

FBA NA

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Grants:
A Foundations Perspective

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ONE FUNDER'S PERSPECTIVE ON GRANTMAKING

As they say in the biz, “Once you know one funder, you know ONE funder.”

Instead of “FAQ” we’ll call this “QYRSAA”

or

Questions You Really Should Ask. Always.

WHAT IS THE GRANT APPLICATION PROCESS?

- Many foundations have a website.
Use it.
- Read the instructions and guidelines very carefully.
Explore it.
- Some funders toss incorrectly filled out applications.
Avoid it.
- Some foundations have deadlines or cycles.
Know it.

WHAT CAN I ASK FOR?

TYPES OF GRANTS

- Operations
- Special Projects
- Equipment
- Staff
- Capital

DISALLOWED ITEMS

- Ongoing expenses
- Existing Staff
- Overhead or indirect costs
- Long-term debt retirement

OTHER (NOT-SO-BURNING) QUESTIONS

- **How do I know how much to request?**
- **What sort of communication can I expect?**
- **How soon can I come back?**

WHAT DOES THE FUNDER EXPECT OF ME?

- A well-planned project that:
 - Is strategic
 - Is in keeping with my mission
 - Has clear goals and outcomes
 - Shows you've done your homework (see previous slides)
- Other support
 - Other funders (Who SHOULD be at the table?)
 - Sources reflective of your community and region
- An engaged board