



Building Partnerships for Success: *Strategies for Securing Grants and Other Resources*

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Building Partnerships for Success

- Tips from Iowa grantmakers
- Benefits of partnering with community foundations
- Overview of legislated programs (Endow Iowa Tax Credit and County Endowment Fund Program)

Tips from Iowa Grantmakers

- Do your homework.
- Find your match.
- Look for opportunities to build the relationship.
- Tell your story. And make sure others can tell it, too.
- Ask about the review process.
- Ask about other support.

Tips from Iowa Grantmakers

- Follow the rules.
- Allow time to do the application.
- Articulate your needs.
- Hire a grantwriter? Maybe.

Tips from Iowa Grantmakers

If grant is secured

- Say thank you.
- Use the money.
- Report back. Be honest.

If the funder says no . . .

- Say thank you.
- Ask for feedback.
- Keep trying to build the relationship.

Community Foundations as Potential Partners

- Broad mission to enhance quality of life in a given area
- Focus on endowment building
- Give-through organizations

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Community Foundations as Potential Partners

Resource for ...

- Permanent endowed funds for the benefit of your organization (donor advised funds, field of interest funds, agency funds)
- Grant support
- Training, capacity building, networking



Philanthropic Innovation in Iowa

Endow Iowa Tax Credit Program

County Endowment Fund Program

Endow Iowa Tax Credit Program

25 percent tax credit for

gifts to permanent endowed funds held at
qualified community foundations

for the benefit of Iowa charitable causes
(*such as your organization*)

Endow Iowa – New this Year!

- Tax credit base increased to \$6 million
- \$300,000 limit per individual
- (2012) 3,075 donors; nearly \$5.8 million in credits awarded; over \$23 million in charitable gifts leveraged

County Endowment Fund Program

To increase philanthropic activity to enhance quality of life for all lowans

Equal distribution of % of commercial casinos' gaming tax revenues among counties that do not hold state-issued gaming license.

75% re-distributed in grants; 25 % builds permanent endowment for future grants

Suggested Resources

Grantmaker Resources (for funders, hot topics in the field)

- www.iowacounciloffoundations.org
- Council on Foundations (www.cof.org)
- Association of Small Foundations (www.smallfoundations.org)
- Iowa Grants Guide (www.iowagrantsguide.org)
- Guidestar (990s – who is being funded) (www.guidestar.org)
- Social responsibility reports/foundation annual reports
- Foundation Center online (www.foundationcenter.org)
- State and federal websites

Find a community foundation

- www.iowacommunityfoundations.org

Questions?

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