net	\$561,187.33	\$576,865.82	\$592,659.66	\$636,551.83

# High Level View of the Strategic Plan

**Year 1~ 2025: Implement (& Assess)**

**Year 2~ 2026: Expand (& Assess)**

**Year 3~ 2027: Launch New Campaigns**