

A Brief Introduction to Grant Seeking

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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

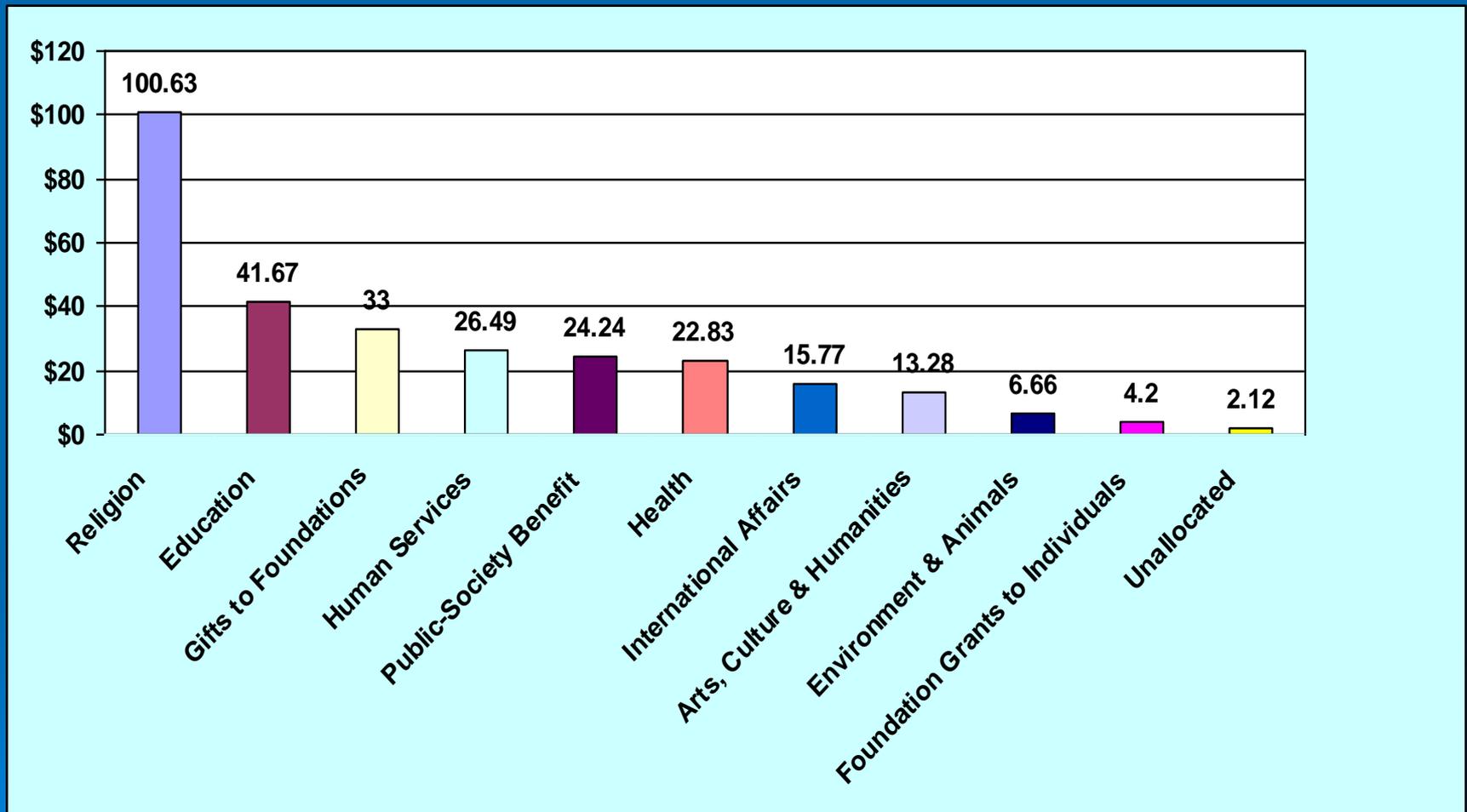
Operating

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

o **GuideStar**

- Free searchable data base of over 1.8 million nonprofit organizations.
- www.guidestar.org

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

- Technical assistance and training for nonprofit organizations.
- Website resource library.
- 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

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