



Sustaining Biological Infrastructure

- An ESA Training Initiative, funded by NSF
- Relevant skills training for project leaders in:
 - Financial management & fundraising
 - Strategic planning
 - Communication & stakeholder management
- Interactive, hands-on learning
- esa.org/sbi/

“We have gone from approx. \$2M in current grants in 2015 to \$12M in 2019. We have also endowed the collection manager positions. At the same time we have made the operation leaner and more sustainable, with a 3-year collection strategic plan and new understanding and enthusiasm by the Board for collections and collection-related research. I found the SBI course to be quite valuable.”



Upcoming Events

ESA Annual Meeting:

- Harnessing the Ecological Data Revolution
- Latebreaking poster abstracts due: April 30
- www.esa.org/saltlake/
- SBI Events at the Annual Meeting
 - Social networking hour (Wednesday evening)
 - Workshop on developing logic models (Thursday lunchtime)

Upcoming SBI Course:

- Fall 2020 Online: Strategies for Success (online)
- esa.org/sbi/strategies-for-success/

Contact Us

Bill Michener: William.Michener@gmail.com

SBI Training Initiative:

 www.esa.org/sbi

 sbi@esa.org

 [@esa_sbi](https://twitter.com/esa_sbi)

Download the handout



Housekeeping Notes:

- Use the questions pod to enter questions
- Use the chat box to message the organizers
- Please stay muted
- Thank you!



Sustaining Biological Infrastructure

Harnessing Private Foundation Funding
to Support Your Research and
Education Activities

William Michener
University of New Mexico

Roadmap

- Why tap foundation funding?
- What do foundations do/want?
- Where do I find relevant foundations?
- How do I get foundation support?

Why tap foundation funds?



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Typically, one substantial source of income
Like a single-legged stool...



Think about the strengths and weaknesses of this
one, key funding source

Second leg of the stool...

Often the best opportunity for growth



- Government contracts
- Earned income
- Support from our institution

And there is an obvious third leg

Private grants: foundations and corporate

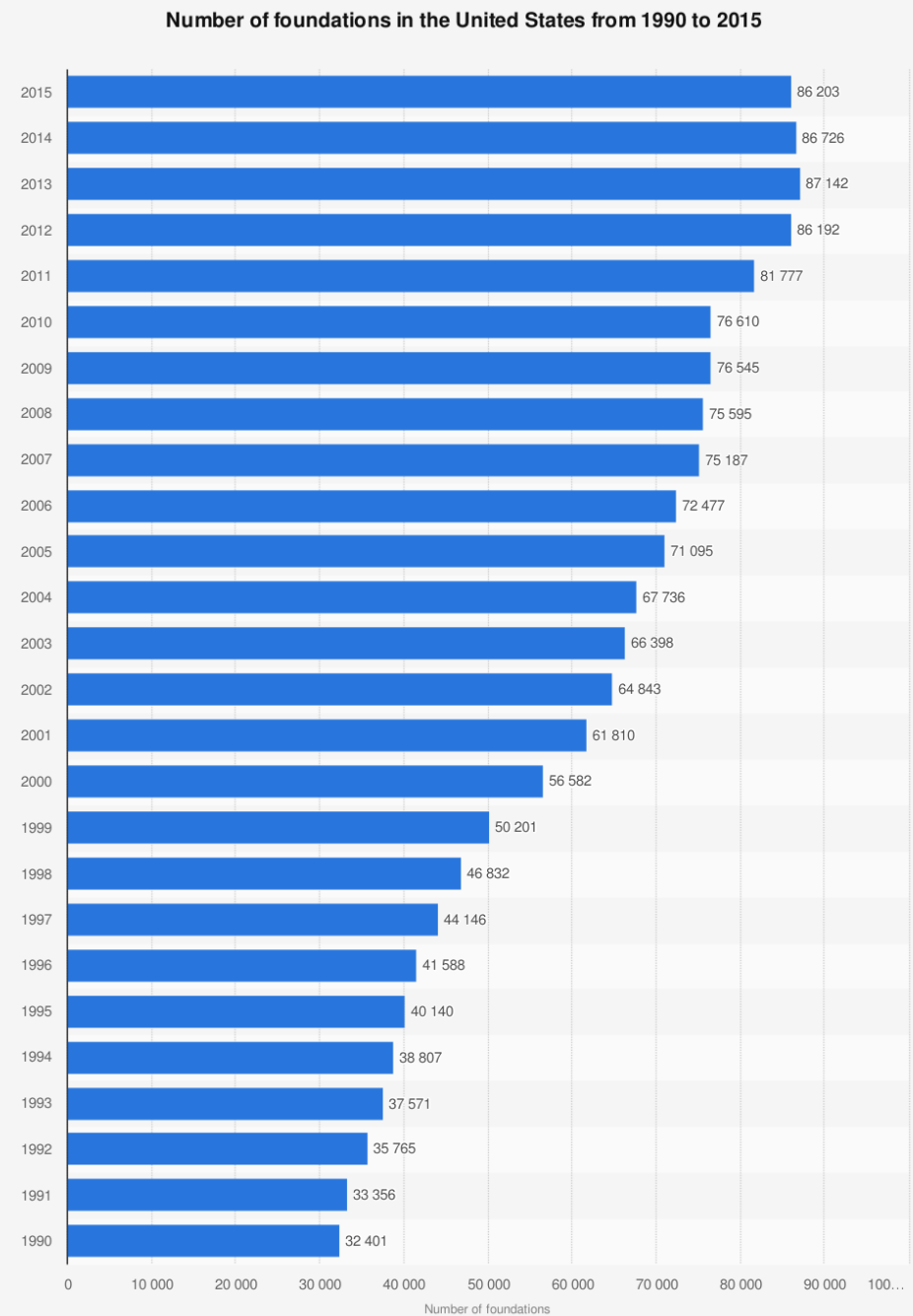


Worth exploring because:

- Have grant guidelines we can research
- Have staff / build relationships
- Used to funding professional organizations
- There are many, many foundations

Foundation Trends

- Two-thirds of foundations are family foundations
- Growth is driven by the rich and tax incentives / disincentives
- Average grants continue at \$35K - \$50K





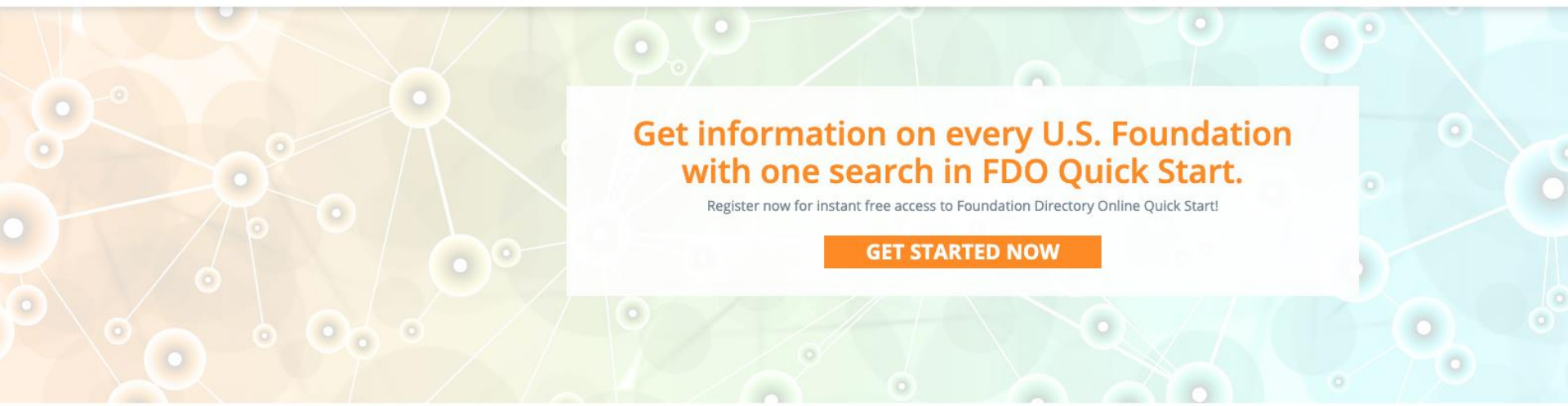
Username or e-mail

Password

LOG IN



Forgot your username, e-mail or password?

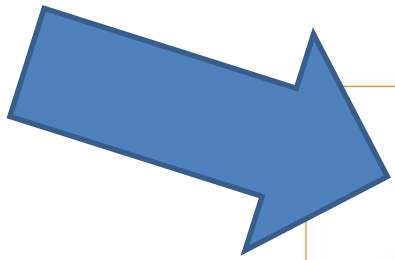


Get information on every U.S. Foundation with one search in FDO Quick Start. Register now for instant free access to Foundation Directory Online Quick Start! GET STARTED NOW

FDO Quick Start is your answer for looking up information on any U.S. foundation on your prospect list.

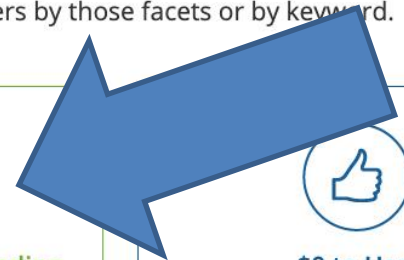
Find the foundation you're looking for by name, EIN, location, and assets or giving range.

Search the IRS Forms 990 and 990-PF for those funders by those facets or by keyword.



100,000 Foundations (with flag icon)

\$52 Billion in Annual Funding (with dollar bill icon)



\$0 to Use! (with thumbs up icon)

What do foundations do/want?



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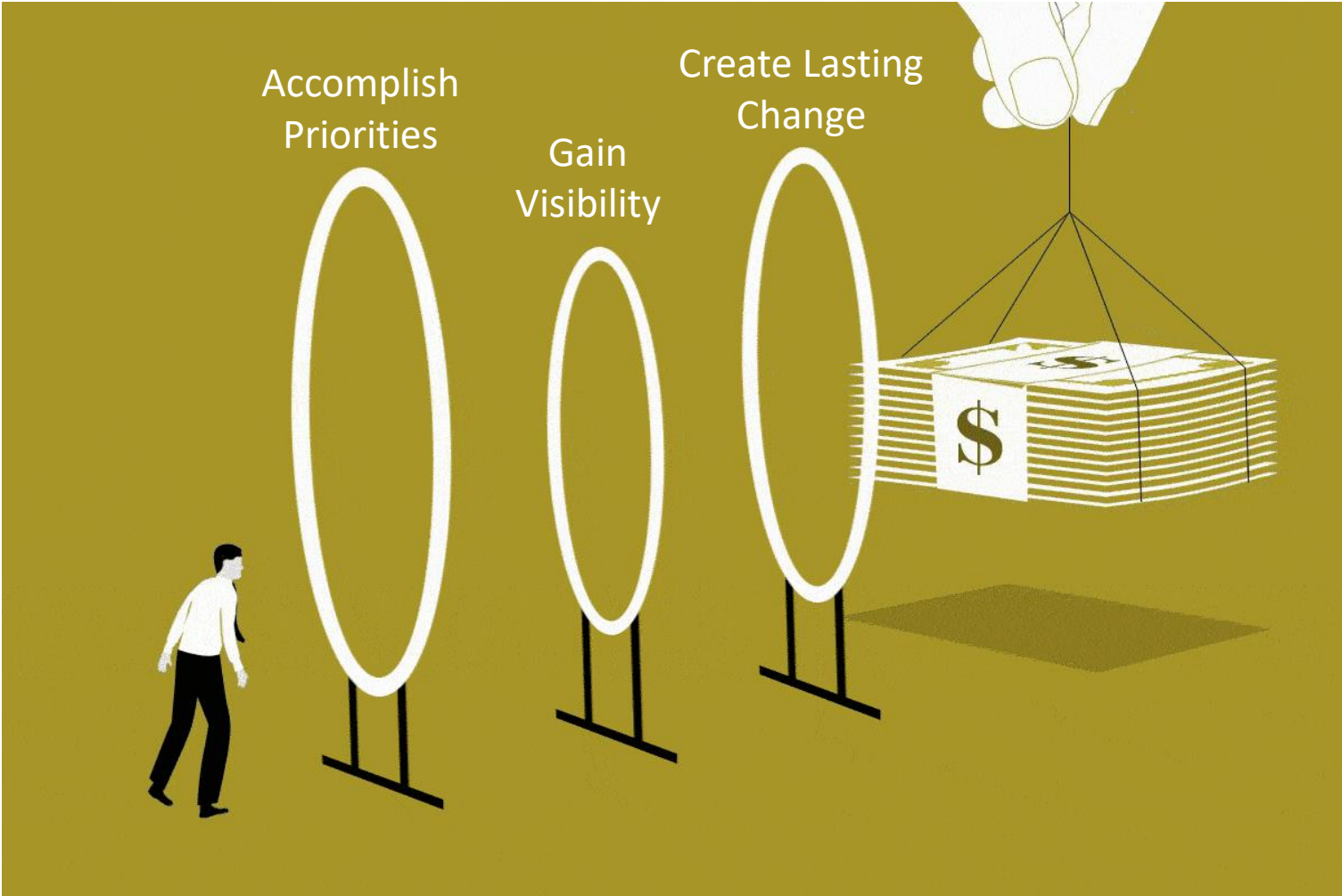


Image: Pittsburgh Post-Gazette

Most foundations relate to “people outcomes”

- Yeast Collection that serves as a national & international reference and sample source
 - 0 --“yeast”
 - 2,547 -- “training” + “college” + “science”



Matching Our Priorities

Who benefits?



Training, education, jobs



Strengthen the workforce: conferences, techniques, gear



Improve ability to solve a societal problem

Where do I find relevant foundations?



[This Photo](#) by Unknown Author is licensed under [CC BY-SA-NC](#)

We can check out foundation priorities to find a match

The Talk: Guidelines and Websites

The Walk: Search Engines and IRS Forms

The screenshot shows the Ecolab website's 'APPLY FOR A GRANT' page. At the top, the ECOLAB logo is on the left, and navigation links for Products & Services, Sustainability, Expertise & Innovation, Media Center, About, and Careers are on the right. Below the header, the main heading 'APPLY FOR A GRANT' is displayed. A paragraph explains that grants are made to qualifying non-profit organizations in the St. Paul, MN area and U.S. Ecolab regional locations, with focus areas in Youth & Education, Civic & Community Development, Environment & Conservation, Arts & Culture. A blue 'Contact Us' button is prominent. On the left, a sidebar menu lists various categories, with 'Apply for a Grant' highlighted. The main content area provides qualification criteria and lists focus areas and restrictions for grants.

ECOLAB Products & Services Sustainability Expertise & Innovation Media Center About Careers

APPLY FOR A GRANT

Through the Ecolab Foundation, grants are made to qualifying non-profit organizations in the St. Paul, MN area and U.S. Ecolab regional locations that align with our focus areas: Youth & Education, Civic & Community Development, Environment & Conservation, Arts & Culture.

Home About Corporate Responsibility Community Involvement Apply for a Grant

Contact Us

ABOUT

- Corporate Responsibility
- Community Involvement
 - Apply for a Grant**
 - Other US Locations
 - Saint Paul Area Grants
 - Employee Giving Campaign
- Giving Programs
- Inkind Giving
- Volunteering
- Governance and Financial Performance
- Safety, Health and Environment
- Social Responsibility
- Industries We Serve
- Leadership

To qualify for a community grant from the Ecolab Foundation, a 501 (c) 3 organization must fall within one of our four strategic areas and deliver services in the St. Paul, MN area where our corporate office is located, or in one of Ecolab U.S. regional communities where we have operations.

Focus Areas of Giving

- Youth and Education: programs that promote youth development, particularly for youth at-risk
- Civic & Community Development: affordable housing, work readiness, crisis assistance and hunger relief
- Environment & Conservation: hands-on environmental learning programs
- Arts & Culture: arts education for children and youth as well as support for museums and the performing arts

Restrictions:

Contributions will **not** be made to or in support of:

- Individuals
- Sectarian/denominational religious organizations, except where funds are to be used in direct interest of the entire community
- Loans or investments
- Political/lobbying organizations
- Industry, trade or professional association memberships
- Disease-specific or health related organizations



Find Funding > Search Results

Find Funding

SHOWING RESULTS FOR "Natural resources, Ecology, Wildlife biodiversity, Environmental and resource rights, Environmental studies, Climate change, Agroecology, New Mexico (United States), Economically disadvantaged people" **CLEAR ALL** **EDIT**

Advanced Search & Filters

ecology new mexico **SEARCH**

Include U.S. Federal Funders [Search by Organization](#) [Search by Person](#)

184
Grantmakers

[View Grantmakers Only](#)

1,025
Grants

[View Grants Only](#)

247
Recipients

[View Recipients Only](#)

4,009
990 Tax Forms

[View 990 Tax Forms Only](#)

Total Dollar Value of Grants: \$172,949,955

Grantmakers (184)

Grantmaker	City	State	Country	Total Assets	Total Giving	Amount Funded	Grant Count
United States Environmental Protection Agency	Washington	DC	United States	N/A	N/A	\$27,246,866	95
United States Bureau of Reclamation	Washington	DC	United States	N/A	N/A	\$18,320,264	85
McCune Charitable Foundation	Santa Fe	NM	United States	\$120,061,305	\$5,181,262	\$1,022,000	68
United States Bureau of Land Management	Washington	DC	United States	N/A	N/A	\$4,997,084	48
United States Rural Business Cooperative Service	Washington	DC	United States	N/A	N/A	\$1,570,722	47

« 1 2 3 4 5 6 7 8 9 10 » Showing 1-5 of 184 Results

VIEW ALL

[View All to Print](#) · [Export](#) · [Email](#)

Grants (1,025)



Profile Last Updated: 07/01/2019 Grant Information Last Updated: 03/13/2020



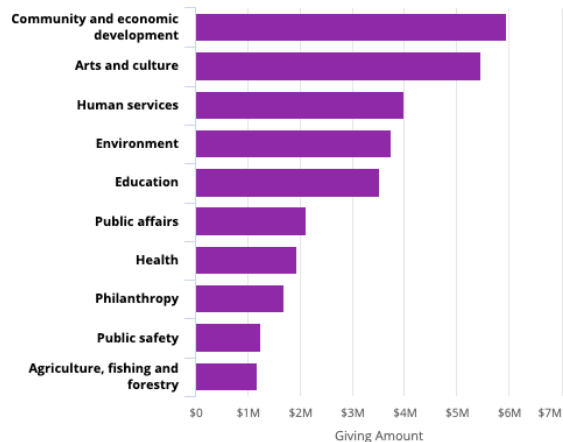
McCune Charitable Foundation

Santa Fe, NM, United States | www.nmmccune.org | [Who's Who](#) | [+ Contact Info](#)

McCune Charitable Foundation Most Recent 5 Years At A Glance

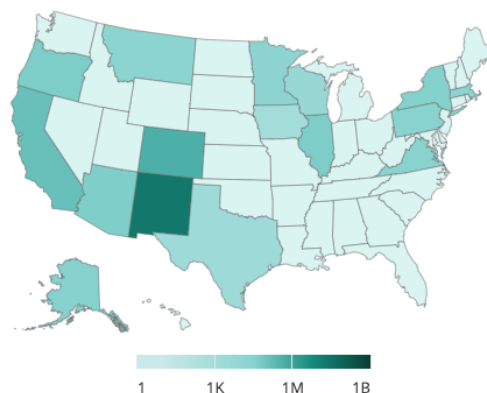
They've funded 1,250 grants to 502 organizations totaling \$20,814,201

What Is Being Funded?



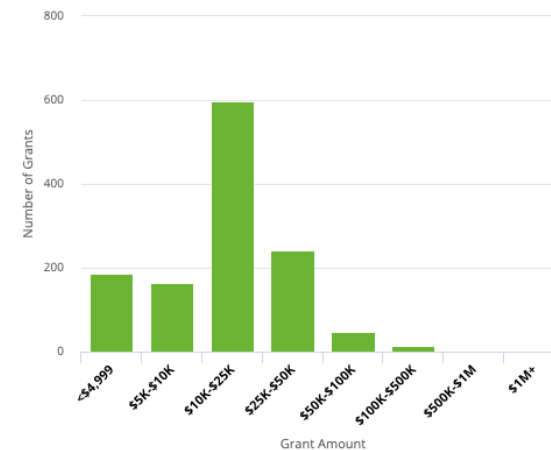
[View Each Subject with More Detail](#)

Where Is The Money Going?



[View Each State with More Detail](#)

How Big Are The Grants?



[View Each Grant with More Detail](#)

GRANTS

FUNDING INTERESTS

ABOUT

OTHER FUNDERS TO CONSIDER

Based on similar patterns of giving

Grants

MOST COMMON GRANT AMOUNT: \$10,000

TOOLS



Grants (68)

GRANTS FILTERS

 Past Funders Filter Include Exclude Only

<input type="checkbox"/>	Grantmaker	Recipient	Recipient City	Recipient State	Recipient Country	Primary Subject	Year 	Grant Amount
<input type="checkbox"/>	McCune Charitable Foundation	AMIGOS BRAVOS, INC.	Taos	New Mexico	United States	Water resources	2016	\$20,000
<input type="checkbox"/>	McCune Charitable Foundation	New Mexico Legal Aid Inc	Albuquerque	New Mexico	United States	Water resources	2016	\$15,000
<input type="checkbox"/>	McCune Charitable Foundation	New Mexico Community Foundation	Santa Fe	New Mexico	United States	Water resources	2016	\$15,000
<input type="checkbox"/>	McCune Charitable Foundation	Taos Land Trust	Taos	New Mexico	United States	Sustainable development	2016	\$10,000
<input type="checkbox"/>	McCune Charitable Foundation	Pueblo of Tesuque	Santa Fe	New Mexico	United States	Energy resources	2016	\$10,000
<input type="checkbox"/>	McCune Charitable Foundation	Rio Grande Agricultural Land Trust	Albuquerque	New Mexico	United States	Land resources	2016	\$10,000
<input type="checkbox"/>	McCune Charitable Foundation	Holistic Management International	Albuquerque	New Mexico	United States	Agriculture	2016	\$7,500
<input type="checkbox"/>	McCune Charitable Foundation	New Mexico Community Foundation	Santa Fe	New Mexico	United States	Water pollution	2016	\$2,500
<input type="checkbox"/>	McCune Charitable Foundation	Collective Heritage Institute	Santa Fe	New Mexico	United States	Agriculture, fishing and forestry	2016	\$2,000
<input type="checkbox"/>	McCune Charitable Foundation	Rio Grande Community Farms	Albuquerque	New Mexico	United States	Agricultural education	2016	\$2,000
<input type="checkbox"/>	McCune Charitable Foundation	Partnership for Responsible Business	Santa Fe	New Mexico	United States	Land resources	2015	\$30,000
<input type="checkbox"/>	McCune Charitable Foundation	AMIGOS BRAVOS, INC.	Taos	New Mexico	United States	Water resources	2015	\$25,000
<input type="checkbox"/>	McCune Charitable Foundation	New Mexico Community Foundation	Santa Fe	New Mexico	United States	Water resources	2015	\$15,000
<input type="checkbox"/>	McCune Charitable Foundation	Taos Land Trust	Taos	New Mexico	United States	Land resources	2015	\$15,000
<input type="checkbox"/>	McCune Charitable Foundation	THE NEW MEXICO WATER COLLABORATIVE	Albuquerque	New Mexico	United States		2015	\$15,000
<input type="checkbox"/>	McCune Charitable Foundation	Rio Grande Agricultural Land Trust	Albuquerque	New Mexico	United States	Land resources	2015	\$10,000

Q Find Funding > Search Results

Find Funding

SHOWING RESULTS FOR "Science 📍, Faculty and staff development 📍, Capacity-building and technical assistance 📍" ✖ CLEAR ALL ⚙ EDIT

[⚙ Advanced Search & Filters](#)

SEARCH

[🏛 Include U.S. Federal Funders](#) [🏛 Search by Organization](#) [👤 Search by Person](#)

1,481
Grantmakers
▾

[View Grantmakers Only](#)

21,645
Grants
▾

[View Grants Only](#)

4,054
Recipients
▾

[View Recipients Only](#)

3,905
990 Tax Forms
▾

[View 990 Tax Forms Only](#)

Total Dollar Value of Grants: \$6,672,481,266

Grantmakers (1,481)

Grantmaker	City	State	Country	Total Assets	Total Giving 📍	Amount Funded 📍	Grant Count ▾
🏛 United States National Institutes of Health	Bethesda	MD	United States	N/A	N/A	\$2,296,917,026	7,577 ⋮
🏛 United States Department of Health and Human Services	Washington	DC	United States	N/A	N/A	\$742,463,722	2,430 ⋮
🏛 United States National Aeronautics and Space Administration	Washington	DC	United States	N/A	N/A	\$282,668,742	1,056 ⋮
🏛 National Science Foundation	Arlington	VA	United States	N/A	N/A	\$535,781,333	745 ⋮
🏛 United States Federal Highway Administration	Washington	DC	United States	N/A	N/A	\$146,884,353	502 ⋮

« 1 2 3 4 5 6 7 8 9 10 » Showing 1-5 of 1,481 Results

VIEW ALL

[View All to Print](#) · [Export](#) · [Email](#)

Grants (21,645)

Recipient	Recipient City	Recipient State	Recipient Country	Primary Subject	Year ▾	Grant Amount
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GENERAL

How do I write a grant proposal for my individual project? Where can I find samples?

Remember one important rule: "If you don't qualify, don't apply." Foundations that give to individuals have highly specific criteria. This article gives a typical breakdown for an individual project proposal.

Few proposal writing resources are specifically for individual grantseekers. Foundations that give to individuals have highly specific criteria, so creating a comprehensive "how-to" guide is hard.

If you don't qualify, don't apply

Remember one important rule: If you don't qualify, don't apply. Approach only foundations that have demonstrated interest in your field and geographic area. These funders are more likely to consider your proposal.

[Foundation Grants to Individuals Online](#), our searchable database of grantmakers to individuals, can help you identify potential funders. It is available by [subscription](#) or for free at our 400+ [Funding Information Network locations](#).

Parts of a grant proposal

Your proposal should be a compelling presentation of your project, which includes reasonable objectives, a plan to achieve them, and your ability to carry out the plan. Your proposal should suggest that you are a potential partner in furthering the funder's mission, not just a person asking for money.

Click [here](#) if the funder has asked you to provide an artist's statement.

Proposals from individuals usually do not exceed five single-spaced pages, in addition to the cover letter and the budget. Below is a typical breakdown:

Cover Letter: Written specifically to the appropriate contact person at the foundation. 1 page.

Abstract (also known as executive summary): Describes concisely the information that will follow. 250 words or fewer.

Introduction: Helps to establish your credibility as a grant applicant. 1 sentence to 2 paragraphs.

Statement of Need: Describes a problem and explains why you require a grant to address the issue. 1 page.

Objectives: Refine your idea and tell exactly what you expect to accomplish in response to the need. 1 page.

Methods: What you will do to accomplish your objectives within a stated time frame. 1 page.

Evaluation: Measures your results and effectiveness. This should correspond to your objectives. 1 page.

Future Funding: Details feasible plans to sustain your project. This applies only if the project will run indefinitely. 1 paragraph.

Budget: Itemized list of income and expenses that shows precisely how much money you will need and how you will spend it to accomplish your objectives. 1 page.

To learn more about how to prepare each section listed above, and how to write proposals in general, check out the following training resources. Although the trainings were created for nonprofit organizations, much of the content can be applied to individual grantseekers:

- [Introduction to Proposal Writing](#), available free as an online webinar or in-person class.
- [Proposal Writing](#): Browse trainings, articles, videos, podcasts, and more on this topic.

See also "[Document Checklist for Grant Proposals](#)", a 3-part blog post series that covers the many types of documents often needed during this process.

Sample Proposals

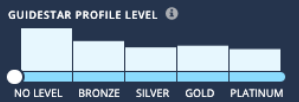


Gates

Geography | Organization | Financials

2,655 results found

Sort by Relevance



CAUSE AREA (NTEE CATEGORY)

All cause areas (NTEE Categories)

SUBCAUSE AREA (NTEE CODE)

All subcause areas (NTEE codes)

IRS SUBSECTION

Select IRS subsections

AFFILIATION TYPE

- Parent
- Subordinate
- Independent
- Headquarters

SPECIFIC EXCLUSION

- Exclude revoked organizations
- Exclude defunct or merged organizations

NUMBER OF EMPLOYEES



DIVERSITY

- Show only organizations that have provided data on diversity, equity and inclusion

IRS FORM TYPE

- 990
- 990 PF
- Required to File 990T?

AUDITS

- A-133 Audit Performed

CLEAR ALL

BILL & MELINDA GATES FOUNDATION
 Seattle, WA | EIN: 56-2618866 | BRIDGE Number: 7070625376
 Desmond-Hellmann and Co-chair William H. **Gates** Sr., under the direction of Bill and Melinda **Gates** and Warren Buffett. ... the belief that every life has equal value, the Bill & Melinda **Gates** Foundation works to help all people lead healthy, productive ... of social inequity and poverty in Washington State, where the **Gates** family has lived for generations and the foundation makes its ...

GROSS RECEIPTS: \$5,674,272,675
 ASSETS: \$47,850,466,255

Bill & Melinda Gates Foundation Trust
 Seattle, WA | EIN: 91-1663695 | BRIDGE Number: 1850952210 | HQ

GROSS RECEIPTS: \$144,217,336,649
 ASSETS: \$46,894,654,661

SHEPHERD'S GATE Platinum
 Livermore, CA | EIN: 94-2902803 | BRIDGE Number: 5510051020
 ...friendships with kids outside of Shepherd's **Gate**. ; The children who come to Shepherd's **Gate** have traumatic histories, and as a result ... management from Shepherd's **Gate** until trust and emotional healing is restored.; ; At Shepherd's **Gate**, we provide services to everyone ... Shepherd's **Gate** exists to meet the physical, spiritual and emotional needs of ...

GROSS RECEIPTS: \$6,261,880
 ASSETS: \$8,567,450

Iron Gate Inc Gold
 Iron Gate
 Tulsa, OK | EIN: 20-3164551 | BRIDGE Number: 5843708079
 Iron **Gate**, irongate, hunger, Tulsa, homeless, food, hungry, groceries, Trinity Episcopal, Trinity, Episcopal, food insecurity ... insecurity, The **Gate** ... Iron **Gate's** mission is simple. We feed the hungry of Tulsa—every day. We feed people in three ways, through our community ...

GROSS RECEIPTS: \$3,360,428
 ASSETS: \$8,532,672

Golden Gate University
 GGU
 San Francisco, CA | EIN: 94-1585735 | BRIDGE Number: 4116326432
 Golden **Gate** University was founded in 1901 and offers undergraduate and graduate programs in business and ... and management, accounting, taxation, and law. Golden **Gate** University's mission is to prepare individuals to lead and serve by ...

GROSS RECEIPTS: \$86,395,109
 ASSETS: \$138,236,368

Gates Family Foundation
 Denver, CO | EIN: 84-0474837 | BRIDGE Number: 7039633074
 The **Gates** Family Foundation invests in Colorado-based projects and organizations ...

GROSS RECEIPTS: \$19,714,071
 ASSETS: \$403,633,308

Golden Gate National Parks Conservancy
 San Francisco, CA | EIN: 94-2781708 | BRIDGE Number: 2881604246
 The Golden **Gate** National Parks Conservancy (Parks Conservancy) is the nonprofit support partner to the Golden **Gate** National Parks ... The Crissy Field Center is a partnership of the Golden **Gate** National Parks Conservancy and the National Park Service. The ... Programs and Native Plant Nurseries actively engage in the Golden **Gate** National Parks, through stewardship, environmental sustainability ...

GROSS RECEIPTS: \$90,610,736
 ASSETS: \$116,411,940

Candid at a glance



GuideStar Basic 🔍

Search Update Nonprofit Profile Products Blog Support

Create Account Sign In

PHILANTHROPY, VOLUNTARISM, AND GRANTMAKING

BILL & MELINDA GATES FOUNDATION

BILL & MELINDA GATES foundation

Seattle, WA

http://www.gatesfoundatio
n.org/

SUMMARY

PROGRAMS

FINANCIALS

OPERATIONS

Mission

Guided by the belief that every life has equal value, the Bill & Melinda Gates Foundation works to help all people lead healthy, productive lives. In developing countries, it focuses on improving people's health and giving them the chance to lift themselves out of hunger and extreme poverty. In the United States, it seeks to ensure that all people—especially those with the fewest resources—have access to the opportunities they need to succeed in school and life. Based in Seattle, Washington, the foundation is led by CEO Dr. Susan Desmond-Hellmann and Co-chair William H. Gates Sr., under the direction of Bill and Melinda Gates and Warren Buffett.

Ruling Year

2007

Chief Executive Officer

Dr. Sue Desmond-Hellmann

Main Address

PO Box 23350
Seattle, WA 98102 USA

Show More Contacts

Keywords

Discovery & Translational Sciences, Enteric and Diarrheal Diseases, HIV, Malaria, Neglected Infectious Diseases, Pneumonia, Tuberculosis, Agricultural Development, Emergency Response, Family Planning

EIN

56-2618866

BRIDGE Number

7070625376

Cause Area (NTEE Code)

Private Grantmaking
Foundations (T20)

IRS Filing Requirement

This organization is required to file an IRS Form 990-PF.

Sign in or create an account to view Form(s) 990 for 2017, 2017 and 2016.

Register now

Social Media



PROGRAMS + RESULTS

What we aim to solve

Add a problem overview to your profile.

Update now

PROGRAMS + RESULTS

What we aim to solve

Add a problem overview to your profile.

[Update now](#)

Our programs

What are the organization's current programs, how do they measure success, and who do the programs serve?

SOURCE: Self-reported by organization

Global Health



Global Development



United States



Global Policy & Advocacy



Where we work



Global United States

Our Results

How does this organization measure their results? It's a hard question but an important one. These quantitative program results are self-reported by the organization, illustrating their commitment to transparency, learning, and interest in helping the whole sector learn and grow.

SOURCE: Self-reported by organization

Total dollar amount of grants awarded

TOTALS BY YEAR



POPULATION(S) SERVED

No target populations selected

Total number of grants awarded

TOTALS BY YEAR



POPULATION(S) SERVED

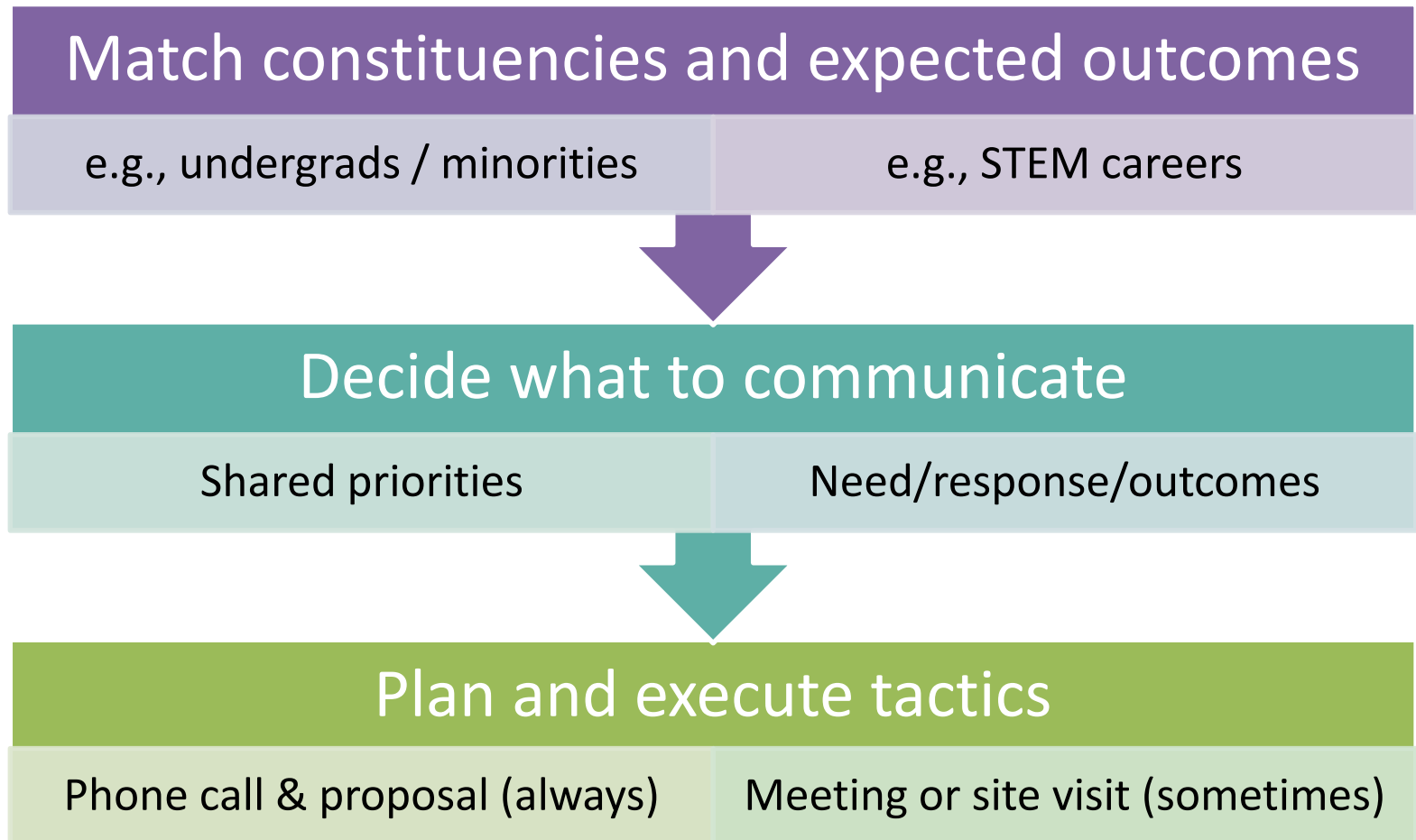
No target populations selected

How do I get foundation support?



[This Photo](#) by Unknown Author is licensed under [CC BY-SA-NC](#)

Stakeholder identification is based on matching priorities



Effectively Engaging Foundation Staff

- If your job was to give away money, how would you want to engage with a potential grantee?



Tactics

- Respect their time (request a phone appointment, work with their scheduler)
- Develop relationship with the most senior person possible
- Position yourself/your organization as a resource
- Share news regularly (but don't be a pest)
- Provide them with opportunities for visibility within your community

Keep it Simple



Writer's Tips

- Get your thoughts sorted out
 - Outline what you want to say
 - Make it concise - Avoid fluff
 - Avoid jargon
- Humanize your project
 - Tell a story
- Fill out the application form
- Answer questions clearly and honestly
- Revise and edit
- Get the proposal in ahead of the deadline—Really!

Source: [*The Foundation Center's Guide to Proposal Writing, 2012*](#)

Samples: FC's [*Grantseekers Guide to Winning Proposals, 2008*](#)

The Proposal Package

* Cover letter	1 – 2 pages
* Executive summary	1 page
Statement of need	2 pages
Project description	3 pages
* Budget	1 page
Organization information	1 page
Conclusion	2 paragraphs
Appendix	

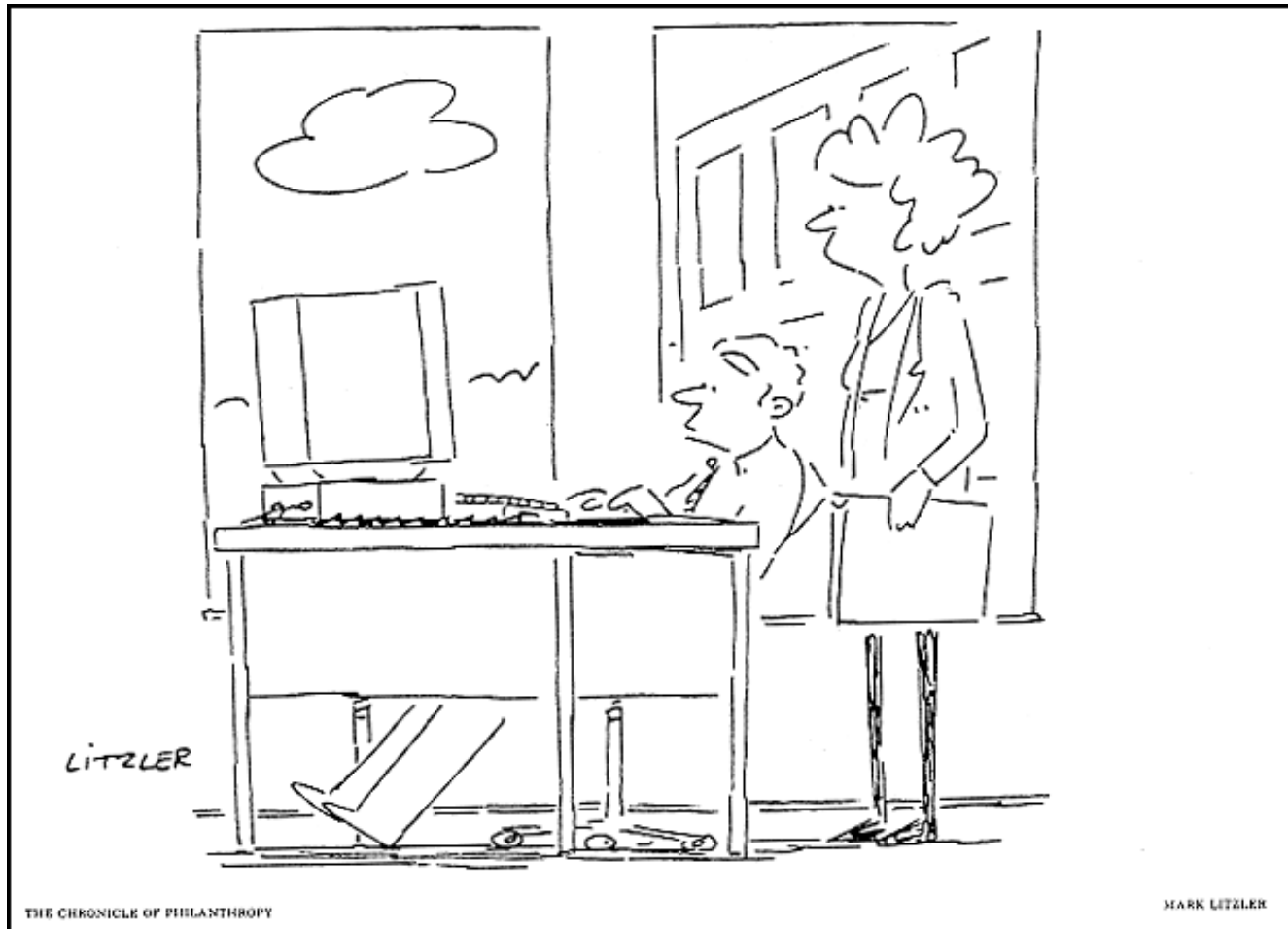
* First cut decision is usually based on these sections

Executive Summary

1. The ask
2. Need: how the funding will make a difference
3. Our response: project description, staffing, evaluation & outcomes
4. Organization and its expertise
5. Conclusion

The Ask, Need, and Response/Outcomes all flow from a well thought-out Logic Model or Success Equation

The Ask



“I’m at that awkward point in the proposal where I actually have to ask for money.”

Sample: Executive Summary

THE ASK

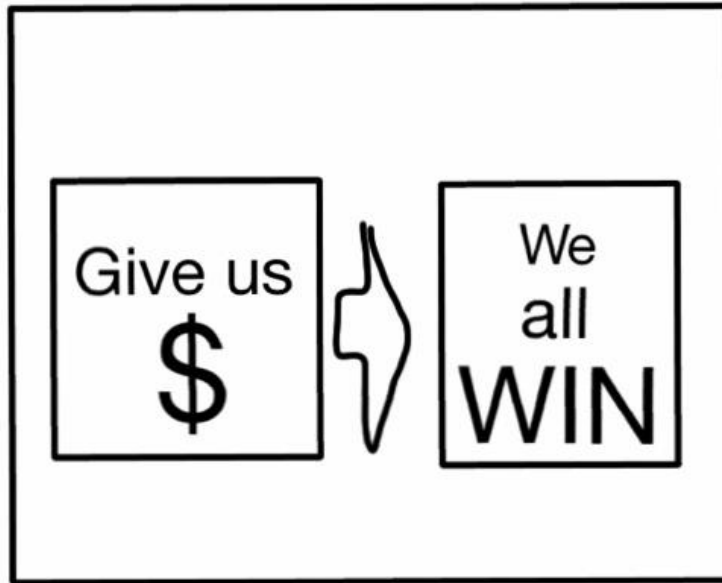
The Great Hills Biological Station requests from the Ecolab Foundation a grant of \$25,000 to support the addition of an Assistant Field Leader to our Summer Biological Field Studies Program — or Science Camp, as it is known within the Great Hills Community.

Sample: Executive Summary

ORGANIZATION EXPERTISE

Launched in 1986, Science Camp was among the first programs in the nation to engage youth from the community in gathering data about the region's unique ecology that is used by researchers to guide regional conservation efforts. For example, knowledge gained by Summer Camp studies led to the State's decision to protect the Great Hills Forest Natural Area, now a major tourist destination. In addition, many of our Summer Camp alumni have gone on to distinguished careers in biology.

Explaining The Need



Here is our
new simplified
logic model



Sample: Executive Summary

NEED

Summer Camp's professional team urgently needs to break new ground by adding an Assistant Field Leader. This is because Summer Camp's participants are increasingly diverse, coming from a mix of cultural and socioeconomic backgrounds. They now require more attention and leadership from staff to identify and address barriers to success—a situation that has severely stretched the capacity of Summer Camp's biological professionals.

Sample: Executive Summary

OUTCOMES

Adding an Assistant Field Leader to Summer Camp will solve these problems by:

- *Tutoring significantly more participants to ensure a strong base of scientific and mathematical skills, based on their Summer Camp studies,*
- *Tracking Summer Camp Alumni through a year of follow-up mentoring,*
- *Freeing the Summer Camp science team to ensure the excellence of the field learning experience, thus enhancing future career prospects for participants and the usefulness of the Summer Camp studies to policy-makers.*

Sample: Executive Summary

CONCLUSION

The ultimate benefit of this initiative will be improved scientific literacy and critical thinking skills among Summer Camp's increasingly diverse participants. This is an absolutely essential step in the process of helping today's youth become tomorrow's informed citizens, armed with an understanding of how science is conducted in the field, and how it relates to important societal challenges.

How much do we ask for?

Ecolab Foundation

Saint Paul, MN, United States | [Who's Who](#) | [+ Contact Info](#)

GRANTS

FUNDING INTERESTS

RELATED ORGANIZATIONS

ABOUT

OTHER FUNDERS TO CONSIDER

Based on similar patterns of giving

APPLICATIONS/RFPs

and Giving Limitations

FINANCIALS

for fiscal year 2017, 990s

WHO'S WHO

Officers, staff, job openings

COMMUNICATIONS

News, social media, publications

CONTACT

BACK TO TOP

Grants

MOST COMMON GRANT AMOUNT: \$500

Recent Grants

Recipient	Recipient City	Recipient State	Recipient Country	Primary Subject	Year	Grant Amount
Nature Conservancy of Idaho	Sun Valley	Idaho	United States	Natural resources	2015	\$500,000
Nature Conservancy of Idaho	Sun Valley	Idaho	United States	Natural resources	2015	\$500,000
Project Wet Foundation Inc	Bozeman	Montana	United States	Water resources	2015	\$500,000
United Way, Greater Twin Cities	Minneapolis	Minnesota	United States	Nonprofits	2015	\$350,000
United Way of Greater Houston	Houston	Texas	United States	Nonprofits	2015	\$219,988

Budget Tells a Story

Personnel

Project Director, Design, Lead Surveyor, Sample Preservation & ID	40%	\$24,000
Project Manager, Logistics, data collection, intern training & survey	90%	45,000
Data Collectors, 3 post-doc's, data collection & ID. 25 hrs/wk x 12 wksx17/hr		<u>15,300</u>
Subtotal personnel		\$84,300
Fringe benefits @ 28% full-time & 15% post doc's		<u>21,615</u>
Total Personnel		\$105,915

Other Expenses:

Permit & visa facilitator for forest access, staff travel & sample export		\$4,000
12 indigenous camp staff @ 30 hrs/wk x 9 wks x \$5/hr		16,000
3 field microscopes, 1 Nikon camera + kits for 3k samples in 3 forests		1,750
Training materials for 3 post-doc's & 12 camp staff		<u>400</u>
Total Other Expenses		\$22,150
Total Direct Costs		\$128,065
Indirect @ 20%		<u>\$25,613</u>
TOTAL PROJECT COSTS		\$153,678

Measuring Outcomes

- Evaluation includes both the specific grant and the overall program
- Financial and activity reporting for the specific grant
- Outcome reporting for the overall program

Hi, I donated \$20 last year.
Can you tell me exactly how many
Children I've saved?



freshspectrum.com

Other Style Notes

- Add a cover sheet including contacts.
- Add a table of contents & paginate.
- Appendices (optional):
 - Formal recognition of charitable status
 - Board list or project advisor list/project partnering institution list
 - List of current supporters
 - 1 page vitae, if appropriate
 - Letter listing key partners, if appropriate

And Finally – the Cover Letter

- Reference to conversation/past contact/past funding, if any
- Request
- Need
- Response – project description including outcomes
- Invitation for meeting or additional details
- Appreciation for review – looking forward to response
- Signature of senior person

1st Paragraph is the ask

With this letter and proposal,

The Great Hills Biological Station requests from the Ecolab Foundation a grant of \$25,000 to support the addition of an Assistant Field Leader to our Summer Biological Field Studies Program — or Science Camp, as it is known within the Great Hills Community.

(Red language is cut and pasted from our Executive Summary)

What About Letters of Inquiry?

- Only if requested by the funder
- Request “consideration of a proposal for \$XX to do”

Other examples:

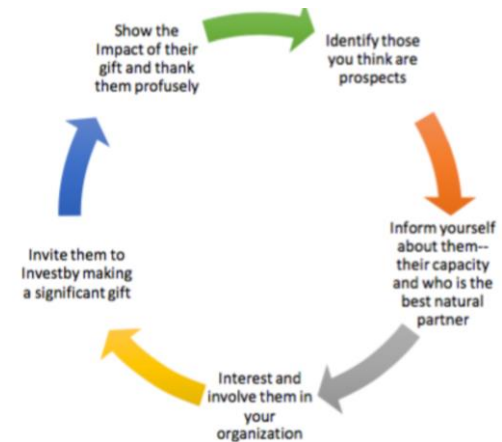
- *We would like to submit a proposal to the XYZ Foundation for \$\$\$ in support of...*
- *I am writing to inquire about the suitability of submitting a full proposal to request a grant of \$\$\$ to support...*
- *I am submitting the following as an initial inquiry for the ABC Foundation to consider a full proposal for...*

Letter of Inquiry, continued

- A mini proposal summarizing the need, project, outcomes, our capacity
- Up to 2 – 2.25 pages, without a budget or appendices
- Offer to provide more information if needed
- Funding decisions are often made from of these
- Sometimes may be completed online

Takeaway: Cultivate the Donor(s)

Image by [Sarah Richter](#) from [Pixabay](#)



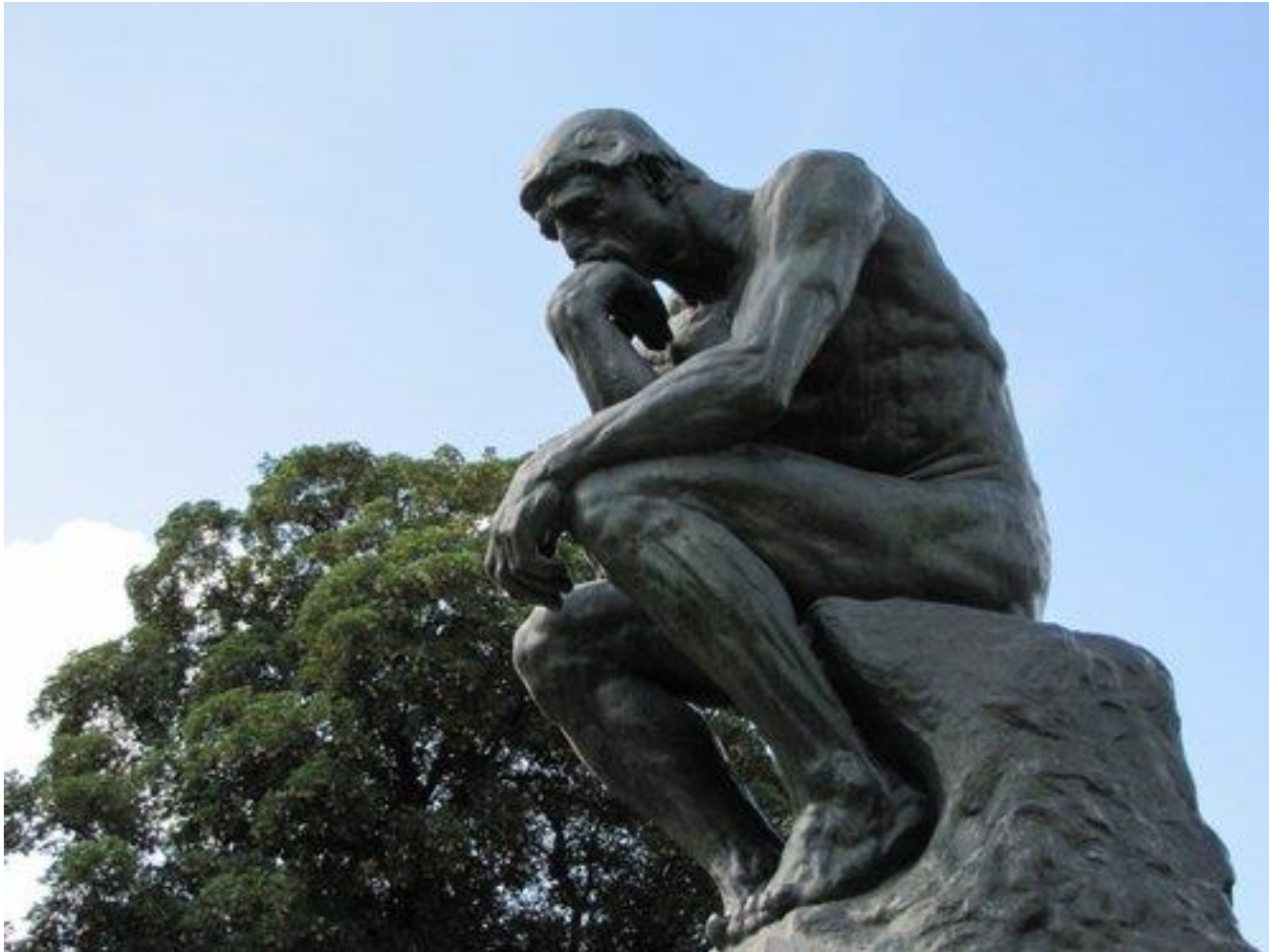
janetlevineconsulting.com

Image by [congerdesign](#) from [Pixabay](#)



- A **system** for building deep, life-long **relationships** with donors
- The process by which a potential donor is moved **from cultivation to solicitation**
- Each move builds on past moves, and **leads to a subsequent action**
- Build the relationship **before** you need to ask
- The best time to ask, and the amount to ask for, is **donor-driven**

Questions? Comments?



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Download the handout

