QUESTION

How do we organize ourselves so that we have a steady, predictable stream of funding for general operations?

And funding streams for improvement or special projects?
WHAT WE KNOW ABOUT SUCCESS
Grantwriting is a Team Sport
The Board and the Executive Director is the Team
All you need is some support and training!
WHAT WE KNOW ABOUT SUCCESS

Grantwriting Follows Planning

Annual Plans
Capital Improvements

The Problem is Planning
GOING AFTER THE LOW-HANGING FRUIT

Institutional Donors
Foundations, Banks, Corporations, Credit Unions, Energy Companies, Railroads, Retail Stores
SO, WHO ARE THESE DONORS?

I’ll Show You!

Institutional Donors

Thanks to the work of Institute Graduates!
WAYS INSTITUTIONAL DONORS GIVE

- Direct giving from local corporate budget
- Employee giving programs
- Gift from corporate foundation
- Gift from local marketing or advertising budget for sponsorships
- In-kind contributions of product, services, and Volunteers
- Matching gifts
HOW TO APPROACH THEM

Most institutional donors have written guidelines and instructions on approaching them for support.

Finding the people connections
Making initial contact
Understanding and addressing their concerns and priorities
GRANTS FOR CAPITAL PROJECTS

Who Funds Capital Improvements?

I’ll Show You!

Thanks to the work of
Institute Graduates
HEADLINE NEWS TO BOARD MEMBERS

The responsibility for raising fund lies with the Board

Not

the Executive Director
QUESTION

What will you Do?

As a Board Member

As an Executive Director
THE NEW MEXICO MAINSTREET TRAINING INSTITUTE ON GRANTSMANSHIP

A comprehensive grantsmanship training program for New Mexico MainStreet, Frontier and ACD board members, managers and volunteers
WHAT YOU WILL LEARN

You will learn and apply specific grantwriting skills for the purpose of identifying, approaching and writing a highly competitive grant proposal ready for submission to a targeted funding program of your choosing.