



Build relationships

Do this.

- Meet with grantseekers
- Visit programs
- Publicly share grant decision makers
- Give advice and name the limits on your authority.

Not that.

- No personal contact with the Foundation Board members or grant-making committee

Be considerate of time

Do this.

- You only need five questions
 - What will you do?
 - Why is this needed?
 - What will result?
 - How much will it cost?
 - How can the foundation help?
- Decide faster

Not that.

- 8 copies
- Paper submission
- Require foundation budget forms
- Decisions that take more than 4 weeks.
- Ask for 501(c)3 documentation.
- Ask for information available on the web (board members, 990 report)

Honor their wishes and needs

Do this.

- Treat grantees as the expert.
- Look for ways to say yes.
- Three or fewer rules

Not that.

- Grants may not exceed \$3,000.
- Grants not made to operating.
- Grants are only for new projects.
- No funding for travel or seminars.
- We don't fund salaries.
- Require matching funds.



Great Grantmaking: Do This. Not That.

See What I Mean

Be flexible

Do this.

- Aim for three or fewer rules.
- Prioritize the ONLY rule you must have 501(c)3 or government entity
- Remain open to the many effective ways social change happens.

Not that.

- No fiscal sponsors.
- Only one open grant at a time.
- No applications from “friends of” and “foundation” arms of nonprofits
- Crisis requests will be denied.
- No projects that duplicate other offerings in the community.

Extend trust

Do this.

- Treat grantseekers as the experts they are.
- Assume competence and good intent.
- Imagine the grantseeker is in the room when you talk about a proposal

Not that.

- Requiring more than one report per grant/year
- Reimbursable grants
- Require a copy of the audit for requests less than \$250,000