


Funding Rural America





Presented by: Cynthia M. Adams

Learning Objectives



Education is the most powerful weapon which you can use to change the world.
- Nelson Mandela

To consider new ways to approach grantmakers

To open the door to new funding opportunities

To generate the beginnings of a grants strategy

Seventy-five percent of the land in the U.S. can be considered rural. This area is home to more than 51 million residents making up more than 16% of the nation's population.

Today's Agenda





- 1
Who is Funding Rural America?
 Spring 2014 GrantStation Survey Results
 Government : Facts & Trends
 Private Funding : Facts & Trends
 Funders who support rural America
- 2
Positioning to Compete
 What funders are looking to support in rural America
 Importance of partnerships & collaborations
- 3
Questions and answers

State of Grantseeking Report: Spring 2014

8th bi-annual survey
Over 1200 participants

Full report downloadable on the GrantStation home page!

State of Grantseeking Report: Spring 2014

Award Amount	Rural	Suburban	Urban	Combination
Under \$10,000	~25%	~20%	~15%	~10%
\$10,000 to \$50,000	~35%	~30%	~25%	~20%
\$50,000 to \$100,000	~25%	~20%	~15%	~10%
\$100,000 to \$1,000,000	~15%	~10%	~5%	~5%
Over \$1,000,000	~10%	~5%	~5%	~5%

Rural organizations have reported smaller **total award amounts** than organizations in more populous service areas..

Award Amount	Rural	Suburban	Urban	Combination
Under \$10,000	22%	25%	18%	15%
\$10,000 to \$50,000	49%	48%	31%	41%
Over \$100,000	38%	38%	56%	43%

But this may be changing . . .

State of Grantseeking Report: Spring 2014

Award Amount	Rural	Suburban
Under \$10,000	22%	25%
\$10,000 to \$50,000	49%	48%
Over \$100,000	38%	38%

Award Amount	Rural	Suburban
Under \$10,000	39%	21%
\$10,000 to \$50,000	40%	48%
Over \$100,000	29%	39%

Rural organizations reported larger total awards than did Suburban organizations.

To add context, Urban organizations had a 22% increase in total awards over \$100,000 (56%), while organizations serving all areas had a 10% decrease in awards over \$100,000 (45%).

State of Grantseeking Report: Spring 2014

Service Area: Largest Award Statistics

- 47% - 50% + 38% + 6%

Largest Award Size	All	Rural	Suburban	Urban	Combination
Lowest \$	\$35	\$169	\$100	\$500	\$35
Highest \$	\$80 Million	\$21 Million	\$80 Million	\$14.5 Million	\$80 Million
Median \$	\$47,000	\$25,000	\$23,653	\$64,750	\$50,000
Average \$	\$586,866	\$553,760	\$697,519	\$466,170	\$672,643

The median size of the largest grant award is a key benchmark to measure organizational grantseeking success.

State of Grantseeking Report: Spring 2014

Private foundations funded more urban organizations.

Private foundations funded fewer rural organizations.

Largest Source of Total Funding	Rural	Suburban	Urban	Combination
Private Foundation Grants	23%	30%	37%	34%
Community Foundation Grants	13%	14%	7%	8%
Corporate Grants	10%	9%	9%	11%
Federal Grants	10%	15%	20%	18%
State Grants	20%	17%	13%	16%
Local Government Grants	8%	7%	10%	8%
Other Grant Sources	5%	8%	5%	7%

State government funded more rural organizations.

The Federal government funded fewer suburban organizations.

State of Grantseeking Report: Spring 2014

Award size increases with organization budget size.


Small

Medium

Large

- Under \$10,000
- \$10,000 to \$50,000
- \$50,000 to \$100,000
- \$100,000 to \$500,000
- \$500,000 to \$1,000,000
- Over \$1,000,000

State of Grantseeking Report: Spring 2014



Challenges to grantseeking for rural organizations.

- Lack of time and/or staff was the top challenge reported by those surveyed. (22%)
- Researching and finding mission specific grants was the second greatest challenge reported by those surveyed. (13%)

[Download the full report from the GrantStation home page.](#)

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Government: Facts & Trends

Average awards from the federal government: between \$250,000-\$500,000 per year.

In 2012, one-third of revenue for nonprofits came from government (state and federal) contracts or grants.

Governments (state and federal) paid \$137 billion to nonprofit organizations for services in 2012.

NTEE major category	Median	Mean	Total	Number of grants
Health	\$268,240	\$526,520	\$5,938,088,452	11,278
Public and Societal Benefit	\$114,698	\$493,074	\$5,389,297,295	10,930
Education	\$163,125	\$433,956	\$5,305,113,454	12,225
Human Services	\$73,913	\$433,645	\$3,978,362,993	9,170
Higher Education	\$174,363	\$307,147	\$3,868,521,465	12,595
International	\$380,000	\$1,614,571	\$2,764,144,774	1,712
Hospitals	\$279,811	\$412,744	\$1,390,180,849	3,360
Environment	\$40,997	\$185,155	\$477,885,604	2,581
Arts	\$25,000	\$104,326	\$232,855,502	2,232
Religion	\$45,127	\$435,493	\$111,921,578	257
Mutual Benefit	\$238,255	\$313,092	\$51,660,260	165
Unknown	\$146,363	\$508,626	\$26,483,638	56

Source: Lucy Jesse D. and Thomson, Jeremy F., What Big Data Can Tell us About Government Activity in the Nonprofit Sector using the FADS (November 25, 2012). Image: FactsGovernmentIT


Government: Facts & Trends

Data scientists are starting to play a larger role in local government.

Open data initiatives are springing up everywhere!



It's all about Big Data!




Code for America offers a fellowship program which dispatches teams of software developers to help cities implement technology projects.

Government: Facts & Trends

Collaboration

Rural set asides

Prove results



- Each project needs to benefit the maximum number of individuals.
- Interagency collaborations are becoming common.
- Set asides can have a significant impact on small communities.
- High performance has never been more important.

Government: Facts & Trends

The Social Innovation Fund is committed to investing in innovative solutions that displace stale, ineffective programs. For SIF, "social innovation" means "new ways to solve old problems that are faster, cost-effective, data-driven and lead to better results for the public good."



TRANSFORMING LIVES STRENGTHENING COMMUNITIES

Hung out to dry?

Government: Facts & Trends



The failure of foundations and the federal government to invest in rural nonprofits and small communities is historic and persistent.

Government: Facts & Trends

TIGER Grants
 > Flexible criteria for rural applicants

Race to the Top Fund
 > Priorities for rural applicants

Telehealth Resource Center Grants
 > Targeted toward rural applicants, with a focus on rural and medically underserved areas and populations

Check it out → **The New Narrative of Rural Education**
 Remarks of U.S. Secretary of Education Arne Duncan to the Ohio Department of Education and Battelle for Kids Rural Education National Forum

Who's funding rural America?

Community Development Financial Institution
 > Capital to make non-traditional loans

Department of Justice
 > Coordinated Tribal Assistance Solicitation

National Endowment for the Arts: Our Town
 > Targets creative placemaking projects

Economic Development Administration
 > Promoting sustainable job growth and the building of durable regional economies

"Almost every federal agency has a rural program."
 Keith Gray
 Gray Matters Consulting

Government: Facts & Trends

U.S. Department of Agriculture

Food & Nutrition

- > Targets 'food deserts' and 'food security'

Agriculture Economics & Rural Communities

- > Targets farmers / economic viability

Rural Enterprise Grants

- > Targets economic development projects

Community Facilities Grants

- > Targets health & public safety



Food Guide Pyramid
The Five Food Groups are the building blocks of the Food Guide Pyramid.



Government: Facts & Trends

U.S. Department of Education
2014 Investing in Innovation Program
This is the beginning of a \$134 million program
There will be three grant competitions.

Rural Trust Fellows
Bring Global Connections to the Rural Classroom
This program is looking for projects that bring global connections to the rural classroom opening up their students' eyes to the world around them

USDA: Farm to School Grants
This program helps eligible schools improve the health and well-being of their students and connect schools with local farmers, ranchers and food businesses. This grant program provides new economic opportunities to food producers and bring healthy, local offerings into school cafeterias.



Combining Government Sources

Driggs, Idaho Population: 1,600

Leverage point:
Teton Scenic Byway Visitor Center

Sources:

- > National Endowment for the Arts: Citizens Institute of Rural Design
- > University of Idaho (in-kind)
- > Department of Architecture
- > Federal Highway Administration
- > Federal Transportation Authority
- > National Endowment for the Arts: Our Town Grants

Match:
Driggs Urban Renewal Agency
City of Driggs
Teton Arts Council



Building on Success

Once they had developed their revitalization project, they put their energy into developing a community garden.



Driggs Community Garden is run by volunteers. The purpose of the community gardening program is to provide access to land, water and educational opportunities on gardening. The care and maintenance of the garden is the collective responsibility of the community gardeners.

Check out the OMB Uniform Administrative Requirements

Government: Facts & Trends



Matching Funds

Matching funds are the portion of a project or program costs that are not borne by the funding source.

Having trouble finding the match?

- If consultant charges a lower rate, you can use the difference of their normal rate and the discounted rate as an in-kind match.
- If an Advisory Committee participates, charge this time as if they were billing them for their time.
- In-kind match can also come from technical assistance, mentoring, tutoring, field trips and presentations.
- Value of the discounts on product donations.

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Private Funding: Facts & Trends

As the wealthy become more active in philanthropy - at younger ages - we anticipate more of them will set time limits on how long their foundation should exist.

- ◆ The Council on Foundations estimates that the community foundation sector manages approximately \$58 billion of charitable assets and serves an estimated 86% of the U.S. population.
- ◆ Between 2011 and 2012, donor advisors at community foundations increased the assets held in these funds by 22%, on average.
- ◆ If total giving continues to grow at the current inflation-adjusted rate, averaging the last two years, it will take 4 to 5 more years to reach that pre-recession level from 2012. (*Giving USA*)

Private Funding: Facts & Trends

Like all technology, social media is neutral but is best put to work in the service of building a better world.
- Simon Mainwaring

Social media – be it Facebook, blogs, Twitter, RSS feeds, YouTube or the multitude of other information sharing methods are key elements when doing research today!

Private Funding: Facts & Trends

Someone who knows technology is now participating in the review process.

Develop a detailed tech budget and budget justification for all grant requests.

Private funding: Facts & Trends



Shifting Focus:
Alternative Pathways and Economies

Integrate this thinking into your proposals


The outcome of your project or program becomes a **community asset**.

Private funding: Facts & Trends

Asset-Based Community Development

Institute Workbooks

A series of hands-on guides that offer step-by-step directions for mapping community assets and mobilizing community Capacities.



John Kretzmann and John McKnight
Northwestern University

Private Funding: Facts & Trends

"The only way to truly revitalize a struggling neighborhood is by connecting – *truly connecting* – with its residents."
- David Miller, President, Denver Foundation

Strengthening Neighborhoods

The program is one of several the Denver Foundation operates that are guided by a core mission aimed at engaging local communities in ways that extend well beyond the traditional approach of funneling all funding and resources through established charities or social service agencies.



Whittier Community Garden
Pumpkin Patch

Private funding: Facts & Trends

“Philanthropy is reinventing itself . . . to be bolder and more investment oriented.”



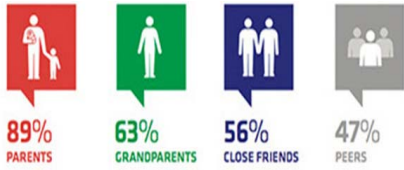
Nancy Roob, President & CEO
Edna McConnell Clark Foundation

Evidence building is key!

If you are a youth-serving nonprofit you can provide information about your organization through the EMCF [Youth Organizations Survey Form](#).

Private Funding: Facts & Trends

Who *really* influences next generation donors?



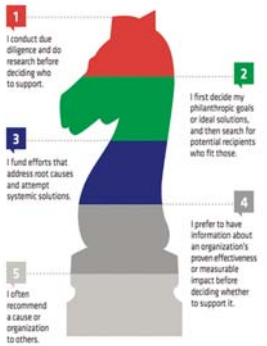
89% PARENTS **63% GRANDPARENTS** **56% CLOSE FRIENDS** **47% PEERS**

Scholars project that at least \$41 trillion will transfer as bequests to the post-Baby Boom generations over the first half of the 21st century.

Private Funding: Facts & Trends

The new generation of donors want to use any necessary strategies, assets, and tools – new or old – for greater impact.

Giving without significant, hands-on engagement feels to them like a hollow investment.



- 1 I conduct due diligence and do research before deciding who to support.
- 2 I first decide my philanthropic goals or ideal solutions, and then search for potential recipients who fit those.
- 3 I fund efforts that address root causes and attempt systemic solutions.
- 4 I prefer to have information about an organization's proven effectiveness or measurable impact before deciding whether to support it.
- 5 I often recommend a cause or organization to others.

Private Funding: Facts & Trends

"Nonprofits in the future will be defined by how they use their data for public good while protecting the personal privacy rights of all who contribute that data." Lucy Bernholz, Philanthropy Scholar

"Linked, comparable, accessible data is the new starting line. The race is now on to see who will create what public-facing tools for making sense of this information."




DATA Private Funding: Facts & Trends

Markets for Good
Connect, align and accelerate


Financial SCAN
Used by organizations & grantmakers. Up & running!

PerformWell
Identify & share common metrics. Up & successfully running!


Strategy Landscape
Mainly used by grantmakers. Still in development



CULTURAL DATA PROJECT




IRIS







Free Webinar

This is a *free* webinar!



Register


Sponsored by   

Tools for Managing to Better Workforce Results: a Tour of PerformWell

Thursday, May 22, 2014 12noon to 1:30PM PDT

A walk-through of PerformWell workforce development tools that can be used – and are already being used – to drive performance in the field.

* Do a google search on PerformWell and it is right on the top of the home page!



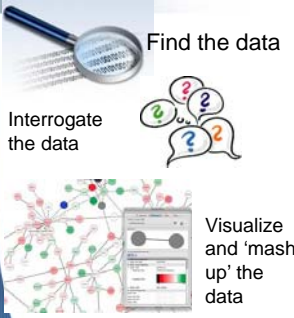
Private Funding: Facts & Trends

Interrogate the data

Find the data

Visualize and 'mash up' the data

You can become an expert at observing and illuminating what is happening in your rural community and learn to effectively share that information with grantmakers.



Private Funding: Facts & Trends

Get to know your data sources!

Find good resources that deliver excellent data.

Consistency of use instills confidence when presenting your case for support.

There are a number of high quality, peer-reviewed subject directories on line.



Private Funding: Facts & Trends



INFOMINE is a comprehensive virtual library and reference tool for academic and scholarly Internet resources, including Web sites, databases

Searchable by Author, Title, Key Word, Subject, and many other areas.

INFOMINE offers an email alert service so if new data arrives you'll be the first to know.

Private Funding: Facts & Trends

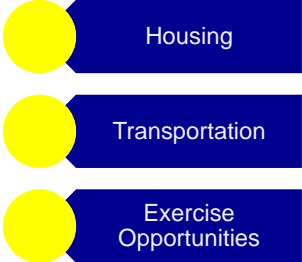


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Searchable by state, issue, and date.

Stateline offers an RSS feed so you're always getting the latest news coverage.

County Health Rankings & Roadmaps



"The Robert Wood Johnson Foundation's vision for a culture of health is one where everyone has the opportunity to be healthy."


- " Dr. Risa Lavizzo-Mourey
President and CEO.

County Health Rankings & Roadmaps



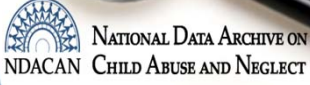
The County Health Rankings often provide the spark for businesses, community planners, policy-makers, public health, parents, and others to work together for better health.

Private Funding: Facts & Trends



Archives and distributes *child abuse data* sets to researchers.

Find several resources that speak directly to your work. Use this data with the data development tools already discussed.



discussed, tools already

Private Funding: Facts & Trends



Too much of a good thing can be taxing.
- Mae West




Today's Agenda




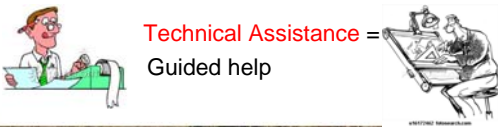

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Private Funding: Facts & Trends

Three distinctive ways to secure support

Grants = Cash 

In-kind = Product or service donations 

Technical Assistance = Guided help 

Funders who support rural America

- Annie E. Casey Foundation**
 - > Help families earn, manage, and grow their money
- Walton Family Foundation**
 - > Enhance the quality of life for residents
- Mary Reynolds Babcock**
 - > Supports grassroots groups in low-wealth communities
- Foundation for Rural Education and Development**
 - > Technology grants for rural schools
- Otto Bremer Foundation**
 - > Improve the futures of communities

“Many private foundations make grants to applicants located anywhere within a given state. So long as the applicant submits a strong proposal, opportunities for such grants exist but will vary considerably state by state. The more rural the entire state, the more sympathetic the in-state funders may be to rural problems/needs and the more receptive to proposals.”

Jeffrey Smith

Funders who support rural America

- Jessie Smith Noyes Foundation**
 - > Sustainable agriculture & food systems
- Paul G. Allen Foundation**
 - > Arts organizations providing programs for rural communities
- The Libra Foundation**
 - > Business capital grants
- Credit Union Foundations**
 - > Located in most states

Healthy Futures Fund

6-7 Centers will be funded in 2014.

“If you’re looking for a foundation that “gets it” talk to the Ford Family Foundation in Oregon. Their grantmaking is focused on rural communities in Oregon and northern California ... One initiative that I think is the key to their success is the Ford Leadership Institute. It’s a five year program that offers technical assistance and leadership training to cohorts of people in rural communities.”

Shawn Irvine
Economic Development Director
City of Independence

Funders who support rural America

First Nation's Development Institute

Native
Agriculture
and Food
Systems
Initiative



Offers training and technical assistance to help Native communities assess the demand for starting a Native community development financial institution.



Funders who support rural America

Cities of Service Impact Volunteering Fund

Cities of Service is a bi-partisan coalition of the mayors of large and small cities from across the United States who are working together to engage citizens in a multi-year effort to address pressing city needs through impact volunteering.

Grant Range: \$25,000 - \$100,000.

(The 2014 RFP will be published soon!)





Quote from Foundation:

We offer programs and tools that engage diverse groups of residents in collaborative discussions and decision-making driven by what they love most about their town.

Orton Family Foundation

"We do this by assisting people in the use of our Community Heart & Soul process, a barn-raising approach to community planning and development designed to increase participation in local decision-making and enable residents to shape the future of their communities."



Funders who support rural America

Global Grantmakers

The Vibrant Village Foundation
Supports Potomac Riverkeepers to protect the Potomac River, the source of drinking water for almost six million people.



PepsiCo Foundation
Focus areas include health, food security, improved nutrition, and energy balance; environment, including water security, sustainable agriculture, and adaptive approaches to climate change; and education, including access to education and training for the underserved and women's empowerment.

Christensen Fund
The Fund focuses its grantmaking on indigenous-led and community-based organizations.



Funders who support rural America

Verizon Foundation **Caterpillar** 

John Deere  **Great Plains Communications**

Miracle Recreation 

State Farm Insurance 

Allstate Insurance 

Polaris 


Lowe's Toolbox for Education 



Funders who support rural America

Donations of products & services
Take full advantage of the numerous opportunities for product donations via these 'clearing house' models

DIGITALwish™
Delivering technology to teachers




techsoup.org
the place for nonprofits and libraries

Technology related product donations and technical support

Good360
GOODS FOR THE GREATER GOOD™


Catalog of thousands of donated products you can order on-line.



"We get quite a few of the items that they have listed, though they'd need to remember that our inventory is unpredictable. Just a few of the things we get quite often include diapers, new mattresses, personal care products, Post-it notes and other office supplies. We also get computers, clothing/footwear, toys and a wide range of other items . . ."

Melissa Lanning-Trumpower
Good360


<p>Shelter</p> <ul style="list-style-type: none"> Razors Blender Brooms/Dust Pans Diapers (size 3-6) Coffee & Spices Disinfectant Spray, Bleach, Pine-sol, Window Cleaner Laundry Detergent Dish Soap Cleaning Gloves (Latex) Toothbrushes & Toothpaste Cold/flu meds Grocery gift cards 	<p>Outreach Services</p> <ul style="list-style-type: none"> New Computers (8) Blocked, Split Firewood Clean Mattresses New Scanner (1) New Corkboards (2) Hanging File Folders Toner For Copier/Fax Machine Office Cleaning Supplies Toilet Paper, Paper Towels, Hand Soap, Deodorizers, Copy Paper New Vacuum (Dyson Or Kirby)
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Funders who support rural America

Nonwoven Fabrics Industry

- ✓ Automotive
- ✓ Transportation
- ✓ Consumer Products
- ✓ Electronics
- ✓ Filtration
- ✓ Furnishings
- ✓ Medical / Healthcare




INDA. Advancing the nonwovens industry around the world.

IR

National Association of Realtors provides Housing Opportunities grants

The Toy Industry Foundation gives away tons of toys for all ages. Application is easy.

Many national and international associations have philanthropic programs that give products and grants



Funders who support rural America

National Bar Association/National Bar Institute

Considers requests to support litigation to advance the cause of civil rights, human rights and economic empowerment.

Washington State Bar Association

Operates the Washington State Bar Foundation which supports innovative programs like:

- Call to Duty program which enable Veterans and their families to have better access to legal help
- Moderate Means program that makes legal help affordable to more people.
- First Responder Will Clinic which provides free estate planning or firefighters and police.





Funders who support rural America

Donations of products directly from the Company

-  Nike sports equipment & clothing
-  Home Depot / Costco variety of products
-  Cisco's Product Grant Program
Customized Connectivity Grants for \$20,000+
-  Coca-Cola/Keep America Beautiful
Recycling Bin Grant Program


Funders who support rural America

Technology: hardware and software

- Adobe Software Donation's Program
- Autodesk Charitable Giving Program
- Cisco Corporate Social Responsibility Program
- National Instruments Corporate Giving Program
- Novell Software Donation Program
- TechFoundation . . . and many more.

"Sometimes you want to use the product donation as a 'match' for federal or state funding. . . ., be sure you check the CFR (Cost requirements via the OMB) to make sure the grantor will allow the donation to be used as a match."
Keith Gray
Gray Matter Consulting, D.C.

Funders who support rural America

-  Libri Foundation
book donations for rural libraries
-  Archer Daniels Midland: ADM Cares
fire, police, and EMS . . . and schools!
-  Petco Foundation
pet products for animal shelters

Funders who support rural America



Technical assistance comes in many flavors
(some might not be to your taste)



Miracle's Grants for America's Children Program
 > Playground planning / design

National Park Service
 > Builds collaborations / offers project planning & design

Local Initiatives Support Corporation (LISC)
 > Combines T.A. with cash support

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Positioning Your Community to Compete

1. Improve employment
2. Strengthen families
3. Strengthen nonprofits
4. Increase civic capacity
5. Steward natural and cultural resources





Address issues that may hinder these five strategies!

Positioning Your Community to Compete

Improve Employment

- Provide worker training to meet local demand, as well as demands from businesses moving to the cloud
- Identify and provide incentives for employers to hire underemployed or unemployed
- Increase viability of microbusinesses & develop market connections



Strengthen Families


- Help low-income families and individuals develop financial literacy
- Redesign social service provision around meeting the holistic needs of low-income families
- Improve quality of and increase access to health care for the underserved and uninsured populations




Positioning Your Community to Compete

Strengthen Nonprofits

- Provide project grants to key rural nonprofits to build their
 - capacity,
 - reach, or
 - impact.
- Improve information systems and analysis capacity of nonprofits
- Improve professional development of nonprofit staff and board
- Establish a revolving loan fund for nonprofits




Positioning Your Community to Compete

Increase civic capacity

- Help communities create a vision
- Sponsor leadership development
- Assist with community crisis intervention
- Fund the development and sustainability of rural advisory committees/task forces
- Sponsor and/or host community celebrations, festivals, arts and culture events
- Mount community beautification projects
- Increase participation of traditionally underserved, uninvolved in community activities and decision-making





Positioning Your Community to Compete

Steward natural and cultural resources

- Convene resource stakeholders
- Build local business capacity to add value to local resource-based products and services
- Support recycling and conservation and resource trust organizations/efforts
- Conduct environmental education and awareness
- Preserve and nurture traditional and indigenous cultures




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Importance of partnerships & collaborations

Establish collaborative partnerships

- ✓ Speak with one voice
- ✓ Formalize the collaboration
- ✓ Submit joint proposals
- ✓ Create honest partnerships

“Agile, connected - small is often where the power lies to create real change.”

— Hildy Gottlieb, Creating the Future

Importance of partnerships & collaborations

"Robust partnerships are absolutely indispensable and essential for rural applicants. They leverage local resources, expand potential for project impacts, increase the reach and scale of activity, maximize potential eligibility to compete for funding, and improve the likelihood of post-grant sustainability."
Jeffrey Smith

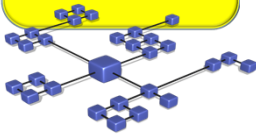


- ✓ If we are 100% successful in reaching our vision or goals, how will the community be different?
- ✓ Who else needs to be at the table?
- ✓ Is there an opportunity for real time collaboration?

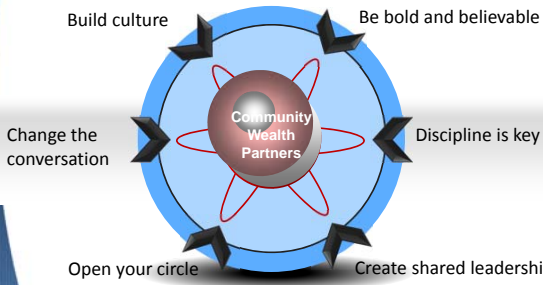
Importance of partnerships & collaborations

"... you can form consortiums and apply for grants as it is more attractive to go after these funds as a group. I have formed consortia as small as two districts and as large as 21 school districts. It works!"
Jane Erickson
DEVO Consultants
Detroit

Trend
Today we think of **scale = big**
Tomorrow we will think of **scale = networked**



Importance of partnerships & collaborations



Build culture

Be bold and believable

Discipline is key

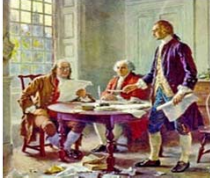
Create shared leadership

Open your circle

Change the conversation

Community Wealth Partners

Founding father's write a grant proposal



The meeting chair pounded his gavel: "Next on the agenda is Fundraising Prospects. Mr. Hancock, your report?"

John Hancock looked up, startled, but recovered his poise: "We've developed a list of foundations to approach. Unfortunately, none of them have giving areas that include democratic revolutions, perhaps because there hasn't been a democratic revolution before."

Remember! It's up to you to change the conversation.



I'd like to thank the following people for their sage advice & guidance

- Andrew Gordon, National Association of Resource Conservation District Councils, D.C.
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- Barbara Floersch, Director, The Grantsmanship Center
- Lynn Seuffert, Director of Development at VA Community College Systems
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- Melissa Lanning-Trumpower, Good360
- Hildy Gottlieb, CEO, Creating the Future
- National Center for Family Philanthropy, "Who are the next generation of major donors"(Feb 2013)
- Community Wealth Partners, Dream Forward
- Suzanne Perry, Senior Reporter, Chronicle of Philanthropy

Funding Rural America



I know a man who grabbed a cat by the tail and learned 40% more about cats than the man who didn't."
— Mark Twain

Thank you for joining me today!
And please consider becoming a Member of GrantStation.
We'd love to have you on board!
