

Getting Money!

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Getting Money!

•Learning Objectives

- Able to analyze your organization
 - “Valuing” your grant idea
 - “Valuing” your program
 - “Valuing” your program’s strategic statements
- Able to analyze a potential funder
 - Overview of funders
 - Choosing & contacting them
 - “Valuing” a potential funder

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Getting Money!

Value

Merit

She is a good cardiologist!

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Getting Money!

Value

Worth

I don't need a cardiologist!

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Issues in Valuing

Having value
Having value shared by all concerned
Is value perception subjective or objective?

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Issues in Valuing

Intrensic value
Extrensic value

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Getting Money!

Valuing your Idea

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Getting Money!

Exploring your organization

Mission

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Getting Money!

Exploring your organization

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Getting Money!

Exploring your organization

Goals

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Getting Money!

Exploring your organization

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Getting Money!

Exploring funders

- In the world of commerce, venture capital fuels promising new businesses.
- Foundation grants do the same thing, providing the seed money that makes it possible for new ideas to be tested.

WASHINGTON
GRANTMAKERS

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Getting Money!

Exploring funders

•Private foundations are the "venture capitalists" of change and progress, providing the financial backing and support that allows innovations in science, religion, welfare, education, the arts and other sectors.

•In the business world, foundation grants would be called "venture capital" – the seed money that enables an idea to be tested. Private foundations help ensure the viability of individual ideas, and in doing so preserve the pluralism of American society.

WASHINGTON
GRANTMAKERS



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Getting Money!

Exploring funders

•An important practical advantage of private grantmaking is expressed in a Roman proverb: "He gives a benefit twice who gives quickly."

•While it may take years for a government agency to respond to a grant request, most private foundations have relatively simple application procedures. Unfettered by elaborate hierarchies, private foundations are often the only solution when the project seeking sponsorship must be carried out quickly or not at all.

•In addition to sponsoring new ideas, private foundations have a long tradition of providing critical community services and supporting the institutions that enrich our lives

WASHINGTON
GRANTMAKERS



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Getting Money!

Exploring funders

• Categorizing Funders

- ✓ Government
- ✓ Private philanthropy
- ✓ Geographic reach
- ✓ Funding priorities
- ✓ What they DO and DON'T fund
- ✓ Information requirement



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Getting Money!

Exploring funders

• Category - Government

- ✓ State 
- ✓ Federal  <http://www.grants.gov/>

<http://www.state.mn.us/portal/mn/jsp/home.do?agency=NorthStar>
Search: "Grants"



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Exploring funders

• Category - Private philanthropy

- ✓ Private Foundations
 - ✓ Individual
 - ✓ Family
 - ✓ Corporate
 - ✓ Operating
- Private Foundations: A non-governmental, nonprofit organization with funds (usually from a single source, such as an individual, family, or corporation) and program managed by its own trustees or directors. Private foundations are established to maintain or aid social, educational, religious, or other charitable activities serving the common welfare, primarily through the making of grants.*

CMP Council of Michigan Foundations
Serving grantmakers. Advancing giving.



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Exploring funders

• Category - Private philanthropy

- ✓ Operating Foundations, etc.
- Operating Foundations:** Like private independent foundations, the source of their assets is usually an individual or a small group of donors, and they are subject to most of the same rules and regulations. However, they accomplish their charitable purposes largely by operating their own programs rather than by making grants.

CMP Council of Michigan Foundations
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Foundations 1-25 Foundations 26-50 The McKnight Foundation Patrick and Aimee Butler Family Foundation Bush Foundation Kopp Family Foundation The Blandin Foundation Central Minnesota Community Foundation The Minneapolis Foundation The Andreas Foundation The Saint Paul Foundation, Inc. Jerome Foundation Northwest Area Foundation WEM Foundation Andersen Foundation RBC Dain Rauscher Foundation General Mills Foundation Ecolab Foundation 3M Foundation Star Tribune Foundation Otto Bremer Foundation The Pillsbury Company



Foundation Target Foundation Mary Livingston Griggs and Mary Griggs Burke Foundation Garmar Foundation Mardag Foundation Xcel Energy Foundation Ordean Foundation Hiawatha Education Foundation Carl and Verna Schmidt Foundation F. R. Bigelow Foundation HRK Foundation The Cargill Foundation Hugh J. Andersen Foundation UnitedHealth Foundation Bayport Foundation, Inc. Charles and Ellora Alliss Educational Foundation Marshall H. and Nellie Alworth Memorial Fund ADG Foundation Deluxe Corporation Foundation

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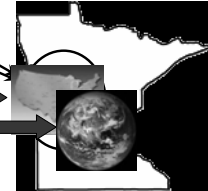


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Exploring funders

- **Category - Geographic reach**

- ✓ Local
- ✓ Regional
- ✓ Statewide
- ✓ Federal
- ✓ International



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Exploring funders

Otto Bremer Foundation

"In accordance with the principles set forth by Otto Bremer in his trust agreement, the mission of the Otto Bremer Foundation is to assist people in achieving full economic, civic and social participation in and for the betterment of their communities. Beneficiaries *must reside in the states of Minnesota, Wisconsin, North Dakota or Montana*, with preference given to those in regions served by Bremer banks."

<http://fdncenter.org/grantmaker/bremer/index.html>

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Exploring funders

- **Category - Funding priorities**

- ✓ Health services
- ✓ Social services
- ✓ Science
- ✓ Social issues
- ✓ Environment, etc.

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Exploring funders



<http://www.target.com/gp/homepage.html/601-5623738-1384128>

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Exploring funders

3M Worldwide

<http://www.3m.com/>
Search: "Grants"

Innovative and Practical Solutions
from a Diversified Technology Company

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Exploring funders

- **Category - *Who they fund***
 - ✓ Higher education
 - ✓ Non-profit organizations
 - ✓ Faith based groups, etc.

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Exploring funders



<http://www.mcknight.org/grantsprograms/index.aspx>

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Exploring funders

- **Category - *What they fund***
 - ✓ Program support
 - ✓ Training
 - ✓ Planning
 - ✓ Equipment
 - ✓ Conferences, Etc.
 - ✓ Capital Investments
 - ✓ Operational costs
 - ✓ Planning efforts
 - ✓ Information Technology, Etc.

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Exploring funders

Charles Stewart Mott Foundation



<http://mott.org/index.asp>

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Getting Money!

Exploring funders

- **Category - *What they DON'T fund***
 - ✓ Capital Investments
 - ✓ Operational costs
 - ✓ Planning efforts
 - ✓ Information Technology, Etc.

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Exploring funders



<http://www.benjerry.com/foundation/>

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Getting Money!

Exploring funders

- **Category - Information Requirement**
 - ✓ Minimal
 - ✓ Moderate
 - ✓ Considerable

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Getting Money!

Exploring funders



Minimal

<http://www.benjerry.com/foundation/>

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Getting Money!

Exploring funders



Considerable

<http://www.grants.gov/GetStarted>

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Getting Money!

Exploring funders

- **Know your funding sources**
 - Know their perspectives
 - Match their funding priorities

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Exploring funders



<http://cgonline.foundationcenter.org/>

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Getting Money!

Exploring funders

GuideStar.org

<http://www.guidestar.org/services/ge.jsp>

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Getting Money!

Exploring funders

The Foundation Directory ON LINE

<http://fconline.fdncenter.org/>

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Exploring funders

THE CHRONICLE OF PHILANTHROPY
THE NEWSPAPER OF THE NONPROFIT WORLD

<http://philanthropy.com/>

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Exploring funders

MINNESOTA COUNCIL
ON FOUNDATIONS
the source on minnesota philanthropy

<http://www.mcf.org/index.html>

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Exploring funders

AFP Foundation for Philanthropy

http://www.afpnet.org/resource_center/about_the_center

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Getting Money!

Exploring funders

nonprofit enterprise at work
helping nonprofits succeed

<http://www.new.org/education/workshops/wsf.html>

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Getting Money!

Exploring funders

•Written / On-line Resources

- Catalog of Federal Domestic Assistance
- Monitoring Legislation
- Monitor Government Documents
- Federal Register (*Proposed Competition Announcements*)
- Commerce Business Daily
- Foundation Directory
- Foundation Directory Part 2 (Small)

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