



FOUNDATION CENTER

INTRODUCTION TO FINDING GRANTS

The 10 Most Important Things You Need To Know About Finding Grants



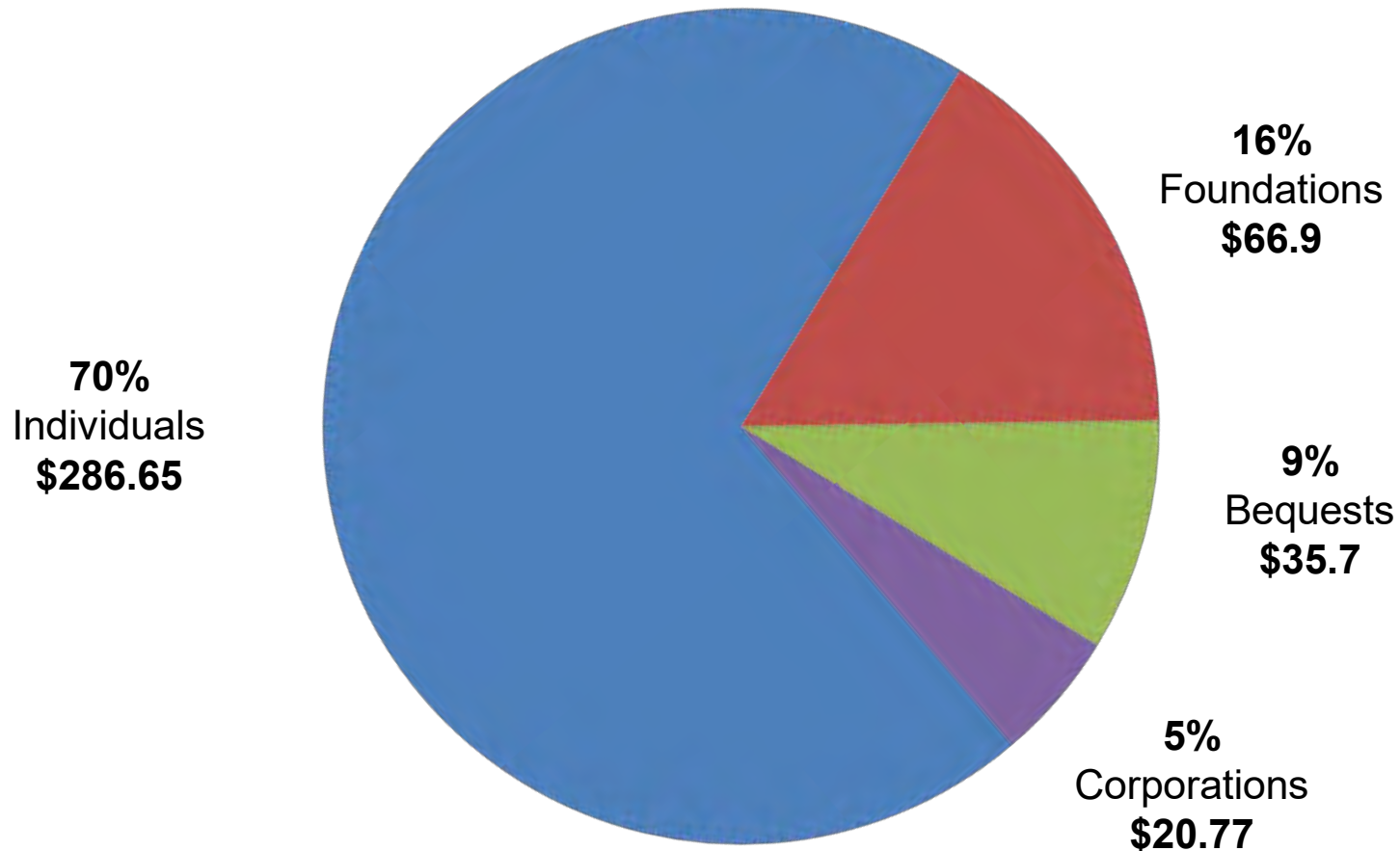
#1

You Can't Survive On Grants Alone



Private Contributions By Source

Total Giving: \$410 (\$ in billions)



Source: [Giving USA 2018, Giving USA Foundation.](#)

Researched and written by the Center On Philanthropy at Indiana University

#2

Not All Foundations Are Alike



Private Foundations

There Are Three Main Types:

Independent

Company-sponsored

Operating

#3

**Foundations MUST
Give Money Away**



Other Types of Grantmakers

Direct Corporate Giving Programs

Grantmaking Public Charities

Funder Motivations

Private Foundations

Primarily want to fulfill philanthropic goals and interests while supporting a variety of issues through an objective process

Corporations

Tend to focus more on branding, visibility and Corporate Social Responsibility (CSR)

Grantmaking Public Charities

Typically want to make an impact in designated communities or regions, or focus on specific population groups or issue areas

#4

**Grant Writing Is Never
About The NEED Of Your
Organization**



Credibility

Are you a legal nonprofit?

Do you have a compelling mission that is compatible with the funder's focus area?

Do you have strong leadership?

Do you provide high-quality programs that meet a real need in the community?

Do you have a strong organizational and financial infrastructure?

#5

Do Your Homework First



#6

**The One Size Fits All
Approach Doesn't Work**



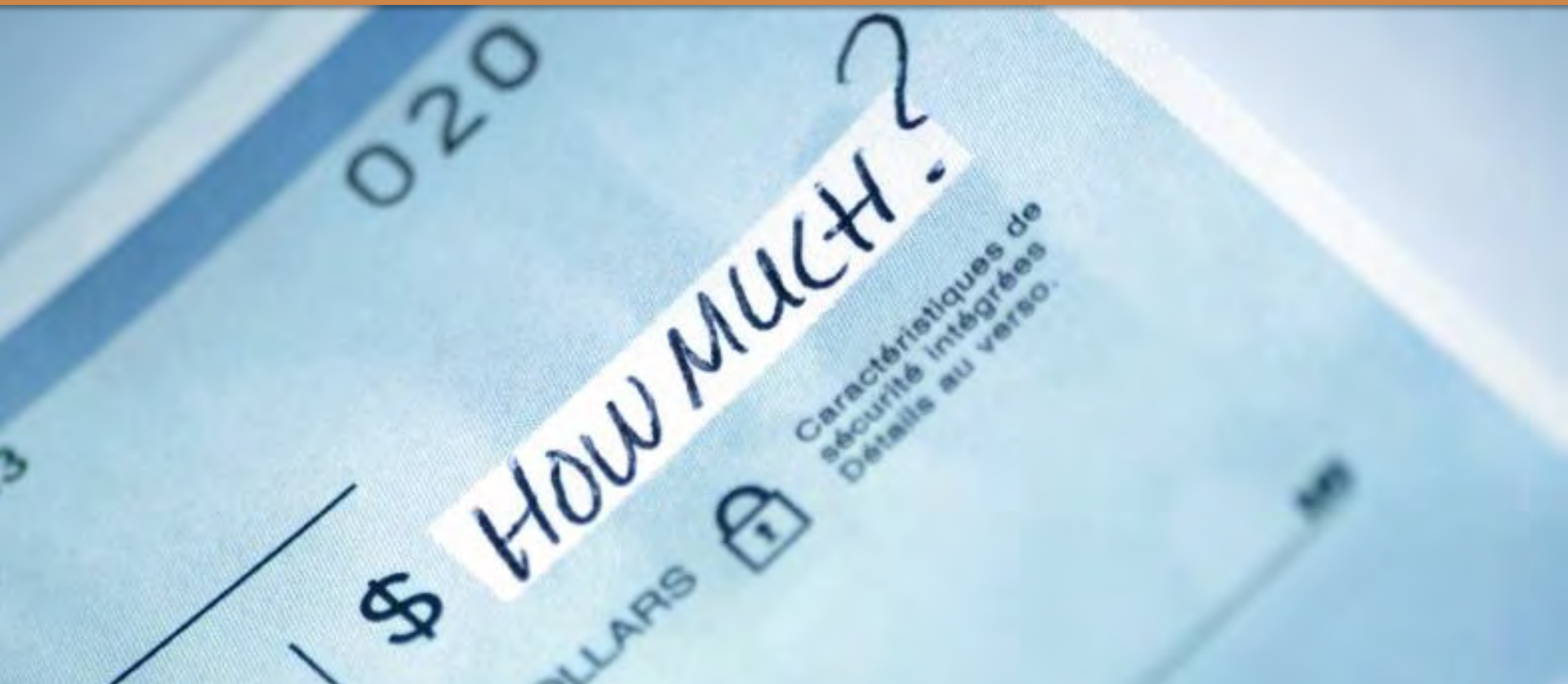
#7

**To Get The Grant, You Have
To Find The Right Match**



#8

Ask For The Right Amount



#9

**You Don't Need To Know Someone
To Get A Grant, But It Can Help You
Get Your Foot In The Door**



#10

**The Proposal Is Typically
Not The First Thing
A Foundation Wants**



Key Takeaways



{ What's Next? }

Introduction To Proposal Writing

(Live in-person)

<http://bit.ly/IntroProposalWritingFC>

How To Cultivate Meaningful Relationships With Funders

(Self-paced eLearning)

<http://bit.ly/CultivateFundersFC>

How To Start Measuring Your Organization's Impact


(Webinar recording)

<http://bit.ly/MeasureImpactFCRewind>



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{ Exercise }



**Describe your
program and
start your
research**



Thank you



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