

# **A Brief Introduction to Grant Seeking**

Presented by:

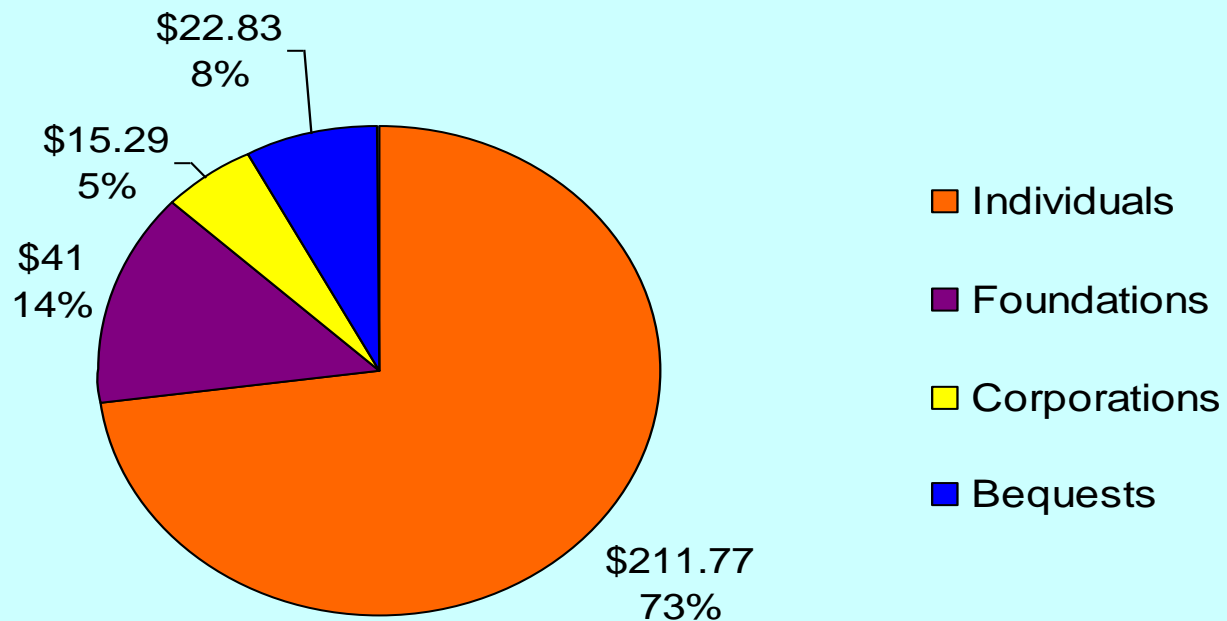
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# Charitable Giving by Source

Source: Giving USA Foundation / Giving USA 2011  
2010 Charitable Giving  
Total = \$290.89 Billion



# Types of funding:

Find a funding source that matches the type of funding needed:

**Capacity Building**

**Capital**

**Program**

**Expansion**

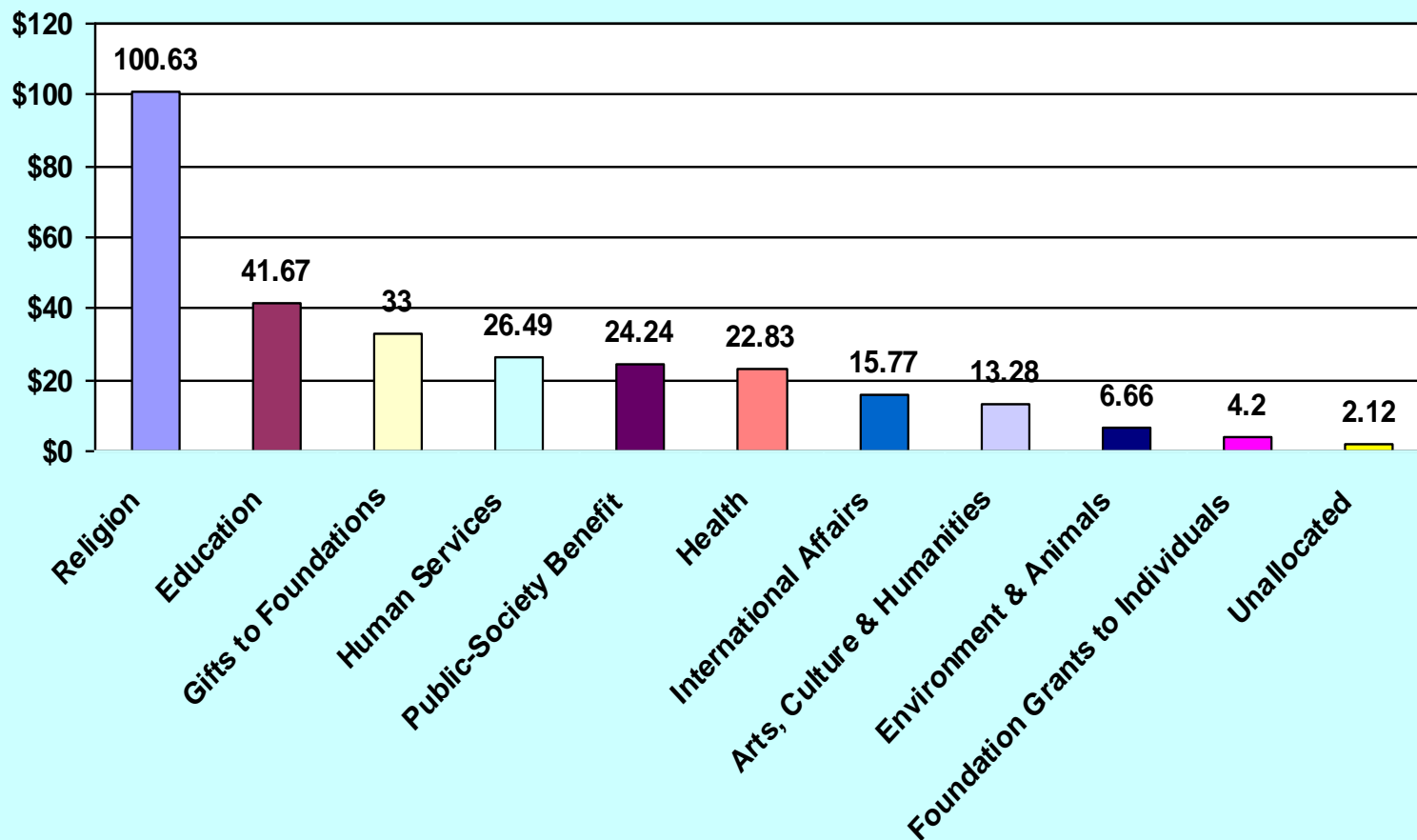
**Operating**

**Research**

# Where the money went in 2010

Source: Giving USA Foundation

Total = \$290.89 Billion



# Important points to consider when seeking grant funds . . .

- A foundation can receive numerous grant requests.
- All of these compete for a limited number of dollars.
- Funding focus is often determined by board members.
- The proposal will often be reviewed by a number of people including staff, committee members and board members.

# Tips for grant writing success...

- Do your homework!
- Talk to a program officer.
- Study and follow all of the guidelines.
- Include all of the required documents and attachments.
- Use the “grandma” rule – write it so your (or someone’s) grandma could understand it.
- Check spelling and grammar.
- Have someone proofread your document for clarity.

# Evaluation and program outcomes

**Understand and clearly articulate the expected outcomes from the proposed project:**

## **Outcomes:**

- **Must be specific**
- **Must be realistic**
  - **Based on experience/prior research**
  - **Must be achievable**
- **Easy to understand**

# Questions that may be asked of the applicant...

- How did this idea come about?
- How does the proposed project relate to the organization's mission?
- Does the proposed project duplicate services already provided by others?
- What are the expected outcomes?
- Has any other financial support been secured for the project?
- How was the project budget determined?
- Do any other organizations/community members support this project?
- How will the project continue to be funded beyond the grant period?



# After a grant decision is announced

- If you receive a grant...
  - Promptly return your grant agreement
  - Be timely with reports
  - Use the funds in accordance to the grant agreement
- If you don't receive an award
  - If appropriate, request feedback on the request
  - Keep in touch

# Resources

## o **Foundation Center® online database**

- Searchable database with more than 96,000 records.
- Free and fee-based information and resources.
- [www.foundationcenter.org](http://www.foundationcenter.org)

## o **GuideStar**

- Free searchable data base of over 1.8 million nonprofit organizations.
- [www.guidestar.org](http://www.guidestar.org)

## o **The Center for Nonprofit Resources – Toledo, Ohio**

- Technical assistance and training for nonprofit organizations.
- Website resource library.
- [www.c4npr.org](http://www.c4npr.org)

## Information gathered from:

Think Like a Funder

Ellen Ingram, University of Toledo Foundation

Grant Proposals - Blueprint for a Quality Project

Pat McConnell

Where to Begin - The Basics Of Grantsmanship

Katherine Lambert-Pennington

# Thank you

Toledo Community Foundation

[www.Toledocf.org](http://www.Toledocf.org)

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