



Grant Applicant Information Session

October 26, 2011

Hosted by:

Klehr, Harrison, Harvey, Branzburg, LLP

www.impact100philly.org
grants@impact100philly.org



Grant Applicants Workshop



Today's Speakers

Charlotte Schutzman, Co-President

Judith Harkins, Grants Co-Chair

Anita Lockhart, Grants Co-Chair

Ellan Bernstein, Co-President



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What is Impact100 Philadelphia?

- Collective giving initiative founded in April 2008
- Women donate \$1,000 each
- Detailed proposal review process
- Award grants of \$100,000, plus smaller operating grants
- Members vote each June to determine the grant recipients
- Total of 414,000 in grants awarded in first three years



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Why Impact100 was formed in Philadelphia

- To provide large scale grant opportunity for smaller organizations
- To offer women an opportunity to leverage donations and learn about nonprofits in the region
- The Impact100 model: simple, effective, low-cost, high-impact
- The ripple effect of this type of grant-making



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Our Particular Emphasis

- Project grants of \$100,000 for small to midsize organizations
- Projects:
 - High impact
 - Address unmet needs in the region
 - Benefit under-served populations
 - New or expansion of existing program
 - Take place in the five-county Philadelphia region or Camden County N.J.



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Eligible Organizations

- Tax-exempt under Section 501(c)(3)
- In Bucks, Chester, Delaware, Montgomery, Philadelphia or Camden counties
- In operation at least 36 months



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Key aspects of the 2011 Grant

- Program must be a new or expansion
- Funds in excess of \$100,000 awarded as smaller operating grants to one or more finalist organizations
- Up to 15% of the grant request may be allocated toward administrative overhead
- Preference given to organizations with operating budgets between \$300,000 and \$5 million
- Postmarked deadline, not “received by” for full proposal
- New forms available in mid December



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Impact100 Focus Areas

- *Arts and Culture*
- *Education*
- *Environment*
- *Family*
- *Health & Wellness*



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Health & Wellness:

Initiatives that improve the mental and/or physical well-being of people.

- ***LOIs: 41***
- ***Full Proposals: 12***
- ***Finalist: Center for Health Options: Information, Care and Education***
- ***\$12,000 operating grant***



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Arts & Culture:

Initiatives that develop greater cultural and artistic opportunities and improved participation in the arts or arts education.

- ***LOIs: 18***
- ***Full Proposals: 8***
- ***Finalist: Community Art Center***
- ***\$12,000 operating grant***



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Environment:

Initiatives that foster the connection between people and the environment, including stewardship and enhancement of physical or natural surroundings.

- ***LOIs: 8***
- ***Full Proposals: 4***
- ***Finalist: Urban Tree Connection***
- ***\$20,000 operating grant***



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Family:

Initiatives that strengthen and enhance the lives of children and families.

- ***LOIs: 30***
- ***Full Proposals: 9***
- ***Finalist: Philadelphia Interfaith Hospitality Network***
- ***\$20,000 operating grant***



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Education:

Initiatives that improve educational opportunities for children and/or adults.

- ***LOIs: 52***
- ***Full Proposals: 8***
- ***Finalist: West Philadelphia Alliance for Children***
- ***\$100,000 project grant recipient***



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Grant Process

- Applicant must choose a Focus Area
- Two step application process:
 - Letter of Inquiry due 1/09/2011
 - Full Proposal (by invitation only)
- Site visit recipients chosen
- Finalist in each Focus Area chosen/presentations at Annual Meeting in June
- Grant recipients selected by membership
- Availability of grant funds



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Project Funding Priorities

- Target under-served populations
- Highlight unmet needs in the region
- Will have a high impact on beneficiaries



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Project Funding Preferences

- Annual operating budgets between \$300,000 and \$5 million
- Limited access to larger grants
- Fewer resources than larger nonprofits
- Lesser known organizations



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Helpful Hints for Our Grant Process

- Confirm eligibility:
 - Located in 5-county Philadelphia region or Camden County
 - In operation at least three years
 - Have independently prepared financial statements (audit or review acceptable)
 - Project budget of at least \$100,000
 - Not a recipient of an Impact100 project grant in the past 36 months
 - New or expansion of existing program



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Helpful Hints for Our Grant Process

- Requested Financial Information (full proposal):
 - Income statement for the most recently completed fiscal year (include projected budget vs. actual)
 - Year to date interim statement for the current fiscal year
 - Project budget (using Impact100 form)
 - Financial statements (audit or review) for past 3 years
 - IRS form 990, including schedule A for past 2 years



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Helpful Hints for Our Grant Process

- Make sure applications are complete:
 - Select only one Focus Area
 - Include 501(c)(3) IRS certification with Full Proposal
 - Provide number of copies specified

- Consult FAQ in Grant Applicants section of website



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Helpful Hints for Our Grant Process

- Project:
 - Provide detailed project budget
 - If project budget is greater than \$100,000 list other secured, pending or anticipated funding sources
 - Up to 15% of grant request may go to organizational overhead expenses
 - Grant funds must be expended within 15 months



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Helpful Hints for Our Grant Process

- Less can be more
- Clarity is important
- Convey your passion



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Communication with Applicants

- Usually via email from grants@impact100philly.org
- May ask for additional information
- Notify nonprofits at various stages of the grant process:
 - Request for Full Proposal
 - Request for site visit
 - Selection of five finalists



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Key Dates

- **Total Funding/Applications** available mid December
- **Letters of Inquiry** due January 9
- **Full Proposal invitation** sent late January
- **Full Proposals** due February 17
- **Finalist Organizations** announced May 14
- **Finalists' Presentations** on June 4



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Final Remarks

- Entire Membership Votes
- Fair and unbiased process
- One woman, one vote



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Questions and Answers