

Indiana Foundations

Identifying, Approaching and Communicating with
Indiana Foundations



Indiana Grantmakers
ALLIANCE
...advancing philanthropy

“I Gotta Get Me One of These”



Overview of session

Indiana Foundations

- Types and giving objectives of foundations
- Where does the money go?

Where to Look...

- On-line and In person
- In your own backyard
- For specific and non-specific information

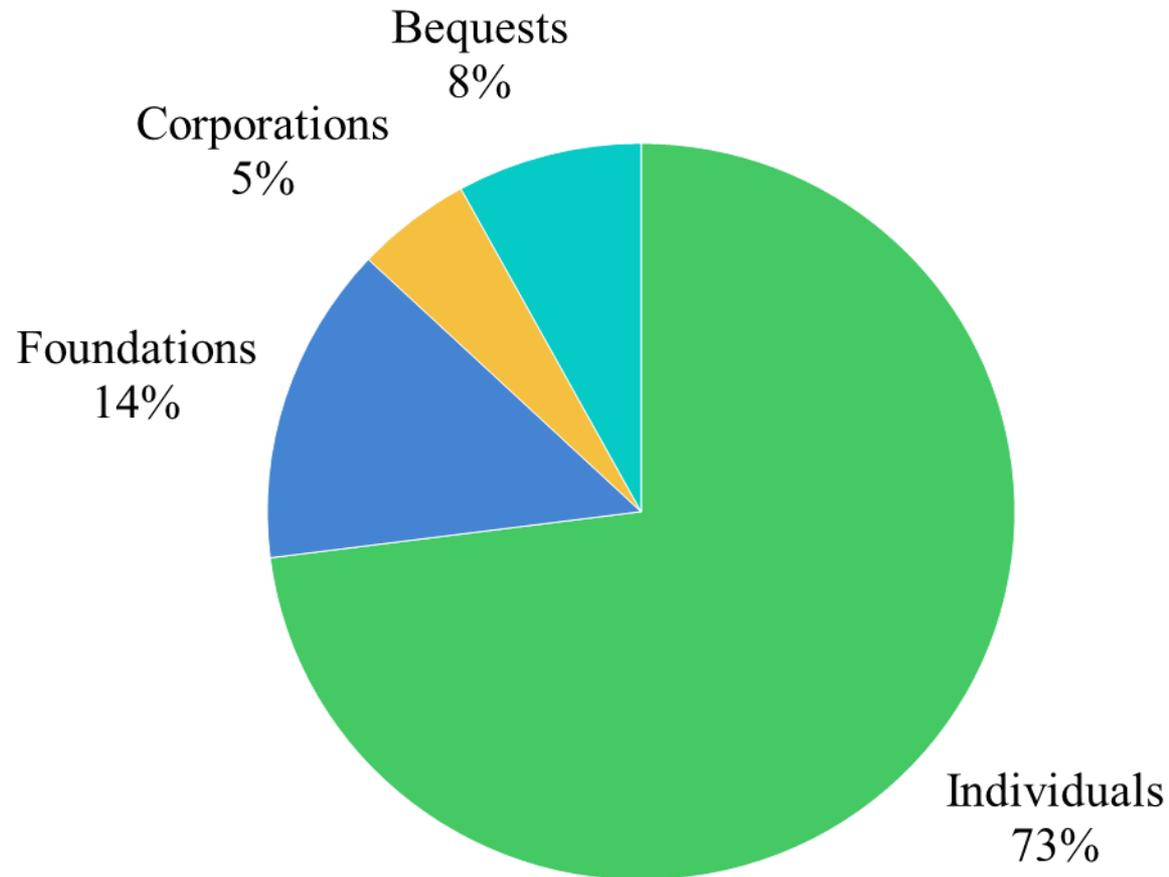
How to Approach and Receive Funding

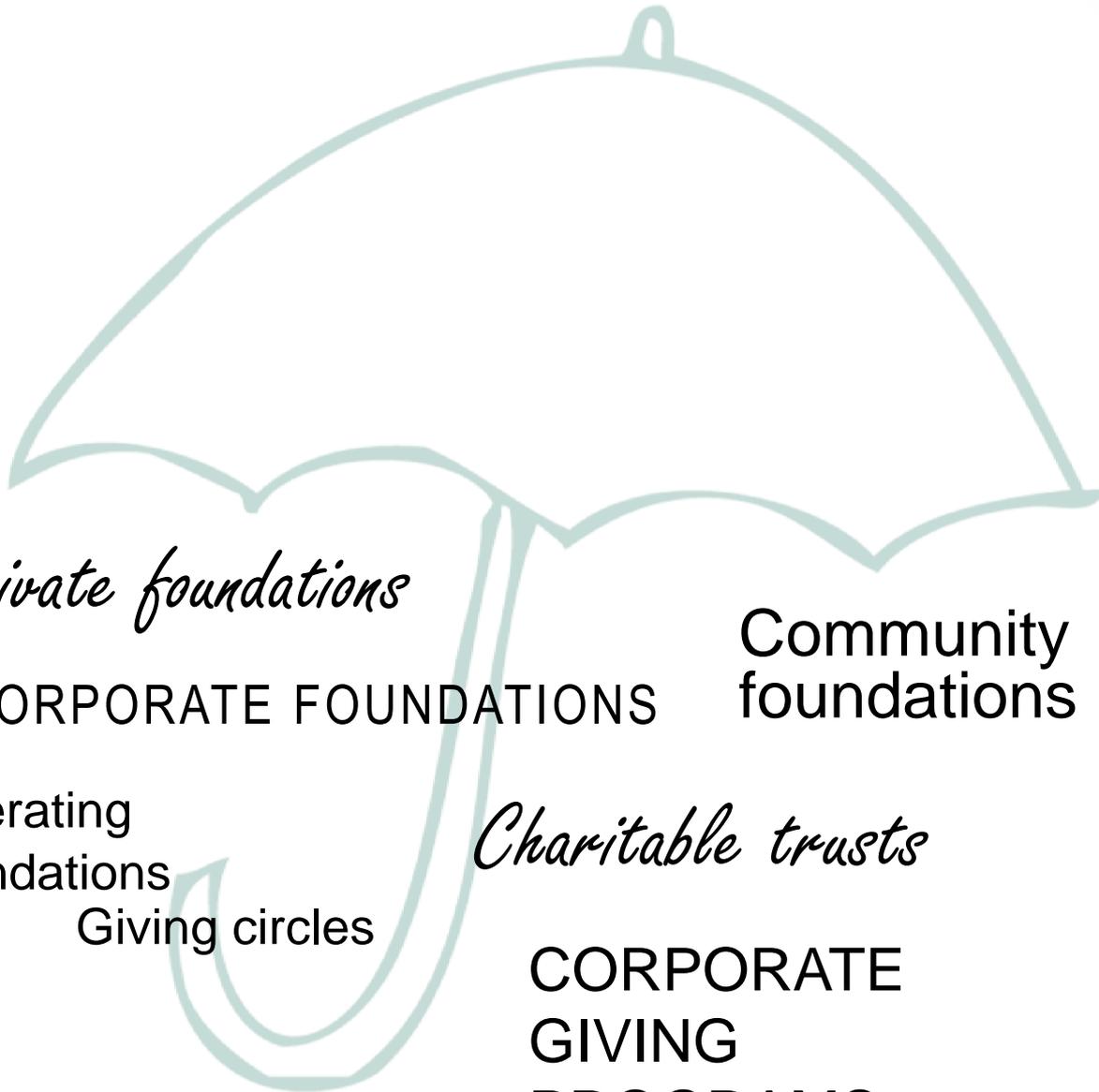
- Dos and Don'ts
- Creating an Elevator Speech
- What Foundations Look For...

Q&A

Who Gives?

Giving USA 2011





Private foundations

CORPORATE FOUNDATIONS

Community
foundations

Operating
foundations

Giving circles

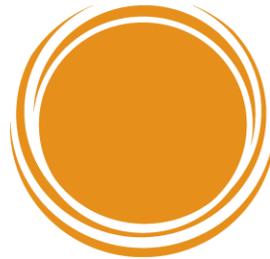
Charitable trusts

CORPORATE
GIVING
PROGRAMS

Private Family Foundations



Private Independent Foundations



LuminaTM
FOUNDATION

Private Corporate Giving



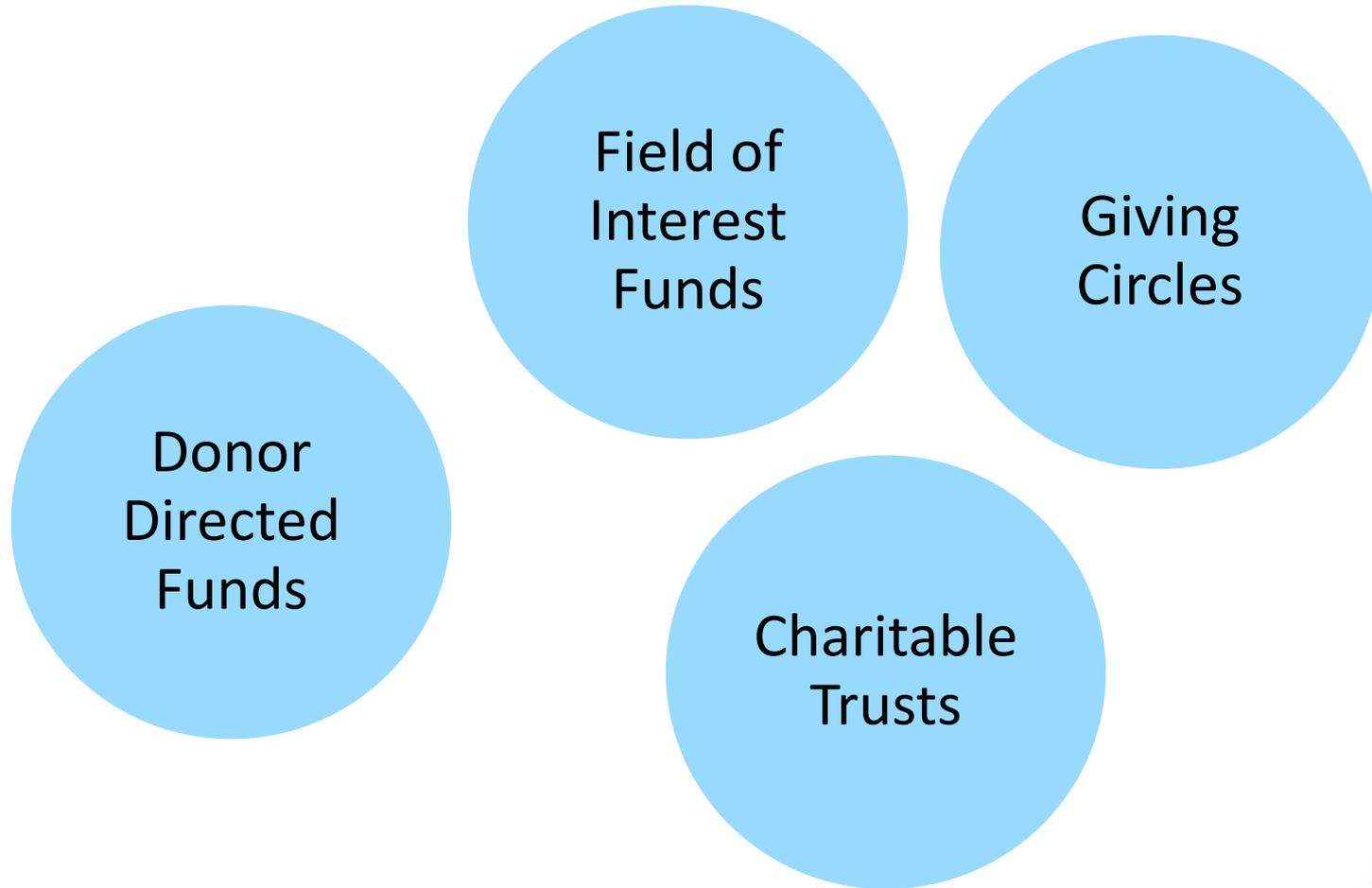
Public Operating Foundations



Public Community Foundations

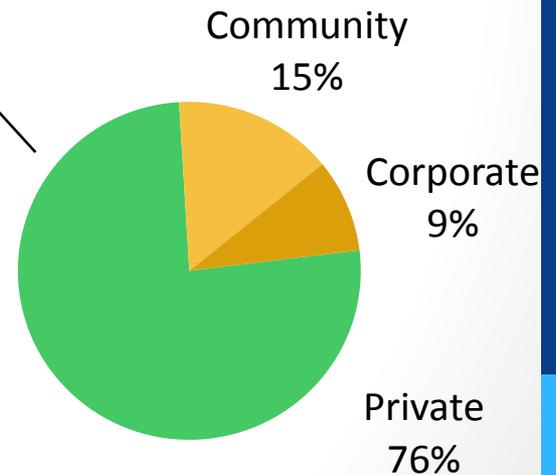
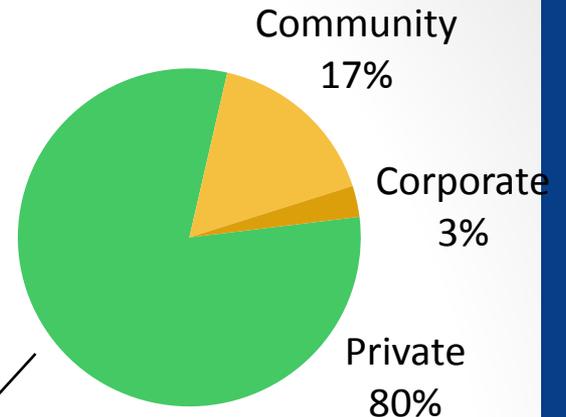


Others



Foundation Giving in Indiana

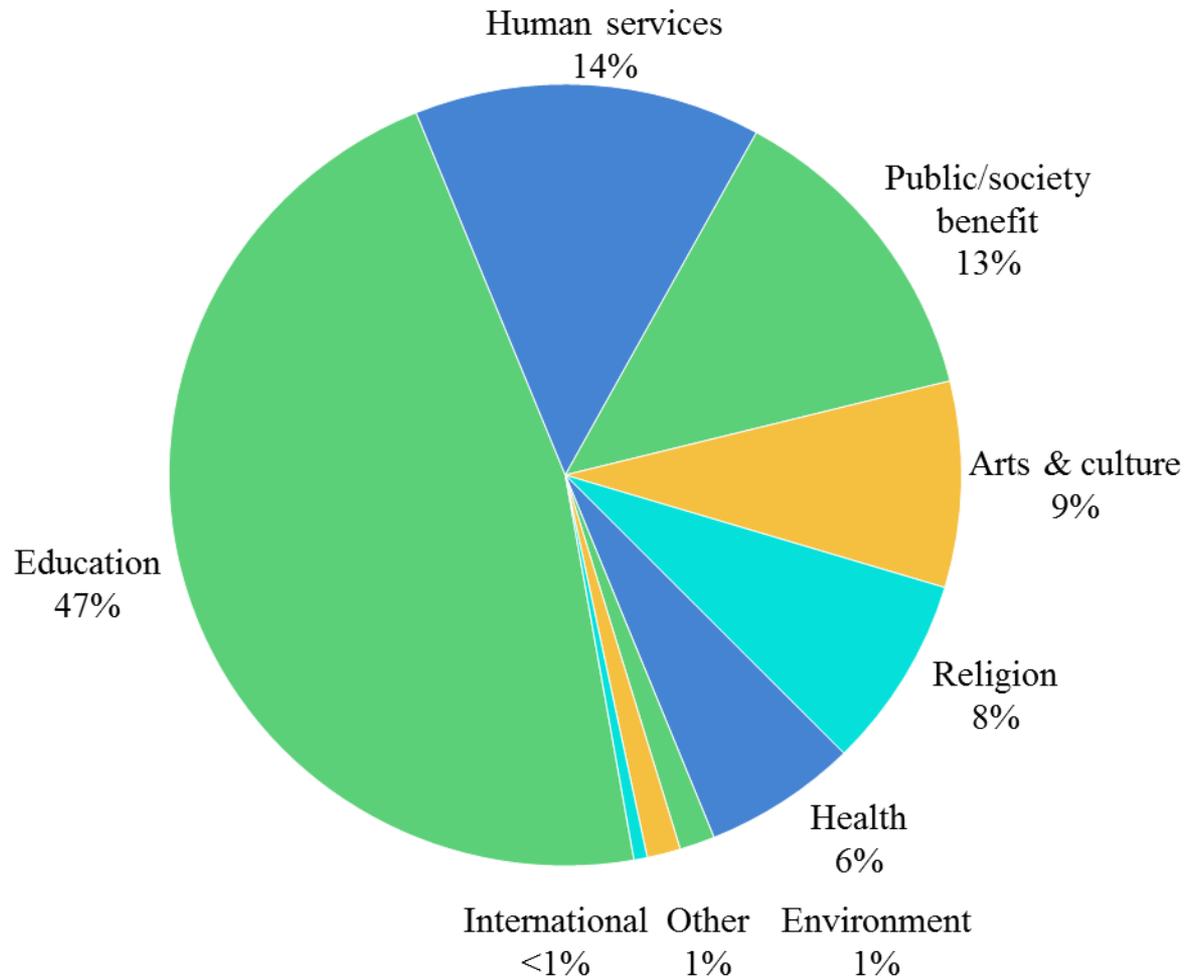
1,100+	Number of foundations
\$12.7 billion	Total assets, 2009
\$1.05 billion	Total giving, 2009



Source: The Foundation Center, 2011.

Where Does the Money Go?

Indiana Gives 2008



Finding The Info On-Line

The Foundation Center



foundationcenter.org

Finding the Info On-Line

Other Resources

- Information on specific foundations (990s, etc.) can be obtained from **Guidestar**.
- If you visit the **Federal Register** website and search under NOFAs (Notification of Funds Availability) you will find listings of federal grants available.
- If you visit the **State of Indiana** website at <http://www.in.gov> and search under “grants available” you will find listings of grants available.

Finding the Info On-Line

Foundation Websites

The screenshot shows the homepage of the Ball Brothers Foundation. The header features the logo and the text "BALL BROTHERS FOUNDATION Building community in Indiana since 1926". A navigation menu includes "About Us", "Grantees", "What We Fund", "Applying for a Grant", and "Resources". A sidebar on the left contains links for "APPLY NOW", "ANNUAL REPORT", "OUR GRANT PROGRAMS", a search bar, "SITE MAP", and "Foundation History". The main content area is divided into three columns: "FOUNDATION NEWS" with recent announcements, "OUR MISSION" with a description of the foundation's goals, and "DEADLINES" with a table of grant application deadlines. A "FISHER GOVERNANCE AWARD" section is also present.

THANKS FOR VISITING OUR SITE
CLICK HERE TO TAKE OUR **USER SURVEY**

BALL BROTHERS FOUNDATION
Building community in Indiana since 1926

APPLY NOW
ANNUAL REPORT
OUR GRANT PROGRAMS

search site

SITE MAP

FOUNDATION NEWS

OUR MISSION

DEADLINES

FOUNDATION NEWS

Thursday, June 14, 2012
BBF Announces Cycle I Grants
BBF stays on track with Quality of Place and Workforce Development Initiatives
[Read more...](#)

Tuesday, April 10, 2012
Fisher Governance Award Nominations Being Accepted
The 2012 John W. & Janice B. Fisher Governance Award nominations are due by August 15, 2012
[Read more...](#)

[View News Archives](#)

RSS [What is RSS?](#)

OUR MISSION

The Ball Brothers Foundation is dedicated to the stewardship legacy of the Ball brothers and to the pursuit of improving the quality of life in Muncie, Delaware County, east Central Indiana and Indiana, through philanthropy and leadership.

FISHER GOVERNANCE AWARD

The John W. & Janice B. Fisher Governance Award will be given each year to recognize the important role that individual board members play in the governance of nonprofit organizations in Muncie/Delaware County.
[More...](#)

DEADLINES

Please note:
The Foundation is not currently accepting multi-year requests.

Cycle I	Deadline
Preliminary Letter	February 15
General Grant Proposals	April 1

Cycle II	Deadline
Preliminary Letter	July 15
General Grant Proposals	September 1

Ball Rapid Grants
Accepted between February 1 and November 30

222 S. Mulberry Street, Muncie, IN 47305 • Phone: 765.741.5500 • Email: info@ballfdn.org | Employee Email Portal
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Finding the Info In Person

Other Resources

- Your **local libraries** are excellent sources of information. Many have copies of the Indiana Grantmakers Alliance Foundation Directory. Your **local colleges/universities** and **community colleges** are also excellent resources.
- **Center on Philanthropy at Indiana University** has very useful information on giving trends, fundraising and philanthropy. They also offer classes in fund development.
- **Indiana Nonprofit Resource Network** offers resources and classes on nonprofit fundraising and management.
<http://www.inrn.org/index.htm>

Finding the Info in Your Own Backyard

Indianapolis Not For Profit News - June 19, 2012

Charitable Advisors, LLC <bryan@charitableadvisorsLLC.com>

Sent: Tue 6/19/2012 11:48 AM

To: Marie Beason

To view this email as a web page, click [here](#).

Indianapolis Not-for-Profit News

published by Charitable Advisors

[Home](#) | [Site Map](#) | [Contact Us](#)

[About Us](#)

[Post A Job](#)

[Submit News](#)

[Subscribe To Not-for-Profit News](#)

June 19, 2012

Featured Article

ent:imlcr CPA's 50 years w/nonprofits + Sikich CPA = Your Success

We are very excited to welcome another new sponsor to the Indianapolis Not-for-Profit News. In November 2011, Indianapolis based accounting firm ent:imlcr and Sikich CPA decided to merge with Sikich advisory, technology and CPA practice is now named ent:imlcr. ent:imlcr is a team of professionals (all legal) committed to providing the best that the Indiana not-for-profit has to offer in the past. With the Sikich's valuable resources for organizations.

Sikich's Indianapolis team has worked with not-for-profit organizations for more than five decades. In that time, the team has become experts in the industry by getting involved in community activities and not-for-profit boards, as well as

In This Issue

[Featured Article](#)

[News](#)

[Positions Wanted](#)

[Volunteer/Donate](#)

[Calendar/Training](#)

[AFP Tips and News](#)

Horizon House has received the following grants: Ayres Foundation has awarded a \$4,000 grant to Horizon House in support of Opportunity Knocks employment readiness program; **Nicholas H. Noyes, Jr. Memorial Foundation** awarded \$8,000 for operational support and **The Old National Bank Foundation** awarded \$5,000 for support of Opportunity Knocks employment readiness program.

of character
and integrity

**DEGREES
THAT**

Finding the Info in Your Own Backyard

INSIDE EDGE E-NEWSLETTER

June 14, 2012
Inside Edge
Morning Briefing

THE INTENSITY. THE DRAMA. THE PLAYOFFS.
BMW Championship
Crosland Dick Golf Club
September 2-9, 2012
BMWChampionshipCFLGA.com

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Potential Jobs Spur New Transit Option
Three employers in Anderson's Flagship Industrial Park say in a recent transportation survey they may add hundreds of jobs by the end of the summer. In response, the city says it will add a bus route from its downtown terminal to the park beginning next month. Anderson Mayor Kevin Smith says the city wants to help potential employees who don't have reliable transportation get to the center. [Read More](#)
City of Anderson Transportation System General Manager Stephon Blackwell says the new service is a worthwhile investment.
[Listen](#)

Home Health Depot Makes Another Acquisition
Indianapolis-based Home Health Depot Inc. has acquired Medical Mobility LLC in Fort Wayne. The deal with the rehabilitation equipment company marks Home Health Depot's third acquisition this year.

ISU Names Business College of Business
Indiana State University College of Business, since 1989, most recently selected as College of Business.

Bluegrass Boardwalk
Kentucky has approved World & Splashin' Safari amusement park as Bluegrass Boardwalk. Louisville reports the Authority will give the park over the next 10 years.

Polar Bear Researcher
The Indianapolis Prize for conservation, has been awarded to a researcher. The award will be presented in Indianapolis.

More News Below

[ButlerCorporateEducation.com](#) | BUTLER UNIVERSITY

Port-to-Port CONSULTING
HARRISON COLLEGE
Quality Education

Ball Foundation Awards More Than \$6 Million
The Muncie-based Ball Brothers Foundation has approved more than \$6 million in grants this year. Over 50 organizations have been awarded funds for childcare, neighborhood improvement and workforce development initiatives.

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[Read More](#)

Finding the Info in Your Own Backyard

Aging in Indiana - Happy Anniversary to Us

University of Indianapolis - Center for Aging & Community <amagan@uindy.edu>

Sent: Wed 11/30/2011 3:35 PM

To: Marie Beason

To view this email as a web page, go [here](#).



November 2011

10 years -- Educating, researching, consulting, collaborating

Ten years ago, the University of Indianapolis Center for Aging & Community (CAC) was as part of a vision to expand the reach of the University beyond the physical bounds of campus. Over the past decade, CAC has fulfilled that vision and along the way succeeded in improving the quality of life for older adults in Indiana and beyond.

Read on to learn about some of our past achievements and ways you can join our celebration (Hint: Free stuff!).

Our achievements include:

- Transitioning our academic programs to a [completely online format](#), allowing people to participate in outstanding gerontology education regardless of where they live
- The creation of the DeHaan Endowed Chair in Gerontology, currently held by Eli Miller, PhD

Grants to go for



Home Depot Foundations Celebration of Service

From August 15, 2011 through Veterans Day (November 11, 2011), the Home Depot Foundation will accept grant applications to support the housing needs of U.S. military veterans. Proposals for the following community improvement activities will be considered:

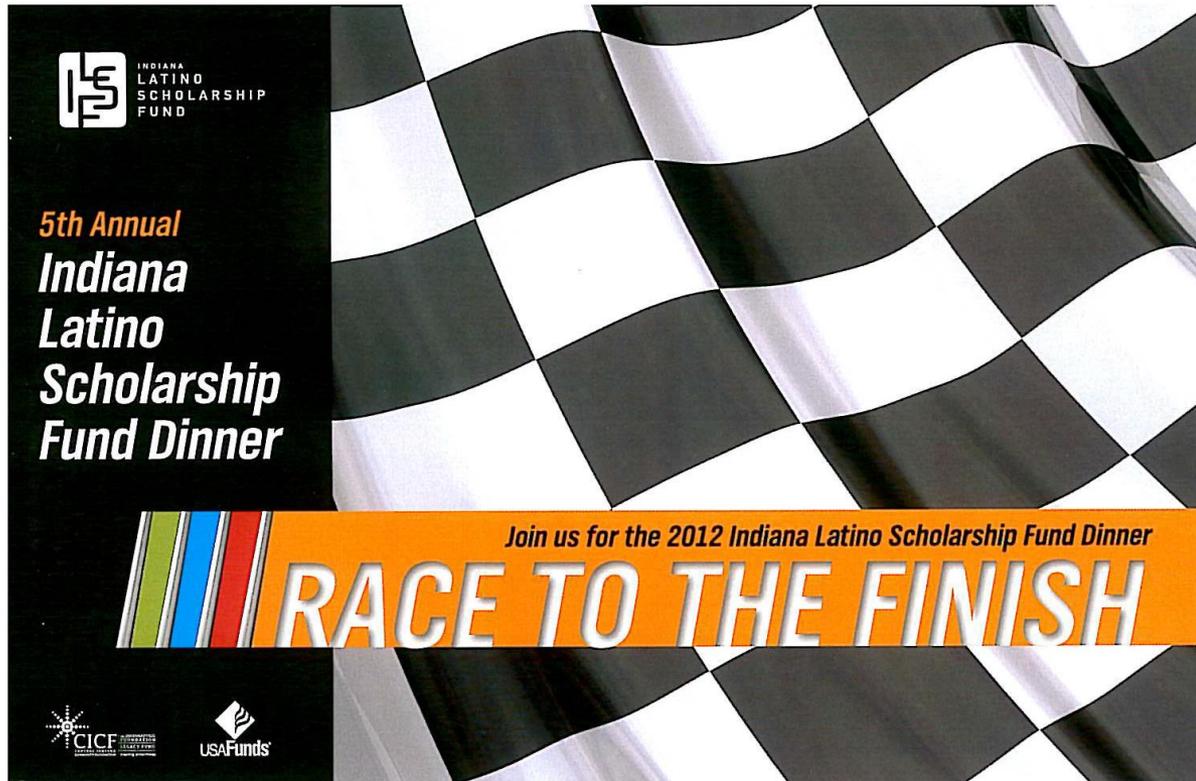
- Repairs, refurbishments, and modifications to low-income and/or transitional veteran's housing, or community facilities (schools, community centers, senior centers, etc.)
- Weatherizing or increasing energy efficiency of low-income and/or transitional veterans' housing, or community facilities
- Planting trees or community gardens and/or landscaping community facilities that serve veterans

Click [here](#) for more information.

National Center for Benefits Outreach and Enrollment Grants

The NCBOE will provide 5-10 grants of up to \$100,000 each for a period of 12 months to local or state organizations for the implementation of significant innovations in benefits enrollment. These innovations should improve enrollment assistance available to seniors 65+ and adults living with disabilities (aged 21+) who have limited income and resources and may be eligible for but not receiving key benefits.

Finding the Info in Your Own Backyard



Finding the Info in Your Own Backyard

Indiana LATINO SCHOLARSHIP FUND ALLIANCE Members

Central Indiana Community Foundation
Indiana Latino Institute
La Plaza
Mexican Scholarship Fund
National Society of Hispanic MBAs (Project Stepping Stone)
SADCO
USA Funds

RACE TO THE FINISH R.S.V.P.



Please make checks payable to: CICF in care of the Indiana Latino Scholarship Fund.

Name: _____ **Number of Guests:** _____

Phone: _____ **Email:** _____

SPONSORSHIP LEVELS OF SUPPORT:

- \$25,000 - Chancellor Level
- \$10,000 - Doctorate Level
- \$5,000 - Masters Level
- \$2,500 - Bachelors Level
- \$1,500 - Associate Level
- \$150 - Individual Ticket

See back for detailed sponsorship structure.

Please return by: July 13, 2012

For more information, please contact Tammy Stitt at
317-806-0149 or by e-mail to meetingplanner@usafunds.org.

I cannot attend the event, but
would like to make a contribution
in the amount of _____.

What to Look For...

Specific Information

1. Application Procedures
2. Deadlines
3. Giving Priorities
4. Giving Restrictions
5. Giving Amounts
6. Giving History
7. Personnel
 - Board and staff

What to Look For...

Non-Specific Information

1. Clues for Mission Fit
2. Organizational Culture
3. Timing of Grant Cycle
4. Affiliations and Partnerships

How to Approach...



Show Me the Money



How to Approach...

Five Don'ts

1. Pounce
2. Beg
3. Waste Time
4. Use Jargon
5. Bad Mouth Other Organizations

How to Approach...

Five Dos

1. Do Your Research
2. Follow Procedure
3. Be Professional
4. Be Honest and Don't Over-Promise
5. Craft Your Message Carefully

Develop Your Elevator Speech



Develop Your Elevator Speech



How to Approach...



Top 10 Things Foundations Look For

1. Mission fit
2. Measureable impact
3. Well-written, realistic proposals that make sense
4. Complete proposals with all attachments
5. Proven success/good work
6. Honesty
7. An understanding of the issues and potential solutions – not just needs
8. Strong case for funding
9. Collaboration - when and where appropriate
10. Strong leadership, vision and mission

Top 10 Things Foundations Hate

1. Proposals that don't fit mission or criteria
2. Proposals that are late
3. Proposals that are incomplete
4. Proposals that are poorly written
5. Proposals that are unrealistic or untrue
6. Organizations that are poorly run
7. Organizations that don't complete work
8. Organizations that don't complete reports well or on time
9. Organizations that don't understand the issues and potential solutions – just needs
10. Organizations that can't make a strong case for funding