2020 Giving

Giving by Individuals 69%
$324.10 billion
Increased 2.2% from 2019

Giving by Foundations 19%
$88.55 billion
Increased 17% from 2019

Giving by Bequest 9%
$41.91 billion
Increased 10.3% from 2019

Giving by Corporations 4%
$16.88 billion
Declined 6.1% from 2019
Three Important Questions

What?
What do you need?

Why?
Why do you need it?

How?
How will you show impact?
Three Types of Support

**General**
Overall operating expenses

**Program**
Covers direct program costs

**Capital**
Improvements to infrastructure
Why do you need this grant?

- Show passion for your work
- Know your end game
- Set goals
- Advance your mission
How will you demonstrate results?
What you need from a funder.

What a funder needs from you.
Four Types of Grant Funders

- Private Family Foundations
- Corporate Foundations
- Government Grants
- Community Foundations
Connecticut Community Foundations

21 community foundations serving all of Connecticut.

Complete list available at www.ctphilanthropy.org
Identifying Potential Funders

- Ask Board Members
- Network With Other Agencies
- Basic Google Search
Online Resources

*Foundation Directory Online*

- **Fee-Based Option:**
  fconline.foundationcenter.org

- **Free Option:**
  fconline.foundationcenter.org/welcome/quick-start
Get information on every U.S. Foundation with one search in FDO Quick Start.
Register now for instant free access to Foundation Directory Online Quick Start!

GET STARTED NOW

FDO Quick Start is your answer for looking up information on any U.S. foundation on your prospect list.

Find the foundation you’re looking for by name, EIN, location, and assets or giving range.

Search the IRS Forms 990 and 990-PF for those funders by those facets or by keyword.
Other Online Search Engines

Fee-Based Options:
www.grantwatch.com
www.grantstation.com

Free Options:
www.grants.gov
www.guidestar.org
Connecting you with the nonprofit information you need

Search GuideStar for the most complete, up-to-date nonprofit data available.

Why register for more free searches?
Narrow your pool of potential funders and learn more.
Before Applying

- Be 100% clear on the guidelines.
- Read instructions thoroughly.
- Have your facts and figures in order.
- Be prepared.
You’re Ready To Apply!

Types of Applications

Online Portal

Narrative Proposal
Charitable Giving and the Dominion Energy Charitable Foundation

Request Information

* Non-Discrimination Certification: To certify that you agree with this statement, select "yes".

Applicant organization certifies that it does not discriminate against any person or group on the basis of race, color, ancestry, sex, gender, religion, national origin, age, actual or perceived physical or mental disability, medical condition, genetic information, sexual orientation, gender identity or expression, military or veteran status, marital status, status as a victim of domestic violence or any other classification protected by law.

* Project Title: Please enter a title for this project/program.

* Project Description: Executive summary to be reviewed by grant evaluators.

(2000 character maximum)

* Additional Project Description: If you require more space, please continue your project description here.

(5000 character maximum)

Project Funding Detail: Briefly describe how the funds will be used to support this project mentioned in the sections above.
Typical Application Questions

- What need are you addressing?
- What are your goals and projected outcomes?
- How will you evaluate your program?
- Is your program / organization sustainable without this grant?
In January 2019, the Board of Directors for Connecticut Food Bank and Foodshare (both established in 1983) voted to combine the organizations into one statewide entity now known as Connecticut Foodshare. This historical merger united both organizations with the goal of streamlining Connecticut’s response to the rising hunger problem. Connecticut Foodshare’s mission is to deliver more efficient and equitable resources to hunger by mobilizing community partners, volunteers, and supporters throughout Connecticut. Our work is powered by a staff of more than 100 and a pool of more than 3,500 volunteers.

Connecticut Foodshare sources, acquires, and distributes food to people in need through our statewide network of 155 member agencies and direct service programs serving 46,000 people, including 22,000 children, at risk of hunger in Connecticut. We work to distribute food in ways that are equitable, efficient, effective, and easily accessible to those most in need.

Connecticut Foodshare’s program model consists of the following primary components:

- **Food Acquisition**, with a focus on healthy food: Our staff works with food industry partners at the local, regional, and national levels to secure donations of food that would otherwise go to waste.
- **Food Distribution**: Volunteers, partly and part-time, are paired with volunteers, and local to ensure that food is delivered to those in need. Food Distribution: Our partners work to ensure that food is distributed to those in need, including those who are not able to access food through traditional channels.
- **Food Recovery**: Food industry partners donate food that would otherwise be discarded to food banks and other charitable organizations. Food banks then distribute the food to individuals and families in need.
- **Food Education**: Volunteers receive training on food safety and nutrition, and are encouraged to share this knowledge with others in the community.

Connecticut Foodshare is just one of many organizations working to combat hunger in Connecticut. By working together, we can ensure that everyone in our state has access to the food they need to thrive.

We recognize the importance of nutrition in promoting health and well-being. Our goal is to provide healthy food options that are affordable and accessible to all Connecticut residents. Through our partnerships and community initiatives, we aim to create a sustainable food system that supports the health and well-being of all Connecticut residents.

We encourage you to learn more about our work and how you can get involved. Visit our website to explore our programs, initiatives, and success stories. Contact us to learn about volunteer opportunities or to make a donation. Together, we can make a difference in the lives of those in need.
Grant Writing Tips

- Write as if the reader knows nothing about your organization.
- Make sure your request lines up with your need.
- Be clear and concise.
- Submit your application on time.
Have Your Supporting Documents Ready To Go

- 501(c)(3) documentation
- Operating and/or program budget
- Board of Directors list
- List of other funders (if applicable)
- Most recent audit or 990
After You Submit Your Grant

- Be patient
- Follow up with the funder
- If you are awarded a grant, send a thank you letter.
Post-Grant Award Responsibilities

- Report on progress made.
- Report on successes and failures.
- Report on what you learned.
- Provide post-program budget and expenditures.
Questions?
Please get in touch!

Laurie Robillard, Institutional Giving Manager
lrobillard@ctfoodshare.org • 860-856-4334
Slide 6 – How Will You Demonstrate Results

Grantmakers are all about goals!

Some ideas to measure progress:

- Survey your clients for feedback.
- Track the number of clients visiting your site monthly or annually.
- Track the resources you are distributing monthly or annually.
- Track the type of resources you are distributing (i.e., produce, meat, etc.).
- Collect client testimonials.

Put in place whatever method works for you!

Slide 7 – It’s Not What You Need From a Funder, It’s What a Funder Needs From You

Funders are interested in:

- The need your organization is filling.
- What impact you are making.
- What sets you apart from other similar organizations.
- Who is your target audience.
- What is your demographic breakdown.**
- Do you have a successful track record.
- Do you have a strong financial and organizational structure.
- What metrics do you use to evaluate success.

**A note on demographics

Don’t be afraid to initiate a conversation with the funder if they are asking for demographic data that you do not collect. Funders want to support you and are happy to work with you. It is a collaborative effort, don’t be afraid or intimidated to raise questions.
Also check out your local civic clubs, exchange clubs, giving circles and United Way organizations for funding opportunities.

Contact your local library to see if they offer free access to Foundation Directory Online.

Visit the funder’s website and look for the following information:

- What are their funding focus areas.
- Are their geographic limitations.
- Is it an open application process or invite only.
- Who else do they fund and how much money do they award.
- How competitive is the process (is it worth your time).

Many funders will accept the Common Grant Application form. This is a useful tool that provides a framework for grant seekers to prepare a detailed narrative proposal. This form is available on the CT Council for Philanthropy’s website, CTPhilanthropy.org.

Additional questions you will be asked on a grant application:

- What is your organization’s history and mission.
- What dollar amount are you requesting.
- Describe your program’s timeline and activities.
- What is your target population and geographic service area.
Directory of Community Foundations Serving Connecticut

Berkshire Taconic Community Foundation
800 North Main Street, PO Box 400
Sheffield, MA 01257-9503
(413) 229-0370 | info@berkshiretaconic.org
Canaan, Cornwall, Goshen, Kent, Norfolk, North Canaan, Salisbury, Sharon, Warren

Branford Community Foundation
PO Box 462, Branford, CT 06405
(203) 444-4898 | info@branfordcommunityfoundation.org
Branford

The Community Foundation for Greater New Haven
70 Audubon Street, New Haven, CT 06510
(203) 777-2386 | contactus@cfgnh.org
Ansonia, Bethany, Branford, Cheshire, Derby, East Haven, Guilford, Hamden, Madison, Milford, New Haven, North Branford, North Haven, Orange, Oxford, Seymour, Shelton, Wallingford, West Haven, Woodbridge

The Community Foundation of Eastern Connecticut
68 Federal Street, PO Box 769
New London, CT 06320, (860) 442-3572 | alison@cfect.org

Community Foundation of Greater New Britain
74A Vine Street, New Britain, CT 06052
(860) 229-6018 | info@cfgnb.org
Berlin, New Britain, Plainville, Southington
Community Foundation of Middlesex County
49 Main Street, Middletown, CT 06457
(860) 347-0025 | info@middlesexcountycf.org
Chester, Clinton, Cromwell, Deep River (Winthrop), Durham, East Haddam (Cobalt), East Hampton (Middle Haddam, Moodus), Essex (Centerbrook, Ivoryton), Haddam (Higginum, Haddam Neck), Killingworth, Middlefield (Rockfall), Middletown, Old Saybrook, Portland, Westbrook

Connecticut Community Foundation
43 Field Street, Waterbury, CT 06702
(203) 753-1315 | info@conncf.org

Essex Community Fund
PO Box 614, Essex, CT 06426
(860) 767-0167 | info@essexcommunityfund.org
Essex

Fairfield County’s Community Foundation
40 Richards Avenue, 4th floor
Norwalk, CT 06854
(203) 750-3200 | info@fccfoundation.org
Bethel, Bridgeport, Brookfield, Danbury, Darien, Easton, Fairfield, Greenwich, Monroe, New Canaan, New Fairfield, Newtown, Norwalk, Redding, Ridgefield, Shelton, Sherman, Stamford, Stratford, Trumbull, Weston, Westport, Wilton

The Guilford Foundation
PO Box 35, 44 Boston Street, Guilford, CT 06437
(203) 640-4049 | lizapetra@gmail.com
Guilford
Directory of United Ways Serving Connecticut

Middlesex United Way
(860) 346-8695, 100 Riverview Center, Suite 230, Middletown, CT 06457
Towns Served: Chester, Clinton, Cromwell, Deep River, Durham, East Haddam, East Hampton, Essex, Haddam, Killingworth, Middlefield, Middletown, Old Saybrook, Portland, Westbrook

United Way of Central and Northeastern Connecticut
(860) 493-6800, 30 Laurel Street, Hartford, CT 06106-1374

United Way of Coastal Fairfield County
(203) 334-5106, 855 Main Street, 10th Floor, Bridgeport, CT 06604
Towns Served: Bridgeport, Darien, Easton, Fairfield, Monroe, New Canaan, Norwalk, Stratford, Trumbull, Weston, Westport, Wilton

United Way of Greater New Haven
(203) 772-2010, 370 James Street, Suite 403, New Haven, CT 06513
Towns Served: Bethany, Branford, East Haven, Guilford, Hamden, Madison, New Haven, North Branford, North Haven, Orange, West Haven, Woodbridge

United Way of Greater Waterbury
(203) 757-9855, 100 North Elm Street, 2nd Floor, Waterbury, CT 06702-1512
Towns Served: Bethlehem, Cheshire, Middlebury, Prospect, Southbury, Thomaston, Waterbury, Watertown, Wolcott, Woodbury

United Way of Greenwich
(203) 869-2221, 500 West Putnam Avenue, Suite 415, Greenwich, CT 06830
Towns Served: Greenwich
United Way of Meriden & Wallingford
(203) 235-4403, 35 Pleasant St., Suite 1E, Meriden, CT 06450
Towns Served: Meriden, Wallingford

United Way of Milford
(203) 874-6791, 20 Evergreen Avenue, P.O. Box 221, Milford, CT 06460
Towns Served: Milford

United Way of Naugatuck & Beacon Falls
(203) 729-1564, 284 Church St., P.O. Box 209, Naugatuck, CT 06770
Towns Served: Beacon Falls, Naugatuck

United Way of Northwest Connecticut, Inc.
(860) 489-4131, 333 Kennedy Drive, R101, Torrington, CT 06790-1001
Towns Served: Barkhamsted, Canaan, Colebrook, Cornwall, Goshen, Hartland, Harwinton, Litchfield, Morris, New Hartford, Norfolk, North Canaan, Salisbury, Sharon, Torrington, Winsted/Winchester

United Way of Southeastern Connecticut
(860) 464-7281, 283 Stoddards Wharf Road, P.O. Box 375, Gales Ferry, CT 06335

United Way of Southington
(860) 628-4565, 31 Liberty Street, Suite 210, Southington, CT 06489
Towns Served: Southington
United Way of West Central Connecticut
(860) 582-9559, 440 North Main Street, Bristol, CT 06010
Towns Served: Bristol, Burlington, Plainville, Plymouth

Valley United Way
(203) 926-9478, 54 Grove Street, Shelton, CT 06401
Towns Served: Ansonia, Derby, Oxford, Seymour, Shelton

United Way of Western Connecticut
Northern Fairfield County Office
(203) 792-5330, 301 Main Street, Suite 2-5, Danbury, CT 06810.
Towns Served: Bethel, Brookfield, Danbury, New Fairfield, Newtown, Redding, Ridgefield

Southern Litchfield County Office
(860) 354-8800, 24 Bank Street, P.O. Box 29, New Milford, CT 06776
Towns Served: Bridgewater, Kent, New Milford, Roxbury, Sherman, Warren, Washington

Stamford Office
(203) 348-7711, 1150 Summer Street, Stamford, CT 06905
Towns Served: Stamford