

Governor's Grants Office
Basic Grants Training for NonProfits
May 1, 2013

Grant seeking Basics

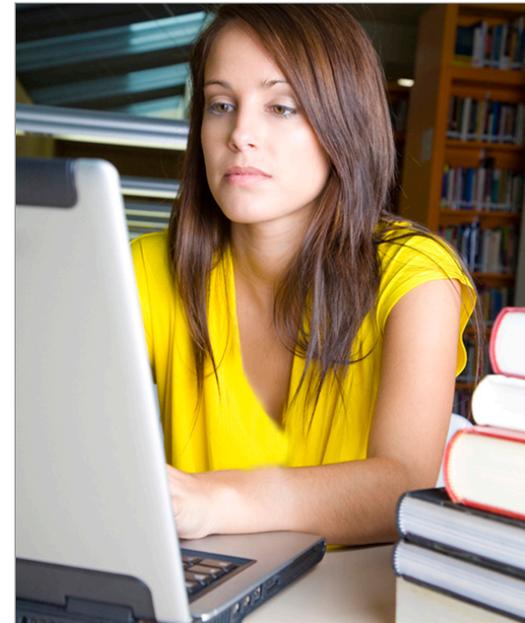
Pat Pasqual



FOUNDATION
CENTER

Cooperating Collections

- More than 460 worldwide – a dozen throughout Maryland
- Free staff assistance
- Free access to Foundation Center databases and other resources
- Free classes



Grantseeking Resources

Resources and Services at the Foundation Center

- Grantmaker information
- Funding research databases
- Nonprofit literature
- Professional reference staff
- Training programs
- Special events

Grantseeking Resources

Where & How To Access the Center's Resources

- Foundation Center Libraries
 - New York
 - Atlanta
 - Cleveland
 - San Francisco
 - Washington, D.C.
- Web sites
 - foundationcenter.org
 - grantspace.org

www.foundationcenter.org



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GET STARTED	FIND FUNDERS	GAIN KNOWLEDGE	What's New
<p>Ask Us! We Have the Answers</p> <p>Get answers to your questions about funding research and foundations by e-mail or live chat — with extended chat hours Monday through Wednesday. Our librarians are here to help you find the information you need.</p> <p>Ask us a question>></p> <p><i>Get answers. Sharpen proposals. Sign up for courses.</i></p>	<p>Foundation Finder</p> <p>Name: <input type="text"/></p> <p>State: <input type="text"/></p> <p>ZIP Code: <input type="text"/></p> <p>SEARCH</p> <p>More search options>> Get the widget>></p> <p>Start Searching>></p> <p><i>Locate grants. Refine searches. Connect to helpful resources.</i></p>	<p>Data for Good</p> <p>In Alliance magazine's September issue on what data can do for philanthropy, the Foundation Center's Vice President for Research Larry McGill explores some of the challenges and opportunities for the philanthropic sector posed by Big Data.</p> <p>Read the article>></p> <p><i>Stay current. Learn from the experts. Tap our research collection.</i></p>	<p>Headlines Events</p> <p>Information + Innovation = Knowledge</p> <p>View the infographic>></p>



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GRANTSPACE > **SKILLS**

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DEVELOPING PROPOSALS [GO »](#)



MANAGING NONPROFITS [GO »](#)



ALL SKILLS

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- [Boards](#)
- [Collaboration](#)
- [Communications/Marketing](#)
- [Corporate Giving](#)
- [Developing Proposals](#)
- [Finding Funders](#)
- [Foundation Fundraising](#)
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- [Incorporation](#)
- [Individual Donors](#)
- [Legal Issues](#)
- [Managing Nonprofits](#)
- [Reporting](#)
- [Voluntarism](#)

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Developing Proposals

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What Are Potential Red Flags When You Are Reviewing Proposals?

00:01:25

Grantmakers share their insights and advice on proposals, relationships with nonprofit organizations, and more.

LISTEN

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Philanthropy Chat: Benton Murphy on Grant Reports

00:13:07



Philanthropy Chat: Benton Murphy on Letters of Intent/Inquiry

00:17:22



Philanthropy Chat: Dalya Massachi on Writing Outstanding Fundraising and Marketing Materials

00:12:20



WE RECOMMEND

The Grantseeker's Guide to Winning Proposals

The latest addition to our best-selling *Winning Proposals* series includes 35 actual, funded proposals reprinted in their entirety.



LIVE CHAT

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The Future Funding Question: How Do You Answer?

Kevin Monroe, X Factor Consulting, and Dave Koser, Lancaster County Community Foundation, explore how to respond to funders' questions about nonprofit sustainability, especially in the context of grant proposals.

Applications Not Accepted: Get on Their Radar

Foundation Center president Bradford Smith and grant writing consultant Pamela Grow answer your questions on how to approach foundations that do not accept unsolicited proposals.

ONLINE CLASSES

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Proposal Writing Short Course

Self-Paced eLearning | Free
Learn the key components of a proposal to a foundation. Offered in English, French, Mandarin, Portuguese, Russian, and Spanish.

Proposal Budgeting Basics Tutorial

Self-Paced eLearning | Free
Learn to prepare and present a budget in a grant proposal. Offered in English and Spanish.

WE RECOMMEND

The Grantseeker's Guide to Winning Proposals

The latest addition to our best-selling *Winning Proposals* series includes 35 actual, funded proposals reprinted in their entirety.



\$39.95

BUY NOW

The Foundation Center's Guide to Proposal Writing, 5th Edition

The newest edition of our most popular Guide, with grantmaker perspectives on the latest trends in reviewing proposals.



\$39.95

BUY NOW

Guía para escribir propuestas

The Spanish-language translation of our 5th edition *Guide to Proposal Writing*.



\$39.95

BUY NOW

LIVE CHAT

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The Future Funding Question: How Do You Answer?

Kevin Monroe, X Factor Consulting, and Dave Koser, Lancaster County Community Foundation, explore how to respond to funders' questions about nonprofit sustainability, especially in the context of grant proposals.

Applications Not Accepted: Get on Their Radar

Foundation Center president Bradford Smith and grant writing consultant Pamela Grow answer your questions on how to approach foundations that do not accept unsolicited proposals.

Proposal Development: What Not to Do

Nonprofit marketing consultant Pamela Grow and The Cleveland Foundation's program officer Kevin McDaniel answer questions about what to do or not do when developing proposals for foundation grants.

FORUMS

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Free Accounting Software

How are you raising money for technology?

New Non Profit Needs Business Plan

GET ANSWERS

MORE

Q: How can I learn about researching and cultivating individual donors?

Q: Where can I find information about government grants?

Q: Where can I find information on corporate giving?

Q: How do I find grants for my nonprofit?

Q: How do I write a grant proposal?

SAMPLE DOCUMENTS

MORE

Cover Letter from Center for Effective Philanthropy to Charles Stewart Mott Foundation

Request for multiyear general operating support for capacity building.

Letter Proposal from Puppies Behind Bars to Planet Dog Foundation

Letter proposal for training support.

Cover Letter from New York Hall of Science to the Morris and Alma Schapiro Fund

Request for general operating support.

ONLINE CLASSES

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Proposal Writing Short Course

Self-Paced eLearning | Free
Learn the key components of a proposal to a foundation. Offered in English, French, Mandarin, Portuguese, Russian, and Spanish.

Proposal Budgeting Basics Tutorial

Self-Paced eLearning | Free
Learn to prepare and present a budget in a grant proposal. Offered in English and Spanish.

Proposal Budgeting Basics in Spanish: Elementos básicos del presupuesto de un proyecto webinar

Recorded Webinar | Free
Aprenda a preparar y presentar el presupuesto de un proyecto en su solicitud de fondos.

Proposal Writing: The Comprehensive Course

Self-Paced eLearning | \$189.95
A thorough, step-by-step guide to preparing an effective proposal for foundation support, covering every section of the proposal. Includes a copy of *The Foundation Center's Guide to Winning Proposals*, a \$39.95 value.

TRAINING EVENTS

MORE »

Guide to Online Grantseeker Resources, and Proposal Writing Basics with Foundation Directory Online

Mar 16, 2012, 9:00 am - 11:30 am

Tyler, Texas | Classroom

Learn to navigate and use the wide range of resources available on the Foundation Center's newest web site, GrantSpace.org, learn the key components of a proposal to a foundation, and gain an introduction to the Foundation Center's comprehensive online database, *Foundation Directory Online Professional*.

Free

Grantseeker Training Institute

Mar 19, 2012, 9:00 am - Mar 23, 2012 4:00 pm

Washington, District of Columbia | Classroom

Master the keys to successful grantseeking in just five days. Improve the sustainability of your nonprofit by sharpening your grantseeking focus and articulating your funding requests more powerfully.
795.00

Proposal Writing Basics and Introduction

Getting Ready to Apply!

- Fundraising Plan
- Timeline
- Team
 - Project leader, Director, Finance manage
- Record keeping system

Overview of the grantseeking process:

- Getting ready to apply– how's your credibility?
- Research and application process
- Proposal preparation & submission

Grantmaking Realities:

- 2008 \$46.8 Billion
- 2009 \$45.8 Billion
- 2010 \$45.7 Billion
- 2011 \$46.9 Billion

Philanthropic Landscape

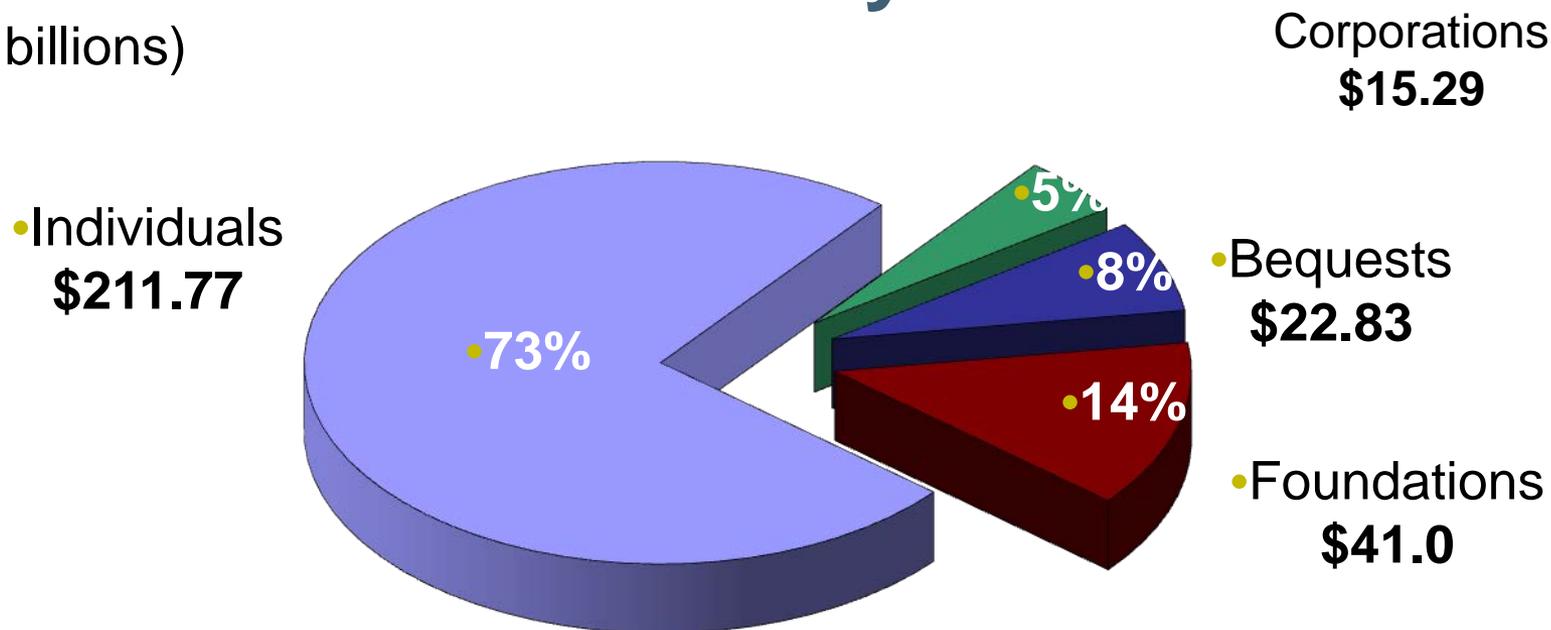
Number of Grantmakers: 76,600

Number of Nonprofits: 1.5 Million*

Private Contributions

• Private Contributions by Source

(\$ in billions)



• Total Giving: \$290.89 billion

Institutional Funders Data

- Private Foundations –990PF
 - Lack of staff/websites/publications
- Public Charity Grantmakers -- 990
 - Community Foundations
 - Topical Foundations
- Corporate Givers -- ?????
- Others

IRS 990-PF shows foundation assets

http://990s.foundationcenter.org/990pf_pdf_archive/526/526036106/526036106_20111

foundationcenter.org

Form 990-PF OMB No. 1545-0052

Return of Private Foundation or Section 4947(a)(1) Nonexempt Charitable Trust Treated as a Private Foundation

Note. The foundation may be able to use a copy of this return to satisfy state reporting requirements.

2011

Department of the Treasury Internal Revenue Service

For calendar year 2011 or tax year beginning _____ and ending _____

Name of foundation: **THE ABELL FOUNDATION, INC** A Employer identification number: **52-6036106**

Number and street (or P.O. box number if mail is not delivered to street address): **111 S. CALVERT ST** B Telephone number: **410-547-1300**

City or town, state, and ZIP code: **BALTIMORE, MD 21202** C If an exemption application is pending, check here:

G Check all that apply: Initial return Initial return of a former public charity D 1 Foreign organizations, check here:

Final return Amended return 2 Foreign organizations meeting the 80% test, check here and attach computation:

Address change Name change E If private foundation status was terminated under section 507(b)(1)(A), check here:

H Check type of organization: Section 501(c)(3) exempt private foundation F If the foundation is in a 60-month termination under section 507(b)(1)(B), check here:

Section 4947(a)(1) nonexempt charitable trust Other taxable private foundation

I Fair market value of all assets at end of year: Cash Accrual Other (specify) _____

From Part II, col. (c), line 16: **306,430,012.** (Part I, column (d) must be on cash basis.)

	(a) Revenue and expenses per books	(b) Net investment income	(c) Adjusted net income	(d) Disbursements for charitable purposes (cash basis only)
Part I Analysis of Revenue and Expenses (The total of amounts in columns (a), (b), and (c) may not necessarily equal the amounts in column (d).)			N/A	
1 Contributions, gifts, grants, etc., received				
2 Check <input checked="" type="checkbox"/> If the foundation is not required to attach Sch D interest on savings and temporary cash investments				
3 Cash investments				
4 Dividends and interest from securities	5,287,689.	6,522,334.		
5a Gross rents				
b Net rental income or (loss)				
6a Net gain or (loss) from sale of assets not on line 10	18,679,335.			STATEMENT 1
b Gross sales price for all assets on line 6a	52,103,827.			
7 Capital gain net income (from Part IV, line 2)		2,095,830.		
8 Net short-term capital gain				
9 Income modifications (Gross sales less volume and allowances)				
10a Less: Cost of goods sold				
b Less: Cost of goods sold				
c Gross profit or (loss)	<722,775.	>26,061,245.		STATEMENT 2
11 Other income	23,244,249.	34,679,409.		
12 Total. Add lines 1 through 11				
13 Compensation of officers, directors, trustees, etc.	547,231.	0.		544,964.
14 Other employee salaries and wages	863,854.	0.		865,351.
15 Pension plans, employee benefits	592,877.	0.		515,275.
16a Legal fees STMT 3	279,137.	0.		175,260.
b Accounting fees STMT 4	43,075.	0.		66,685.
c Other professional fees STMT 5	113,416.	0.		113,736.
17 Interest				
18 Taxes STMT 6	391,272.	0.		0.
19 Depreciation and depletion	27,868.	0.		
20 Occupancy NOV 21 2012	210,981.	0.		210,981.
21 Travel, conferences, and meetings	16,623.	0.		16,623.
22 Printing and duplications	55,712.	0.		55,712.
23 Other expenses ODDEN, JT	1,605,807.	1,207,317.		403,677.
24 Total operating and administrative expenses. Add lines 13 through 23	4,747,853.	1,207,317.		2,968,264.
25 Contributions, gifts, grants paid	16,816,405.			11,960,694.
26 Total expenses and disbursements	21,564,258.	1,207,317.		14,928,958.
27 Subtract line 26 from line 12:				
a Excess of revenue over expenses and disbursements	1,679,991.			
b Net investment income (if negative, enter -0-)		33,472,092.		
c Adjusted net income (if negative, enter -0-)			N/A	

1330012-02-11 LHA For Paperwork Reduction Act Notice, see instructions Form 990-PF (2011)

4:47 PM
4/30/2013

Corporate Giving

- Corporate Foundations
 - pass through or endowed
- Direct Corporate Giving

- Public Relations/Business Expenses
 - Sponsorships or CRM

The World of Grantmakers

What Is a Private Foundation?

- Nongovernmental, nonprofit organization
- Has its own funds or endowment
- Managed by its own trustees or directors
- Established to aid educational, social, religious, scientific, or other charitable activities through the making of grants

The World of Grantmakers

Types of Private Foundations

- Independent
 - Company-sponsored
 - Operating
-

~ 5% payout requirement

~ Must disclose total giving and grants through Form 990-PF

The World of Grantmakers

Other Types of Grantmakers

- **Direct Corporate Giving Programs**
 - Research through sponsoring companies
- **Grantmaking Public Charities**
 - Disclose activities through Form 990
 - Includes:
 - Community foundations
 - Population or issue-oriented funds
 - Company-sponsored

Finding Funding Partners



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Finding Funding Partners

Identifying Funding Needs

- Why do I need funding and what kind do I need?
- How much do I need?
- When do I need the funds?

Finding Funding Partners

Look for the match:

- Who funds in my area of interest?
- Who funds in my geographic region?
- Who will provide the type of support I need?

Finding Funding Partners

Refine the match:

- Has the grantmaker funded organizations like mine?
- How much does the grantmaker give to organizations like mine?

Foundation Center

- Over 100,000 grantmaker profiles
- Over 2.4 million records in our Grants database
- Keyword-searchable 990s database
- Updated weekly
- Congressional district search option



FOUNDATION DIRECTORY ONLINE PROFESSIONAL

The Carski Foundation, Inc.

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Profile People 990s

Profile

Last Updated: 8/30/2009

Standard View Compact View

The Carski Foundation, Inc.

2 Oak Hampton Dr.
Lutherville, MD 21093-5930
Telephone: (410) 337-8366
Contact: Theodore R. Carski, Pres.
Type of Grantmaker: Independent foundation
IRS Exemption Status: 501(c)(3)
EIN: 526053525
990-PF: 2008 2007 2006 2005 2004 2003 2002 2001

Donor(s): Theodore J. Carski.
Background: Established in MD.
Limitations: Giving primarily in Baltimore, MD.
Fields of Interest: Subjects: Arts, multipurpose centers/programs; Christian agencies & churches; Education, early childhood education; Higher education, college.
Geographic Focus: Maryland.
Types of Support: General/operating support.
Application Information: Initial approach: Letter
Deadline(s): None
Officers: Theodore R. Carski, President; Thomas E. Carski, Vice President and Secretary.
Directors: Deborah M. Carski; Kevin Carski; Theodore H. Carski; Trudi T. Carski.
Financial Data: Year ended 12/31/08: Assets: \$644,358 (market value); Expenditures: \$28,270; Total giving: \$24,500; Qualifying distributions: \$24,500; Giving activities include: \$24,500 for grants.
Additional Location Information: County: Baltimore; Metropolitan area: Baltimore-Towson, MD; Congressional district: [Maryland District 2](#).

Tools

- E-mail
- Print/Save
- Add to My Alerts

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FOUNDATION DIRECTORY ONLINE PROFESSIONAL

The Abell Foundation, Inc.

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- Profile
- Search Grants
- Map Grants
- Chart Grants
- News
- Publications

Profile

Last Updated: 9/12/2011

Standard View Compact View

Jump To

- Online Communications
- Donor(s)
- Background
- Limitations
- Purpose and Activities
- Program Area(s)
- Fields of Interest
- Geographic Focus
- Types of Support
- Publications
- Application Information
- Officers and Trustees
- Staff
- Memberships
- Financial Data
- Additional Location Information
- Selected Grants

At A Glance

The Abell Foundation, Inc.
 111 S. Calvert St., Ste. 2300
 Baltimore, MD 21202-6174
 Telephone: (410) 547-1300
 Contact: Robert C. Embry, Jr., Pres.
 Fax: (410) 539-6579
 E-mail: abell@abell.org
 URL: www.abell.org

Type of Grantmaker

Independent foundation

IRS Exemption Status

501(c)(3)

Financial Data

(yr. ended 12/31/10)
 Assets: \$343,319,609
 Total giving: \$9,022,973

EIN

526036106

990-PF

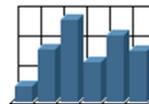
2010 2009 2008 2007 2006 2005 2004 2003
 2002 2001

The IRS has announced processing errors on electronically filed Forms 990 for filing years 2007-2009. [Learn More»](#)

Map Grants



Chart Grants



Tools

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Other Grantseeking Resources

- Besides Foundation Center and Governor's Grants Office there are:
- Grantmaker Publications
 - Online and Print
- Funding research databases
- Nonprofit periodicals
- 990PF
- association of private funders
 - www.givingforum.org
- association of nonprofits
 - <http://www.marylandnonprofits.org>