

FUNDING & GRANTS

Della Kapocius

REVENUE STREAMS

Dues & Registration Fees

Donor Appeals

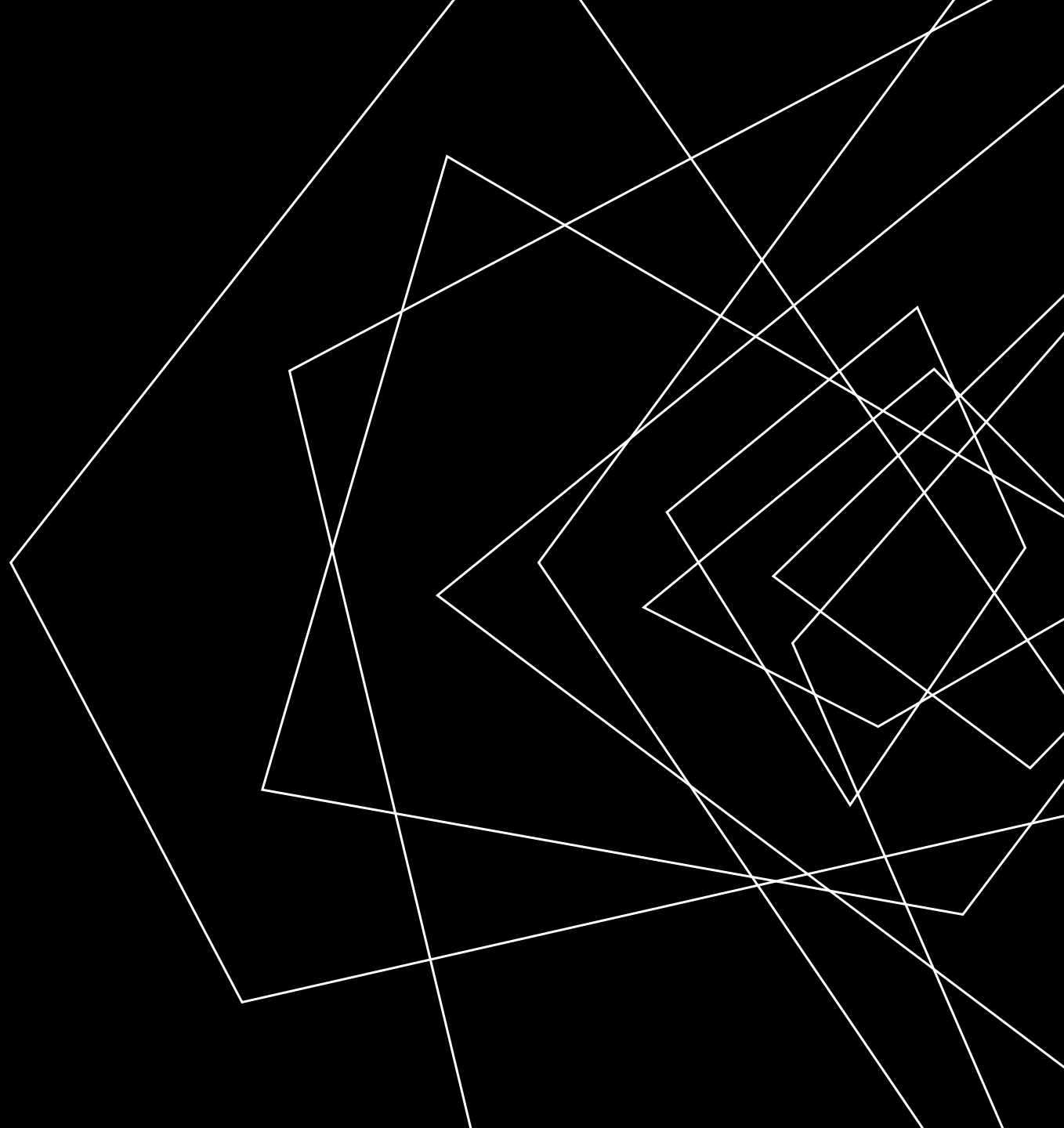
Business Enterprises

Special Events

Peer-to-Peer

Planned Giving

Grants



DUES & REGISTRATION FEES

Member Organizations

Mission-related Event Registrations

DONOR APPEALS

Direct Mail & Telemarketing?

Social Media Fundraising

Click Here to Donate!

Peer-to-Peer Fundraising

Major Donor Solicitation

BUSINESS ENTERPRISES

Thrift Stores

Charitable Gaming

Always ask – is this mission or fundraising?

SPECIAL EVENTS

ROI is likely to be low

Friend Raising

Building Awareness

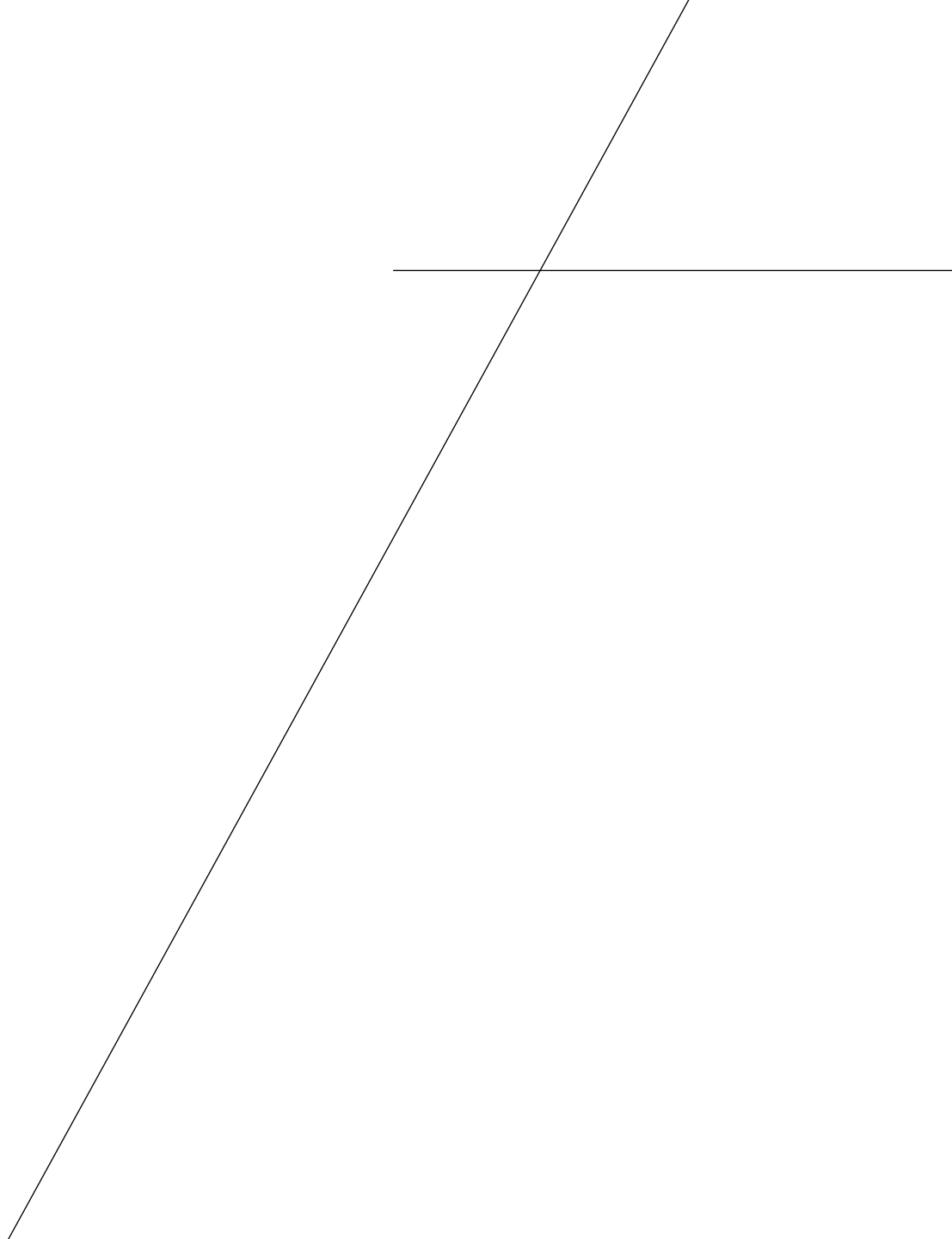
Cause-related Marketing

PEER-TO-PEER

Neighborhood Captains

Campaign Leadership

Online Platforms



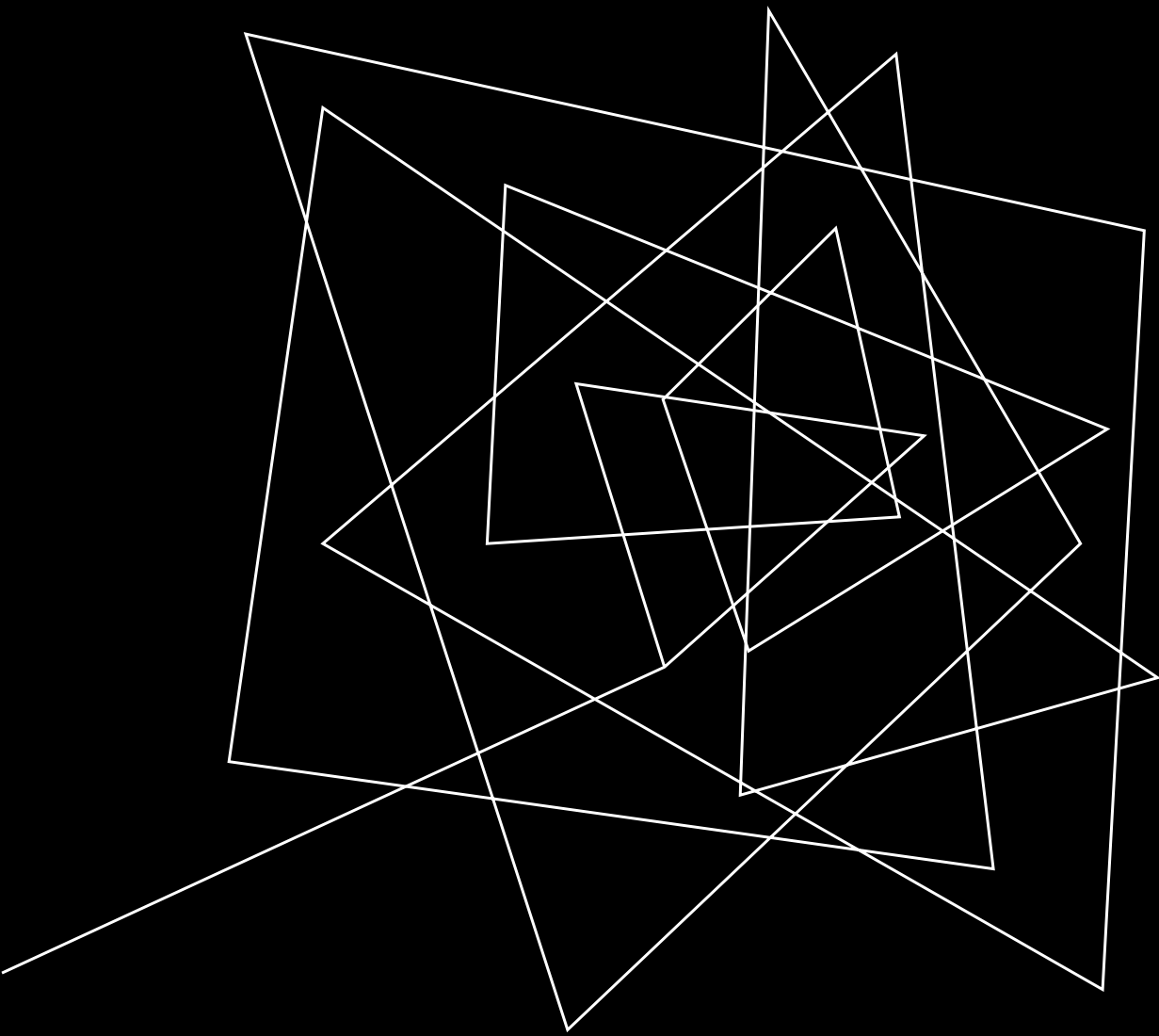
PLANNED GIVING

Bequests, Insurance Beneficiary

Cash or In-kind

Major Donors

Estate Planners



GRANTS



GRANTORS

CHARITABLE FOUNDATIONS

Goals related to your mission
Community Foundations
Donor-Advised Funds

GOVERNMENT AGENCIES

Municipality
State
Federal

SOLICITED VS. UNSOLICITED

Solicitations = RFP, NOFO, etc.

Unsolicited = rare, endangered species



HOW TO FIND OPEN GRANT COMPETITIONS

CANDID.org

Merger of Foundation Center
and Guidestar

Foundation information

Free locations (Fargo Library)

Online subscription model

GOOGLE

Getting better all the time

Look for email lists

GRANTS.GOV

Federal Grant Opportunities

Alerts available

Run keyword searches

Check back often

TYPES OF GRANTS

Operating Grants

Most Other Grants (seed money)

Contract-like Agreement

What is Your Sustainability Strategy?



HOW TO APPLY

Is the grant right for your organization or project?

Start early

Gather a team

Questions for the agency? Read the FAQ

Find a proofreader and a reviewer

Read the instructions

Follow the instructions

FOLLOW THE INSTRUCTIONS

Outlines are helpful

Repeat the Instructions – sections, words

Use provided templates

TIPS FOR SUCCESS

Be as specific as possible

Relate budget to the tasks

Consider the reviewers

Read the instructions

Follow the instructions



THANK YOU

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