



A Guide to
Nonprofit Grants,
Sponsorships, &
Resources



DEWLYN
NONPROFIT SERVICES

SCORE

1



Making a Difference in the Community

SCORE

FOR THE LIFE OF YOUR BUSINESS

2



About Your Presenter: Cheryl Smith

1. **Current:** CEO, Dewlyn Nonprofit Services.
2. **Reach:** Training, start-up, and strategic alignment for thousands of nonprofits each year. U.S. Small Business Week Presenter for SBA/SCORE and Maui, HI. Training for faith-based, universities, banks, community-based organizations and SCORE chapters across the U.S.
3. **Experience:** 25+ years in Nonprofit Sector, including C-Level and Board Positions.
4. **Education:** BA, Michigan State (MI); MPA, Kennesaw State (GA).
5. **Past Contribution:** Secured millions in grants for small nonprofits.
6. **My Favs:** Morning runs, books on the quantum field, metaphysics and consciousness, and making soap!
7. **Other Wins:** Mother to 3 amazing people & Nanna to 1 brilliant future leader. ❤️

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Workshop Logistics

Run-Time: 70
minutes

Q & A: 20
minutes

Presentation:
Available thru
SCORE

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Thought for Today

“Sometimes when you’re in a dark place you think you’ve been buried, but you’ve actually been planted.”

Christine Caine

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6

You are in the right place, if...



1. You manage a small nonprofit.
2. You haven't reached your funding goals yet.
3. It has been difficult to find mission-aligned funders.
4. You are just curious.

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Featured Resources

Where to Find:

- ✓ Private Foundation Grants
- ✓ Corporate Sponsors
- ✓ Small Business Grants
- ✓ Technology Resources
- ✓ AI Resources



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Grants

9

Nonprofit Grant Databases

<p><u>Instrumentl</u> Instrumentl.com \$179-\$899 per month</p>	<p><u>Foundation Center Directory</u> fconline.foundationcenter.org \$37.42 - \$133.25 per month</p>	<p><u>Grant Gopher</u> Grantgopher.com \$0 - \$9 per month</p>

Verified April 21, 2025. Pricing is subject to change. Visit the website for the most up-to-date information.

10

Candid's Free Look-up Feature

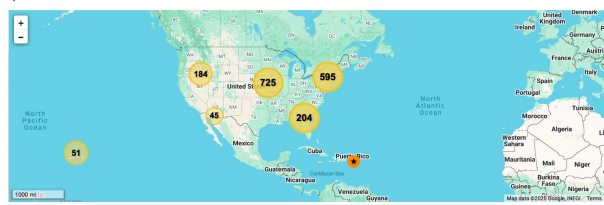
Website: https://candid.org/find-us?fref=lr#lookup_form

Find your nearest location to access these Candid resources for free

- Foundation Directory, the smartest, fastest way to win more funding.
 - GuideStar, Candid's premier nonprofit research tool, the largest source of verified information on nonprofits.
- Use the map search below to locate where you can access Candid's resources. Learn about becoming a Candid community partner.

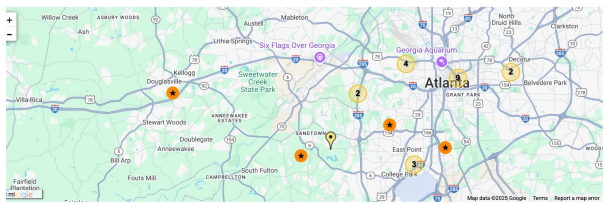
Location Search

Point from which distance is measured.



Location Search

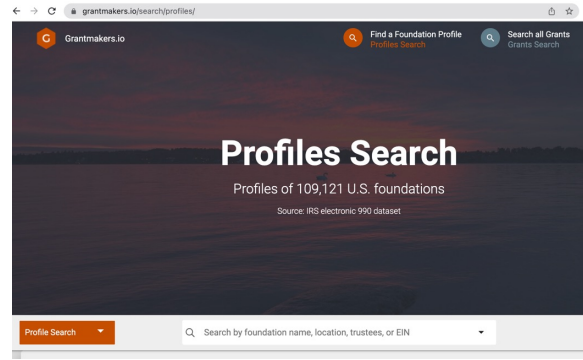
Point from which distance is measured.



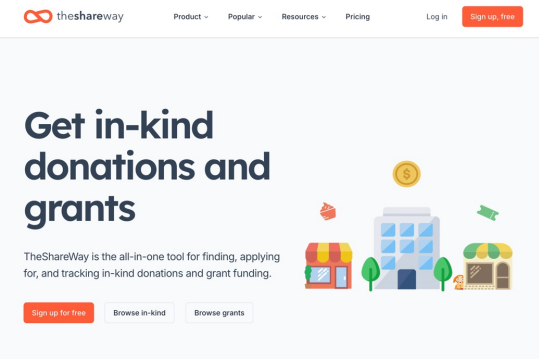
Name	City	State/Country	Distance
Fulton County Library - Cascade Branch	Atlanta	GA	3
Fulton County Library - Wolf Creek Branch	Atlanta	GA	3
Fulton County Library - Adams Park Branch	Atlanta	GA	5
Fulton County Library - Adamsville-Coller Heights Branch	Atlanta	GA	5
Fulton County Library - College Park Branch	College Park	GA	6
Fulton County Library - East Point Branch	East Point	GA	6
Fulton County Library - Dogwood Branch	Atlanta	GA	8
Fulton County Library - Gladys S. Denmark Library @ South Fulton	Union City	GA	8
Fulton County Library - Hapeville Branch	Hapeville	GA	8
Fulton County Library - Metropolitan Branch	Atlanta	GA	8
Fulton County Library - Northwest Branch	Atlanta	GA	8
Fulton County Library - Washington Park Branch	Atlanta	GA	8

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Nonprofit Grant Databases



Grantmakers.io
<https://www.grantmakers.io>
 Free

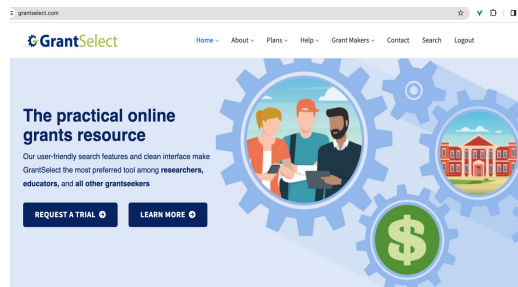


The ShareWay
<https://theshareway.com>
 Free - \$119 per month

Verified April 21, 2025. Pricing is subject to change. Visit the website for the most up-to-date information.

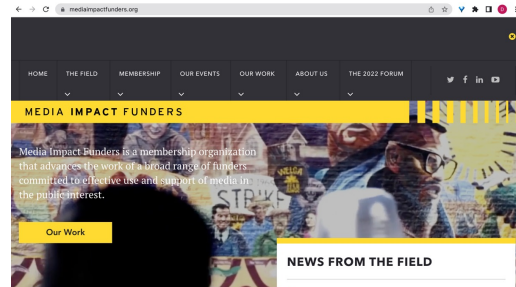
12

Special Category Grants



International Grant Search

Grant Select
GrantSelect.com
\$150 every 3 months or \$485 per year



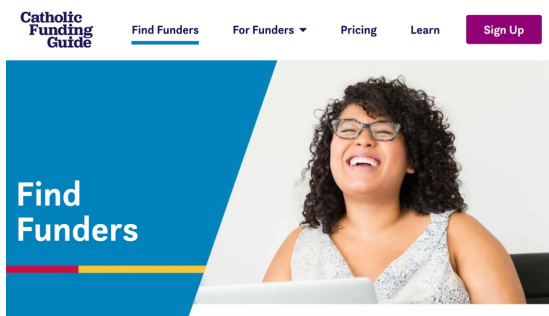
Film/Media Grant Search

Media Impact Funders
Mediaimpactfunders.org
Free

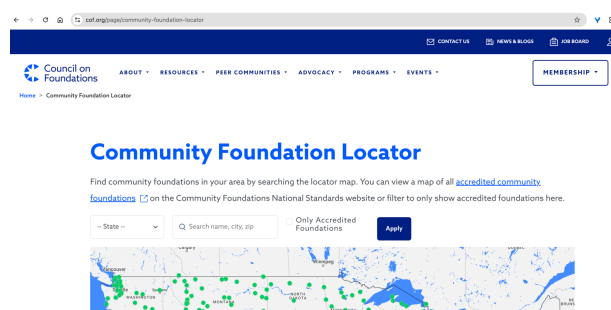
Verified April 21, 2025. Pricing is subject to change. Visit the website for the most up-to-date information.

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Special Category Grants



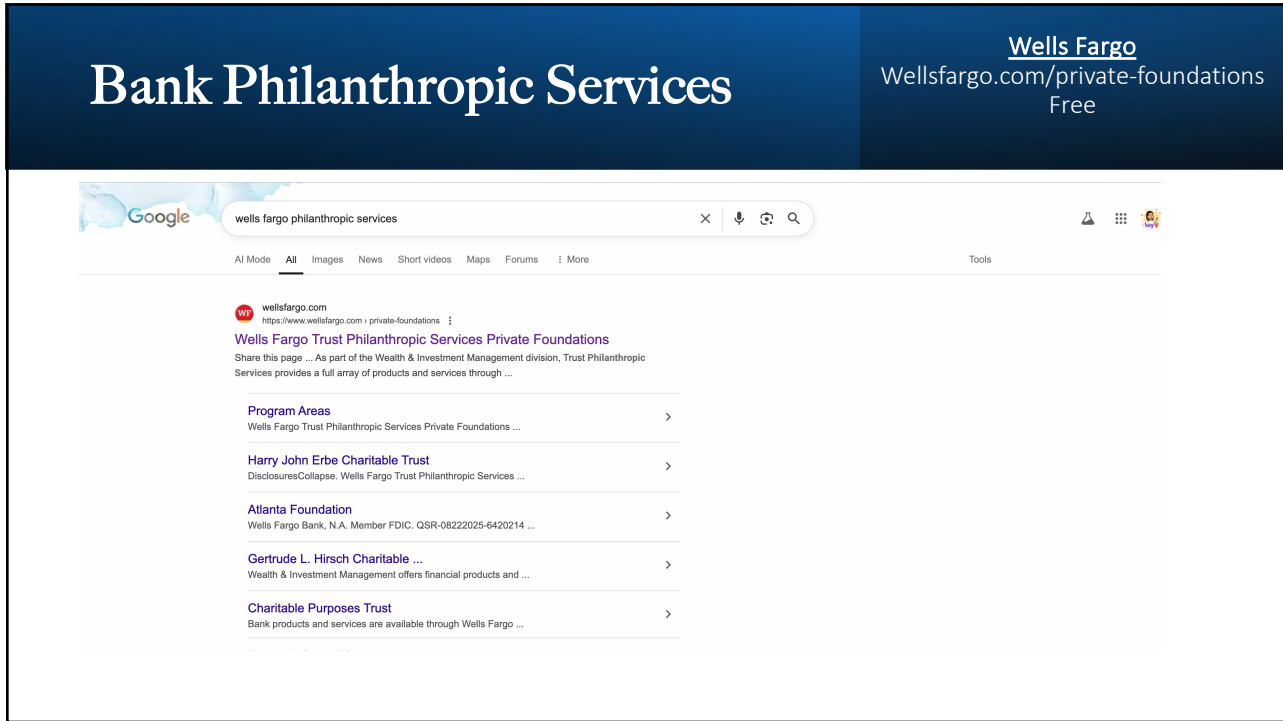
Catholic Funding Guide
<https://www.catholicfundingguide.com>
\$49 to \$159 per Month



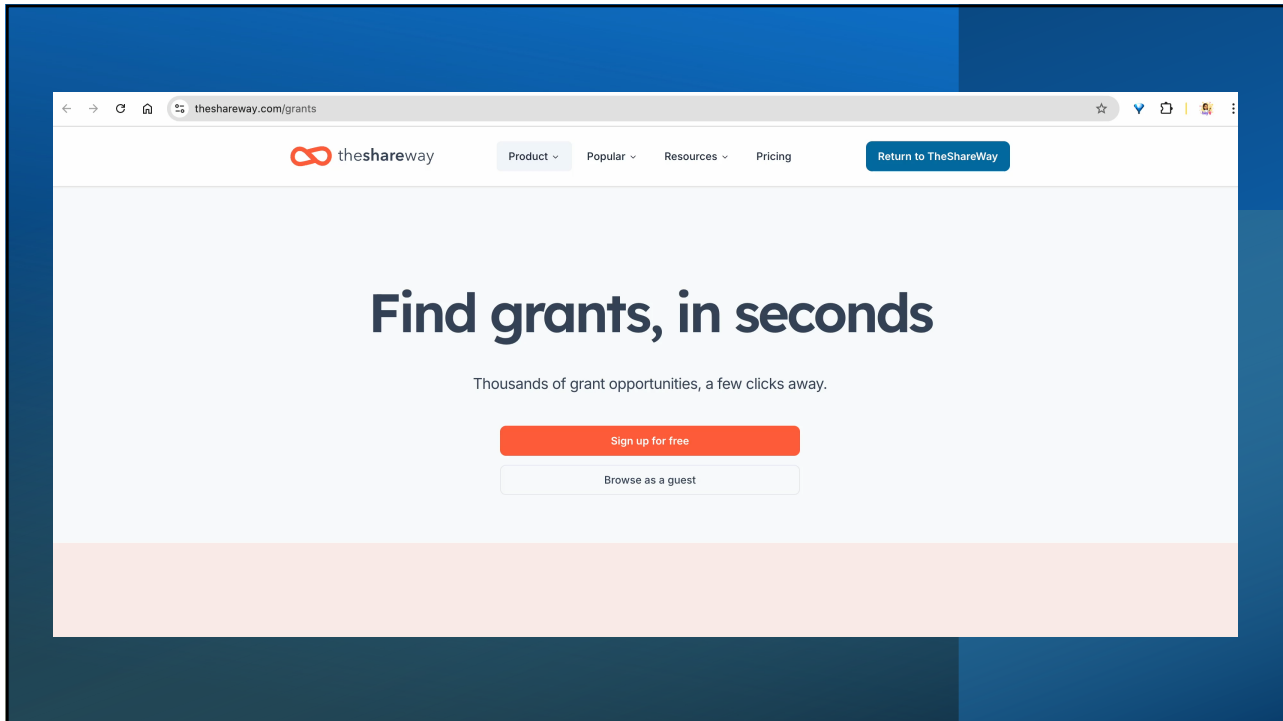
Council on Foundations
<https://cof.org>
Free

Verified April 21, 2025. Pricing is subject to change. Visit the website for the most up-to-date information.

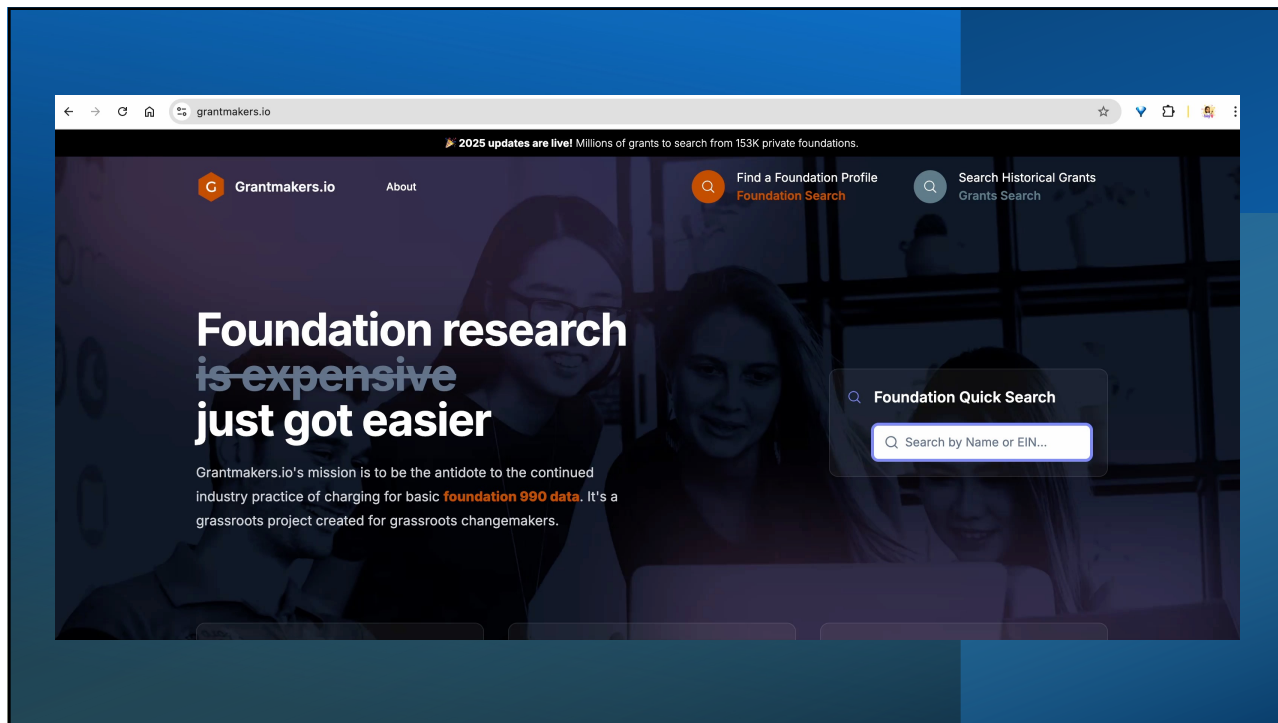
14



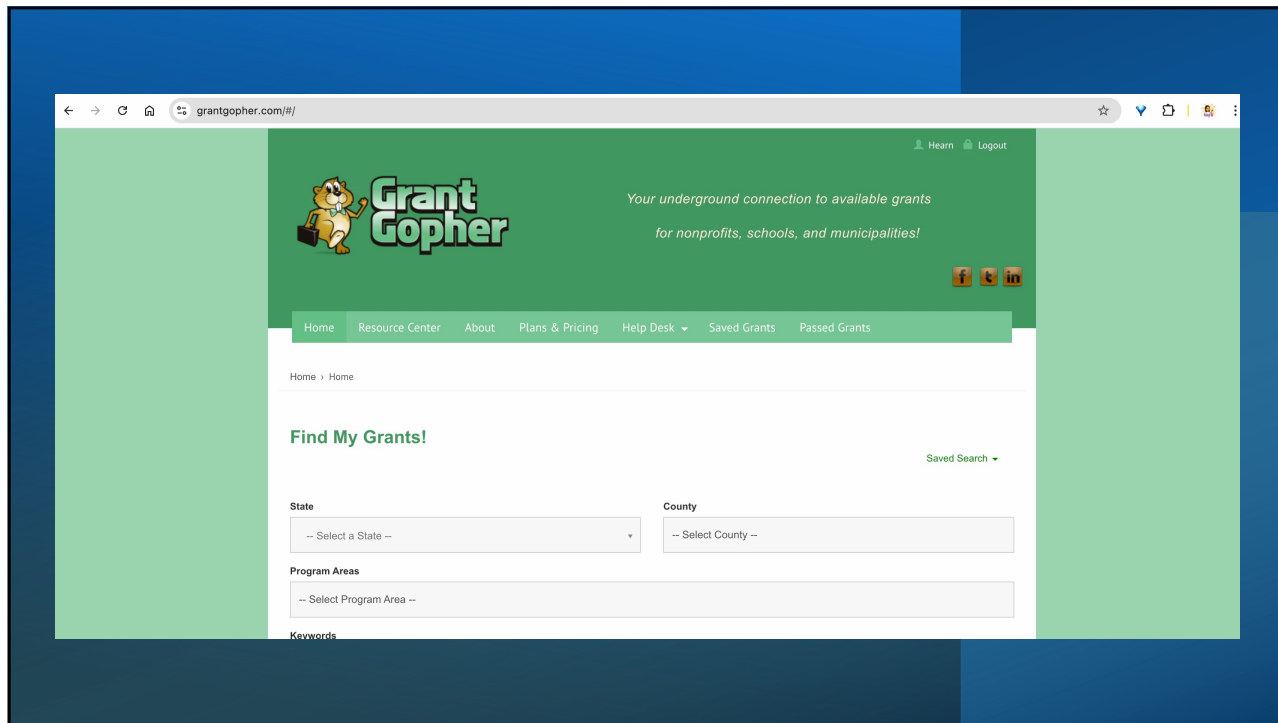
15



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17



18

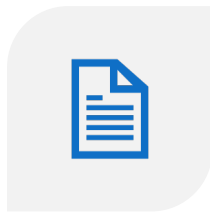


Knowledge is only Potential Power.

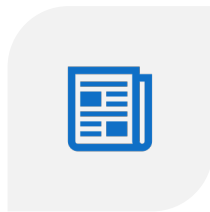
—
It is not enough to KNOW.
You must Know HOW.

19

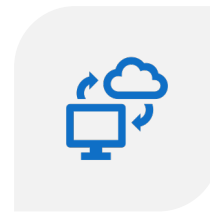
Grant Procurement Documents



LETTER OF INQUIRY –
2-4 PAGES



GRANT PROPOSAL –
10-40 PAGES



ONLINE APPLICATION -
VARIES

20



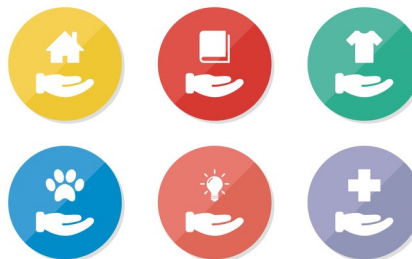
21

How to Position Your Nonprofit for Grants

Grants are financial awards given to support programs, operations, or specific projects. This funding is typically provided by a foundation, a government agency, or a corporation.

How to prepare for private foundation grants:

1. Private Foundations are “cause” oriented.
2. IRS Tax Determination Letter – 501(c)(3)
3. Program that is underway (in progress)
4. Partners/Collaborators
5. Grant Proposal (Budget and Board List)
6. Website



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Nonprofit Grants– Common Questions

1. Are you a 501(c)(3) public charity?
2. Describe your organization's history?
3. Describe the program?
4. What is your program start/end date?
5. What is your budget amount?
6. Describe your target population
7. What outcomes do you hope to achieve?
8. How do you measure impact?
9. How much are you seeking in grant funding?
10. If awarded, how will you use the funding?



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Where to find Corporate Sponsors

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How to Locate Corporate Sponsors

1. Online Databases
2. Social Media
3. Local Businesses
4. Existing Relationships
5. Competitor Analysis

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Corporate Sponsors: Competitor Analysis

The screenshot shows the FeedingAmerica.org website. At the top, there is a navigation bar with 'FEEDING AMERICA' logo, search, help, sign up, and donate buttons. Below the navigation, there are menu items for 'HUNGER IN AMERICA', 'OUR WORK', 'TAKE ACTION', 'FIND A FOOD BANK', and 'HUNGER BLOG'. The main content area features a '2021 Annual Report' section with a description and a 'Feeding America Annual Report Archive' with links to the 2020 and 2019 reports. On the right side, there is a 'leadership partners' section displaying a grid of corporate logos including BlackRock, C&S Wholesale Grocers, Cargill, Box | Alex | Hamilton, Campbell's, Casey's, BOX LUNCH, Capital One, and Circle K. Below this, another 'leadership partners' section shows logos for Citizens, The Crown Goodman Family, Coca-Cola, Crate&Barrel, and DANONE PULSE.

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Search for Corporate Sponsors: Google.com

The image shows two screenshots. The left screenshot is a Google search for 'top 100 grocery stores' in Atlanta, GA. It lists several retailers with their revenue: Aldi (121.1 billion USD), Whole Foods Market (17 billion USD), Publix Super Markets, Trader Joe's (16.5 billion USD), and Costco (227 billion USD). The right screenshot is a Forbes article titled 'BEST EMPLOYERS BY STATE'. It features a table with columns for Company, Employees, Headquarters, CEO, and Industry. The table lists companies like 3M, ABB, Abbott Laboratories, Abbvie, Abercrombie & Fitch, and Academy School District 20.

Company	Employees	Headquarters	CEO	Industry
3M	40,000	St. Paul, Minnesota	Michael F. Roman	Packaged Goods
ABB	105,600	Cary, North Carolina	Björn Klas Otto Rosengren	Semiconductors, Electronics, Electrical Hardware & Equipment
Abbott Laboratories	109,000	Chicago, Illinois	Robert B. Ford	Health Care Equipment & Services
Abbvie	47,000	North Chicago, Illinois	Richard A. Gonzalez	Drugs & Biotechnology
Abercrombie & Fitch	25,000	New Albany, Ohio	Fran Horowitz	Clothing, Shoes, Sports Equipment
Academy School District 20	3,151	Colorado Springs, Colorado	Tom Gregory	Education

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Locate Corporate Sponsors

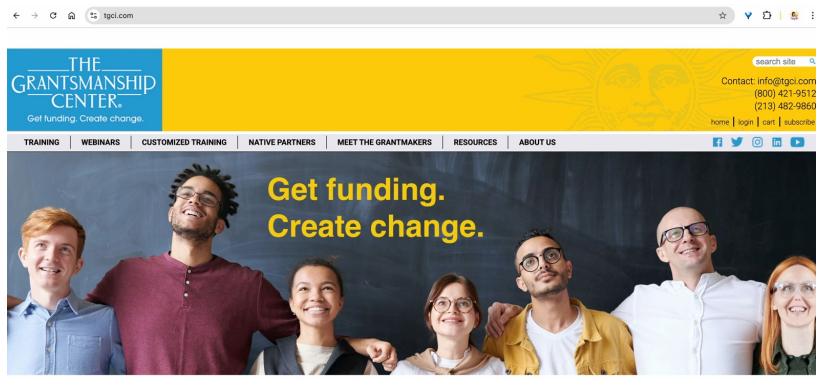
The image shows two screenshots. The left screenshot is from DoubletheDonation.com, titled 'Corporate Sponsors: 65+ Companies That Donate to Nonprofits'. It features a circular graphic with logos of companies like Google, Office, Costco, and Intuit. The right screenshot is from TheShareWay.com, titled 'How TheShareWay Works', showing a woman working on a laptop.

DoubletheDonation.com
<https://doublethedonation.com/companies-that-donate-to-nonprofits/>

The ShareWay.com
 Free - \$119 per month

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Locate Corporate Sponsors

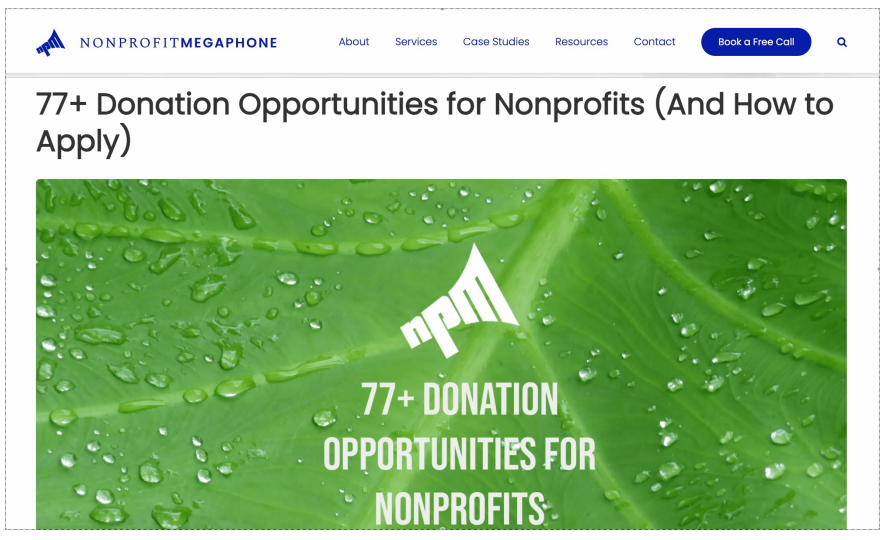


The Grantsmanship Center
TGCI.com

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Search for Corporate Sponsors

<https://nonprofitmegaphone.com/corporate-donation-opportunities>



Nonprofit
Megaphone.com

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Knowledge is only Potential Power.

—
It is not enough to KNOW.
You must Know HOW.

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How to Attract Corporate Sponsors

Corporate sponsorships provide valuable financial support for nonprofit organizations. Here are steps you can take to attract and secure corporate sponsorships:

1. Corporations are “Employee & Consumer” oriented.
2. They love visibility
3. Develop a concise letter of inquiry
4. Define What You Offer
5. Prepare to Pitch Your Proposal
6. Follow Up and Maintain Relationships

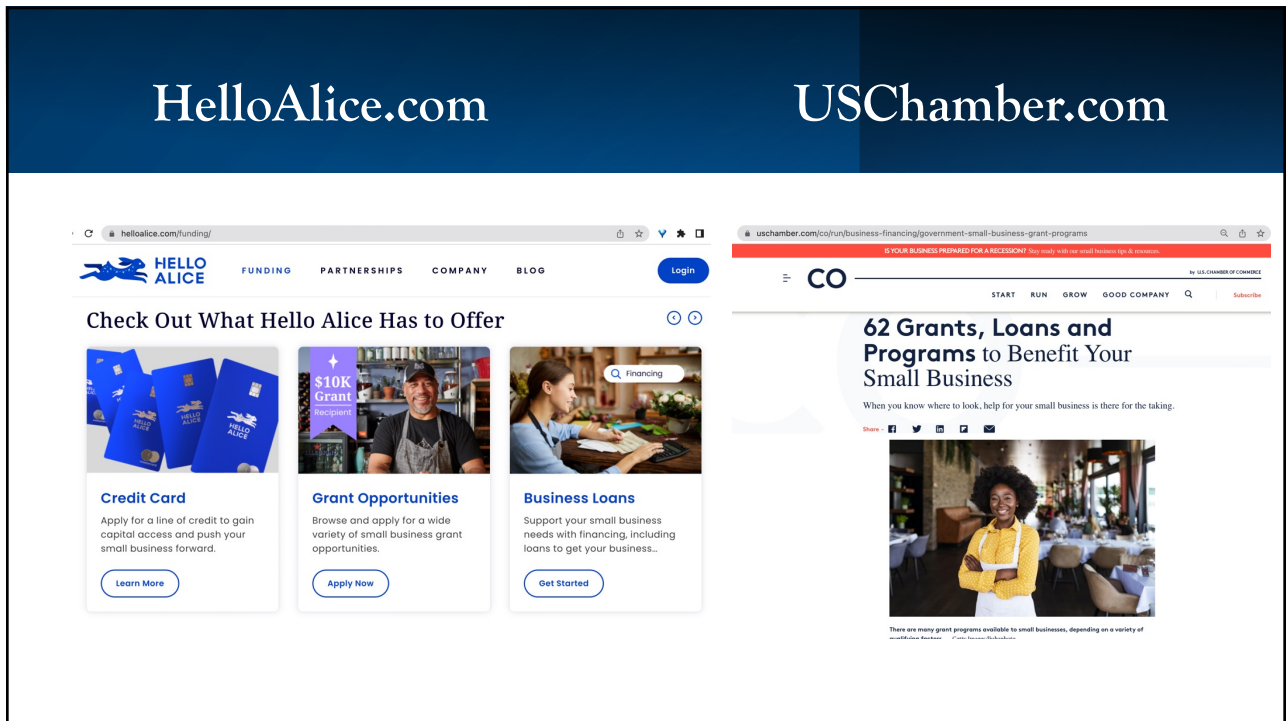
Here are a few things you could offer:

1. Logo Placement
2. Product or Service Displays at events
3. Content Creation
4. Employee Involvement
5. Endorsements

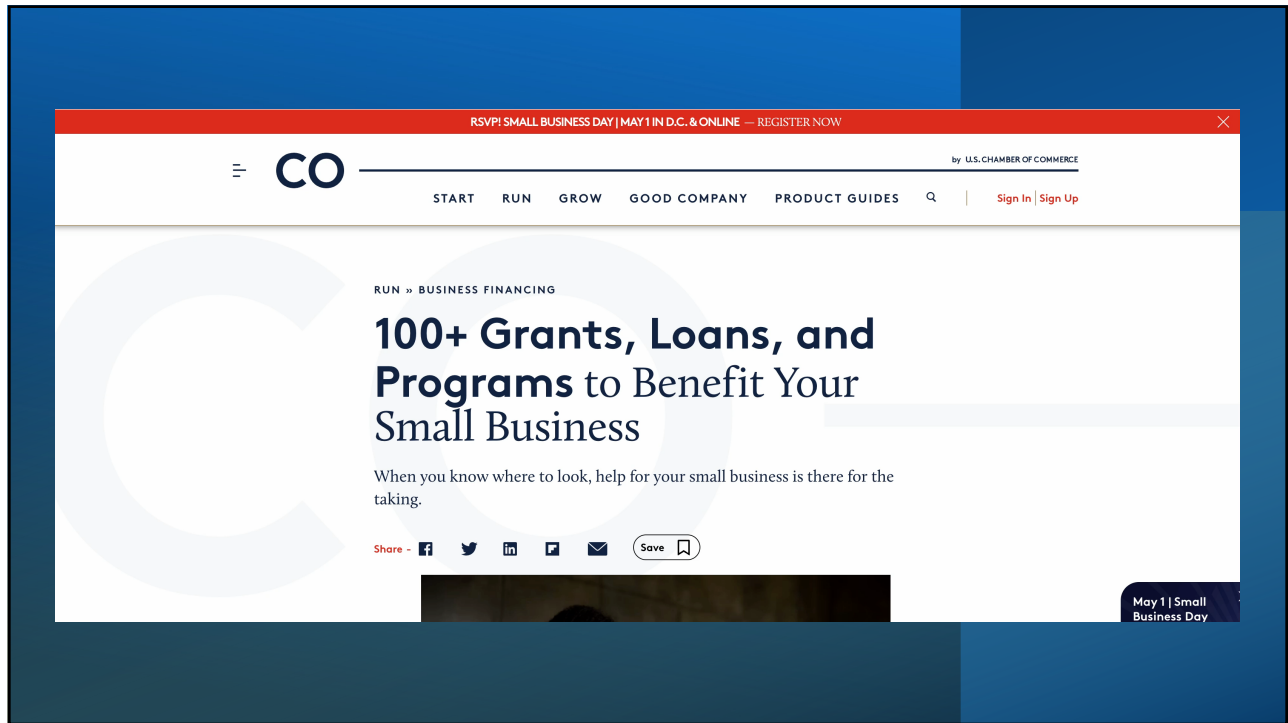
32



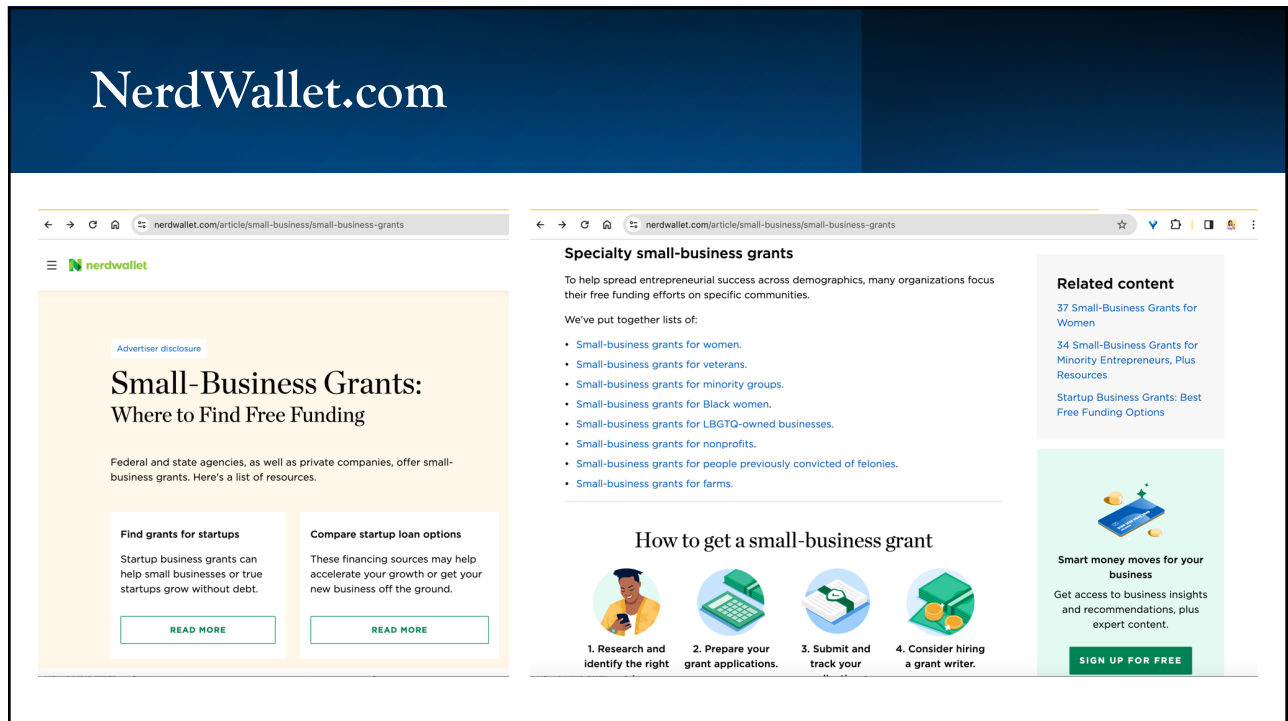
33



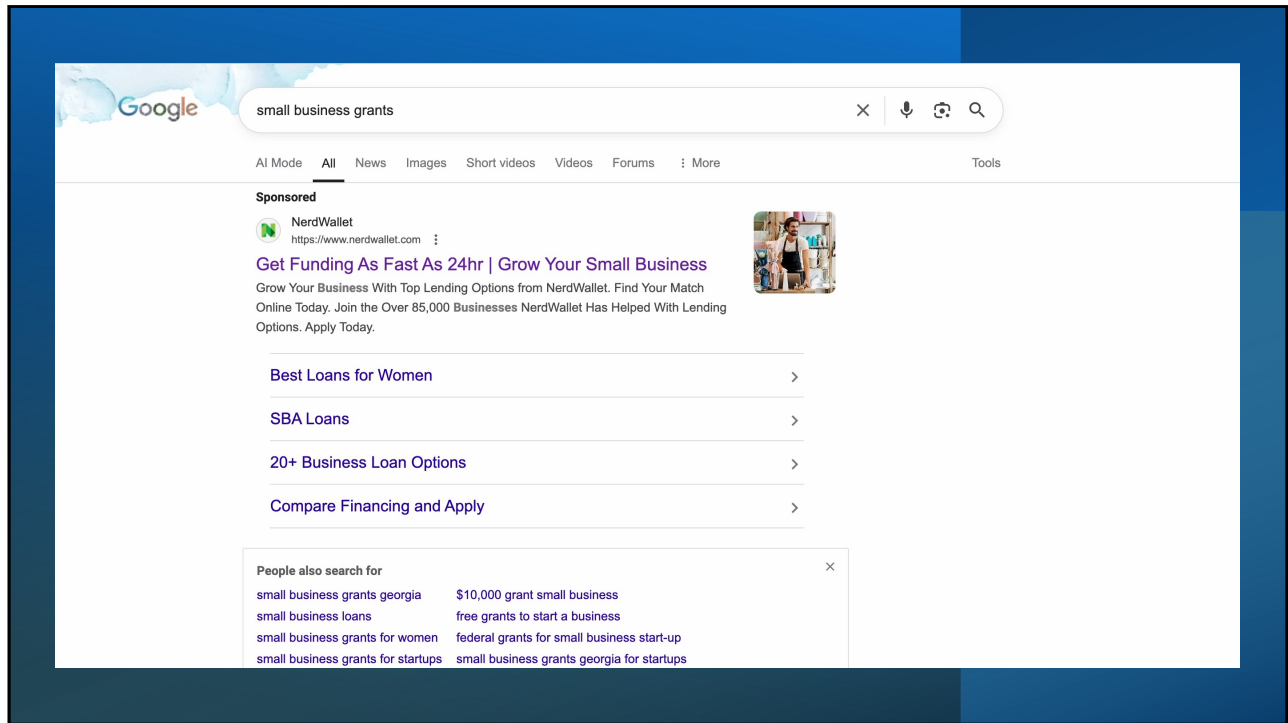
34



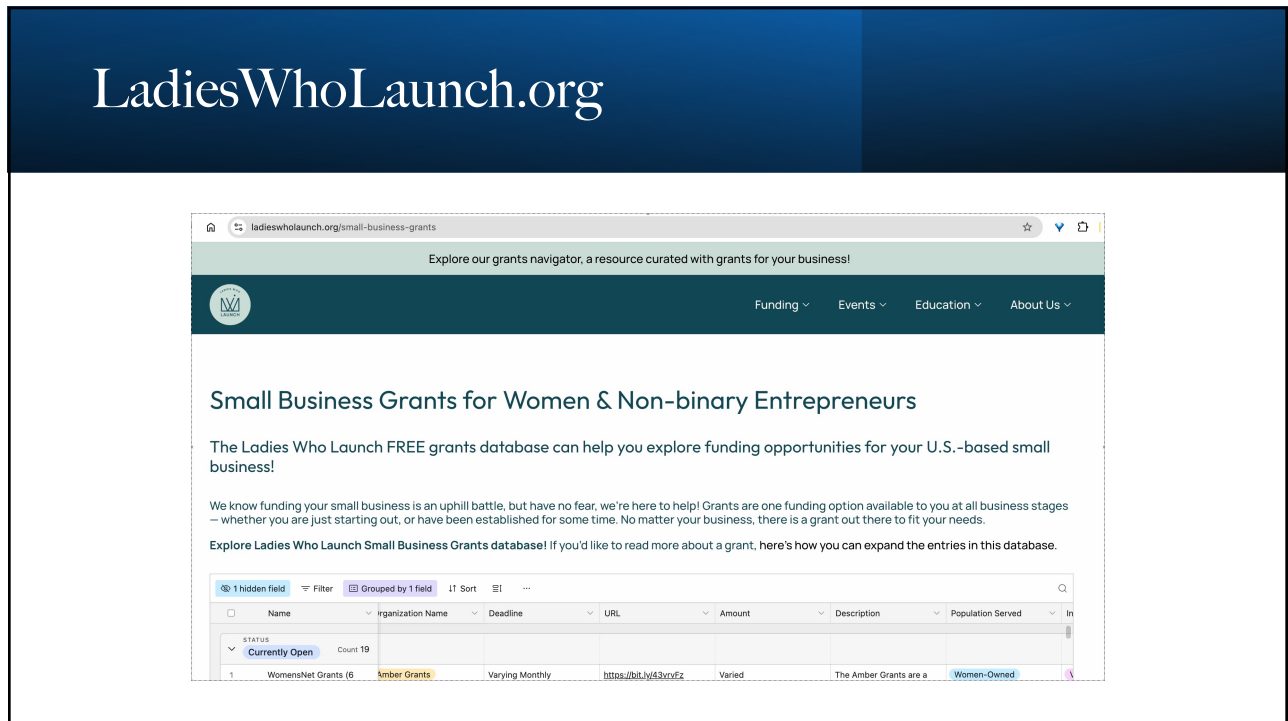
35



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37



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Knowledge is only Potential Power.

—
It is not enough to KNOW.
You must Know HOW.

39



40

Business Grants – Common Questions

1. What does your business do?
2. How much are you requesting in grant funds?
3. How do your services impact the community?
4. How do you use technology in your business? And what technology would help your business thrive?
5. What are some of the challenges that you have experienced this year?
6. How would support from this grant program impact your business and help it grow?
7. We want to hear what makes you proud of your business. What's your biggest accomplishment to date?
8. What are your Social Media Handles?

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How are we feeling?

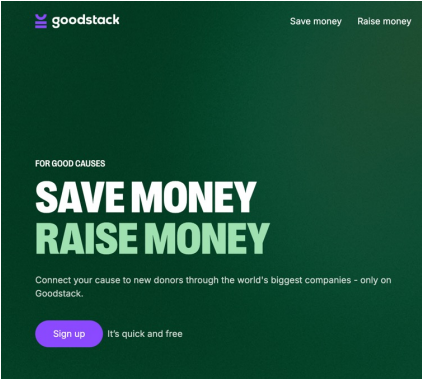


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Technology Resources

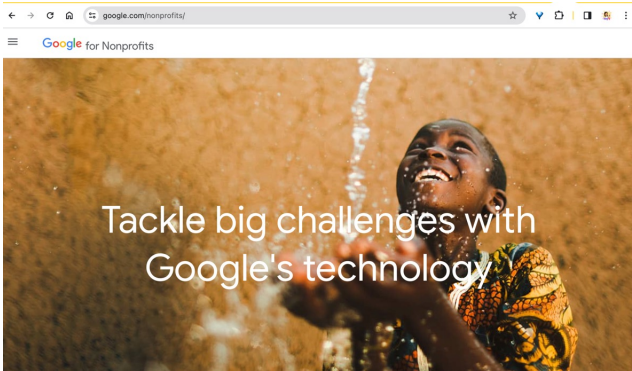
43

Technology Resources



The screenshot shows the GoodStack.org homepage. It features a dark green background with the GoodStack logo in the top left. The main text reads "FOR GOOD CAUSES SAVE MONEY RAISE MONEY". Below this, it says "Connect your cause to new donors through the world's biggest companies - only on GoodStack." and includes a "Sign up" button with the text "It's quick and free".

GoodStack.org
Free



The screenshot shows the Google.com/nonprofits page. It features a browser window with the URL "google.com/nonprofits/". The main content is a photograph of a young child with their hands cupped, catching water. The text "Tackle big challenges with Google's technology" is overlaid on the image.

Google.com/nonprofits
Free

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Technology Resources

The screenshot shows the homepage of 48in48.org. The main banner features the text "We build websites for nonprofits, for free." and "Teams of talented designers, developers, project managers and content writers come together and create amazing websites over just one weekend, in a buzzing conference-like environment." Below this are buttons for "Volunteer", "Apply for a Free Website", and "Sponsor". A secondary banner below reads "we build professional websites for nonprofits at no cost." with an "Apply for a Free Website" button. The "Eligibility Requirements" section lists:

- Generate under \$3 million in annual revenue
- Have a focus that is generally non-political and non-religious
- Assign a dedicated person to oversee this project
- Must have a 501(c)-3

The logo "48in48.org Free" is displayed at the bottom of the page.

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Technology Resources

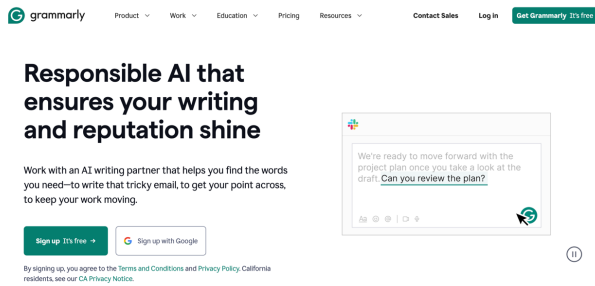
The screenshot shows the homepage of zeffy.com. The main banner features the text "The only 100% free fundraising platform for nonprofits" and "No transaction fees. No platform fees. No fees period." Below this is a "Get started - it's free forever!" button with the subtext "No credit card fees. No hidden fees." The navigation menu includes "100% free", "Solutions", "Switch to Zeffy", and "Resources". A "Login" and "Sign up for free" button is also present. The "Solutions" dropdown menu lists:

- Ticketing**: Sell and manage tickets to your events.
- Donations**: Make giving easy with customizable forms.
- Peer-to-peer campaigns**: Help your community fundraise for you.
- Auction**: Invite your donors to bid on items.
- Tap to Pay**: Accept payments in person with your iPhone.
- eCommerce**: Open an online store for your nonprofit.
- Memberships**: A customizable way to sell memberships.
- Raffles & lotteries**: Host a raffle at your next event.
- Donor management**: Manage and engage your donors.

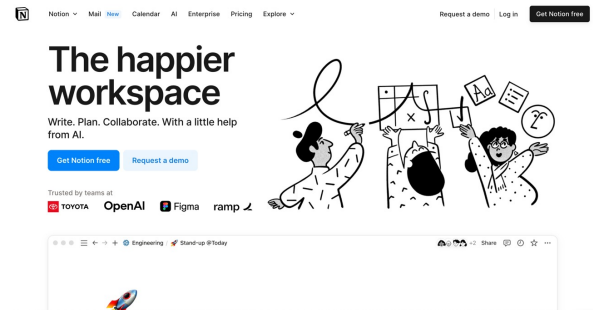
The URL "https://zeffy.com Free" is displayed at the top right of the page.

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Technology Resources



Grammarly.com
Free to \$30 per month

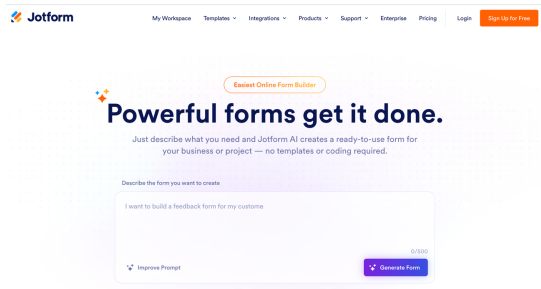


Notion.com
Free to \$39 per month/per seat

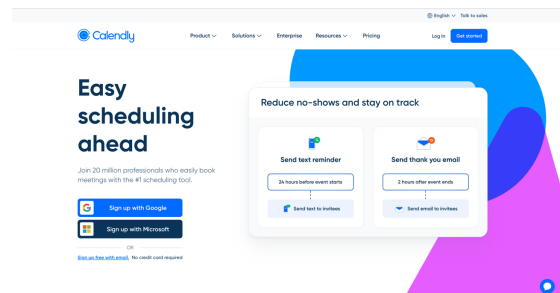
Verified April 21, 2025. Pricing is subject to change. Visit the website for the most up-to-date information.

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Technology Resources



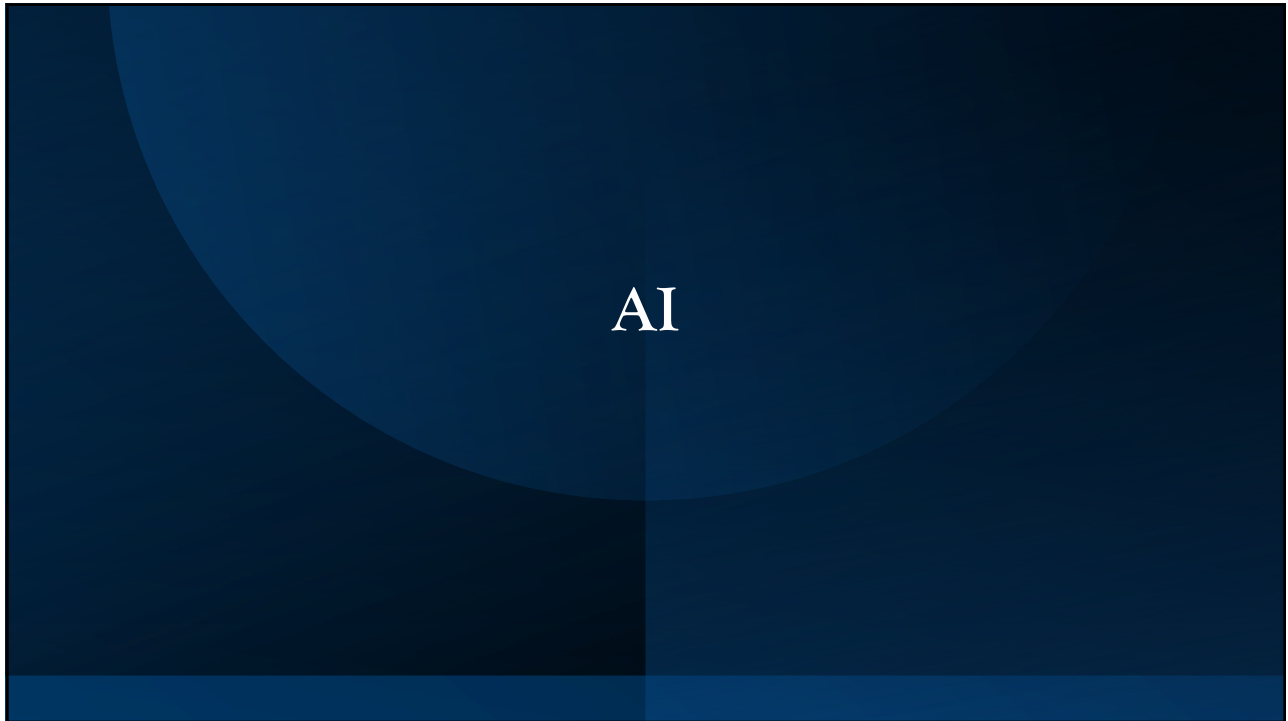
Jot Forms
Free to \$129 per month



Calendly.com
Free to \$15,000 per year

Verified April 21, 2025. Pricing is subject to change. Visit the website for the most up-to-date information.

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AI Assistance

ChatGPT on your desktop
Chat about email, screenshots, files, and anything on your screen.
[Learn more](#)

ChatGPT.com
Free to \$200 per month

DeepSeek-V3 upgraded: comprehensive progress in key capabilities. Available on web, app, and API. Click for details.

deepseek
Into the unknown

Start Now
Free access to DeepSeek-V3 and R1. Experience the intelligent model.

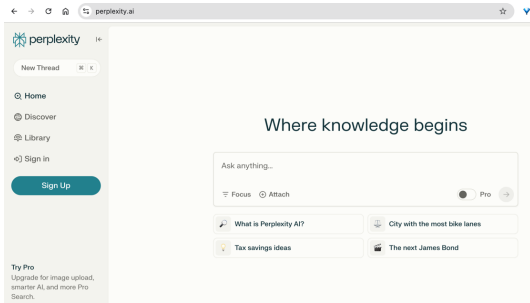
Get DeepSeek App
Chat on the go with DeepSeek-V3. Your free all-in-one AI tool.

Deepseek.com/en
Free

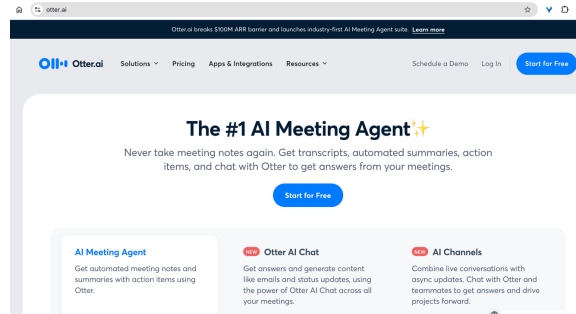
Verified April 21, 2025. Pricing is subject to change. Visit the website for the most up-to-date information.

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AI Assistance



Perplexity.ai
Free to \$20 per month

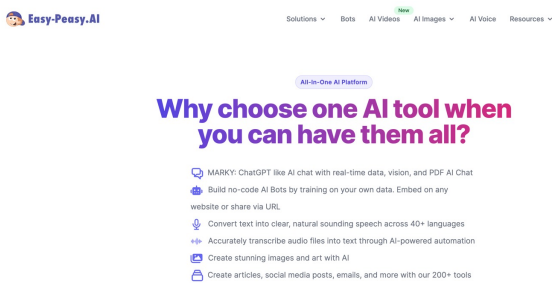


Otter.ai
Free to \$30 per month

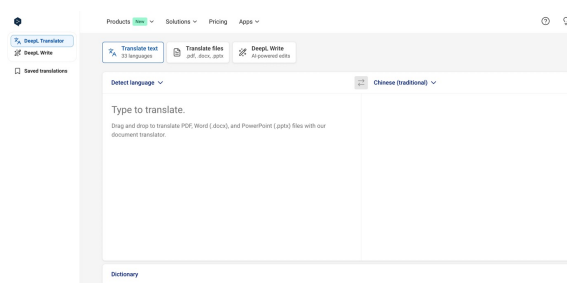
Verified April 21, 2025. Pricing is subject to change. Visit the website for the most up-to-date information.

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AI Assistance



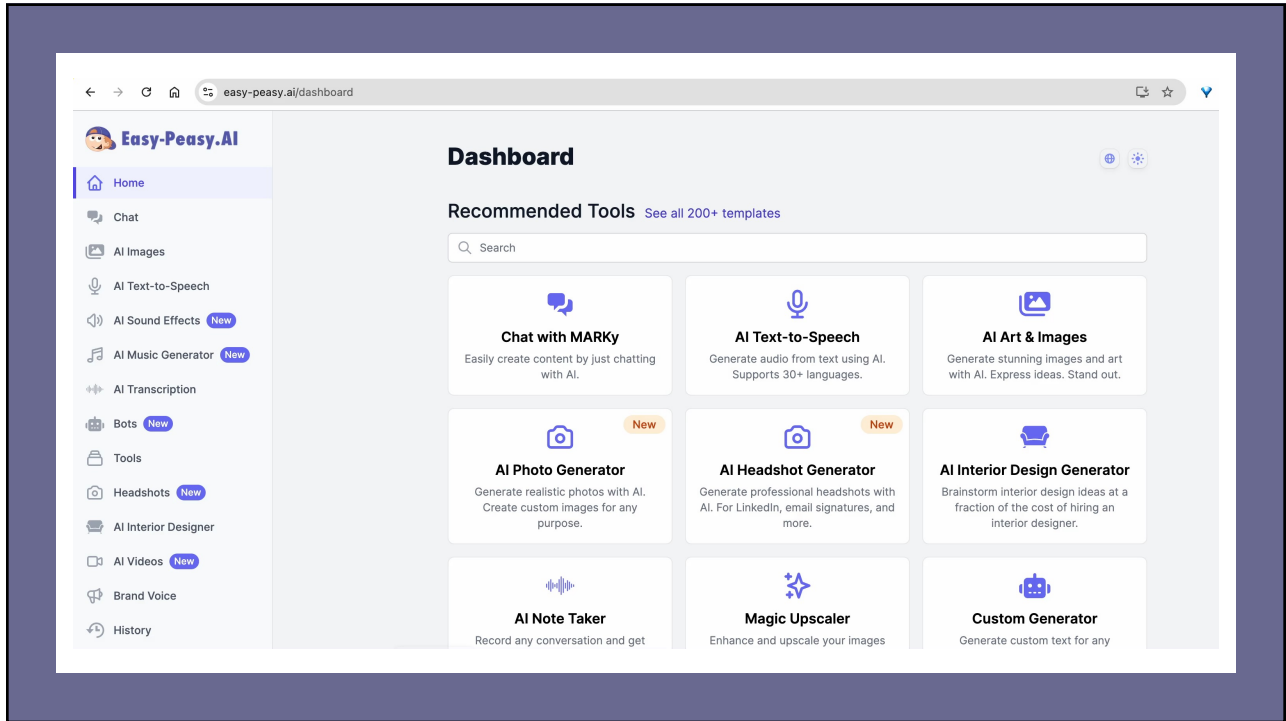
EasyPeasy.ai
Free to \$32 per month



DeepL.com
Free to \$57.49 per month

Verified April 21, 2025. Pricing is subject to change. Visit the website for the most up-to-date information.

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AI Assistance

HeyGen.com
Free to \$39 per month

Synthesia.io
Free to \$64 per month

Verified April 21, 2025. Pricing is subject to change. Visit the website for the most up-to-date information.

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The image is a promotional graphic for an explainer video. It features a blue border. On the left, there is a portrait of a woman with dark hair, wearing a dark blue shirt. To the right of the portrait is the Dewlyn Nonprofit Services logo, which consists of a stylized 'D' in blue and gold, followed by the text 'DEWLYN' in large blue letters and 'NONPROFIT SERVICES' in smaller gold letters below it. Below the logo, the words 'Explainer Video' are written in a large, bold, black sans-serif font. At the bottom of the graphic, the word 'DeepL' is written in a large, white, serif font against a dark blue background.

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Common Pitfalls to Avoid

Discussing common mistakes in grant writing when using Ai.

1. The information is not infallible.
2. Content may exaggerate what you actually do.
3. Always a good idea to have others review the proposal content with you.
4. Do not rely on Ai alone. Fact check.



The image shows two women in an office setting. One woman, with short white hair and glasses, is sitting at a desk and typing on a keyboard. The other woman, with dark hair, is standing behind her, looking at the computer monitor. The background shows a bookshelf and a window.

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Recap of Funding Resources ♥

Nonprofit Grants:

1. Instrumentl.com (\$\$\$\$)
2. The Foundation Center (\$\$\$)
3. Grantgopher.com (\$)
4. Grantmakers.io
5. TheShareWay.com (\$\$\$)
6. Grantselect.com (\$\$)
7. MediaImpactFunders.org
8. Catholic Funding Guide (\$)
9. Council on Foundations
10. Wells Fargo Philanthropic Services

Corporate Sponsors:

1. Google.com
2. Forbes.com
3. DoubletheDonation.com
4. TheShareWay.com (\$)
5. The Grantsmanship Center
6. NonprofitMegaphone.com

Business Grants

1. HelloAlice.com
2. USchamber.com
3. NerdWallet
4. Ladies Who Launch
5. Traditional Grant Databases

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Recap of Resources ♥

Technology Resources:

1. GoodStack.org
2. Google for Nonprofits
3. 48in48.org
4. Zeffy.com
5. Grammarly.com
6. Notion.io
7. Jot Forms
8. Calendly.com

AI:


1. ChatGPT.com
2. DeepSeek.com/en
3. Perplexity.ai
4. Otter.ai
5. EasyPeasy.ai
6. HeyGen.com
7. Synthesia.io

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Final Thought

"It is not enough to be
compassionate.
You must act."

Dalai Lama

- 
- ① Dream Big
 - ② Set goal
 - ③ Take Action

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score.org/memphis

SCORE
FOR THE LIFE OF YOUR BUSINESS

Translate

View by Business Stage Find a Mentor Get Business Training Volunteer

Memphis + Local Business Education Local Resources Blog & News About Mentorship

SCORE Memphis

What can SCORE do for your small business?

The Memphis SCORE chapter provides business mentoring services and educational workshops to entrepreneurs and small-business owners located in Shelby County, western Tennessee, DeSoto County in Mississippi and eastern Arkansas.

GET BUSINESS EDUCATION

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What I do each day...

1. Establish nonprofit organizations
2. Grant proposal-writing
3. Strategic Planning
4. Group coaching and training

Cheryl Smith, CEO
Dewlyn Nonprofit Services
National Nonprofit Trainer & Coach

DEWLYN
NONPROFIT SERVICES

Website: Dewlyn.com
Email: csmith@Dewlyn.com
Office: 800-446-0323

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Thank You!



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