

**Greater Green Bay
Community Foundation**

Grant Writing and Grant Compliance

Amber Paluch

Vice President of Community Engagement



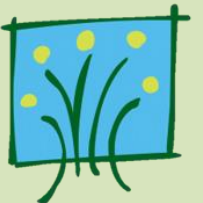
Excellence. Accountability. Impact.™

The Community Foundation Model

“The idea of a foundation that focuses on local and regional needs and builds a permanent endowment through contributions from a wide range of donors has proven its ability to adjust to various cultural, societal and legal environments. This flexibility and ability to reinvent itself is probably the greatest strength of the community foundation model.”

-Lew Feldstein

President, New Hampshire Charitable Foundation



Grant application best practices

- 1) Preparing to apply
- 2) Building a strong proposal
- 3) Ensuring future opportunities



Preparing to apply

Connect with the grantmaker

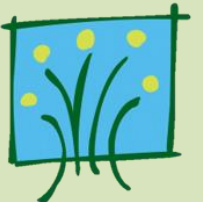
- Advice
- Other opportunities
- Influence



Preparing to apply

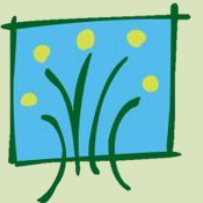
Learn about the grants program

- Eligibility
- Criteria
- Priority areas
- Requirements, deadlines



Building a strong proposal

- Clarity
- Innovation
- Feasibility
- Impact
- Meaningful, defined outcomes and the methods for reporting those outcomes



Building a strong proposal

- Collaborate
- Leverage resources
- Mind your budget
- Stay in good standing
- Demonstrate a match with the foundation



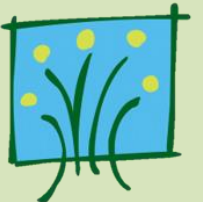
Building a strong proposal

- Improve lives of people served
- Show organizational investment and commitment to the project
- Be clear and descriptive about the project
- Focus on those served, not those serving
- Outcomes, outcomes, outcomes



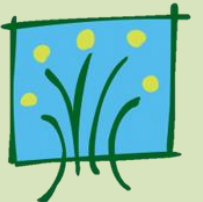
Building a strong proposal: Submitting the application

- Know your stuff.
- Don't assume we know your stuff.
- Answer ALL the questions.
- Write clearly. Have someone review it.
- Avoid predictions.
- Don't promise more than you can deliver.



One more time!

- Defined outcomes
- Measurables
 - Use data to show the need for your program or service
 - Use data to show how you are meeting that need.
- Define success and explain how you will measure it
- Sustainability
- Collaboration



Collaboration

- Collaborative grants support projects undertaken by a partnership of multiple organizations because:
 - the project will benefit from each organization's expertise or services
 - the partnership will enable more effective delivery of the services than individual organizations working alone or separately



Collaboration

- It includes:
 - Jointly developing and agreeing upon common goals and direction.
 - Sharing the risks and responsibility.
 - Working together to achieve those goals, using the expertise and resources of each collaborator.
 - Working within a jointly developed structure.



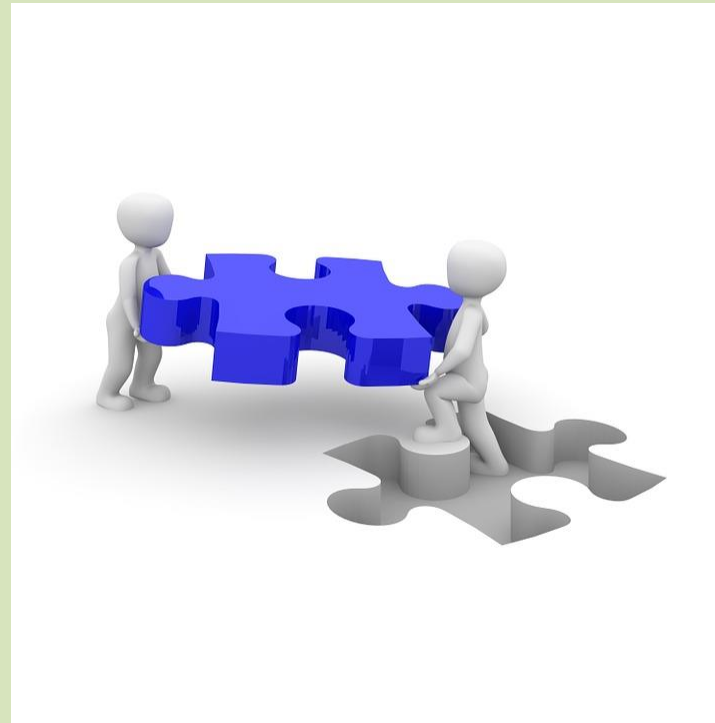
Follow-up: Grant approval

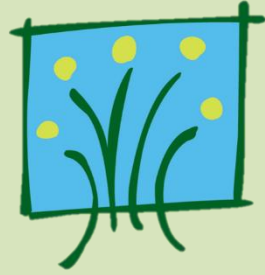
- Share performance measures
- Illustrate by example
- Report data on effects
- Highlight additional community support
- Provide an accounting of the funds



Follow-up: Grant denial

- Don't take “no” for an answer
- Follow-up is critical
- Let's learn together





**Greater Green Bay
Community Foundation**

Questions?

Amber Paluch

Vice President of Community Engagement



Excellence. Accountability. Impact.™