



October 12, 2022  
Inter-Regional Town Hall  
Grant Writing Tips & Tricks



## Overview

1. Common Grant Questions and How to Answer Them
2. Top 6 Tips & Tricks
3. Grants – Where to Find Them

**When a funder asks to give your mission, history, and outcomes in 100 words or less**



**This is reasonable.**



# Common Questions

## Introduction to your organization: Mission, History, Overview, etc.

“Feeding San Diego provides food to people in San Diego.”

“Feeding San Diego's mission is to connect every person facing hunger with nutritious meals by maximizing food rescue. Last year, Feeding San Diego provided 35 million meals through a decentralized food rescue and distribution network, including more than 370 local charities, schools, faith communities, meal sites, health centers, and food pantries located all across the county. Feeding San Diego's unique, resourceful model of operation focuses on preventing the food that already exists from going to waste, and instead, connecting it to people in need.”

# Me trying to explain to funders how our missions are aligned



# Common Questions

## The Need/Problem Statement

Make sure it's constituent focused:

“Three years into a crisis that caused skyrocketing inflation, disruptions to the food supply, and economic instability, we are seeing a persistent, significant increase in the need for food assistance – resulting in hundreds of thousands of families in San Diego County facing hunger.”

Use data and cite reputable sources:

“According to U.S. Bureau of Labor Statistics, it costs families 10% more to buy food than last year.”

Use the voices of your community:

“Right now, inflation and gas prices are decimating our budget. It's nice to have this resource. It's a huge stress off our shoulders” – Faisal and his family  
Katherine and Raiden

# The type of persistence I need to finish a grant



**Dea Poirier**

@deapoirierbooks

God grant me the confidence  
and perseverance of a typo  
that's made it through 45  
rounds of edits

2:54 AM · Jul 5, 2021 ·

# Common Questions

**What are you asking us to fund? What is your method?**

Methods cost money!

What are the direct actions you're going to take to solve the problem?

“To reduce childhood hunger, Feeding San Diego provides free nutritious food for K-12 students and families in high-need communities across the county through our School Pantry program. Twice monthly School Pantry distributions provide consistent, reliable access to healthy food for children, youth, and their families in convenient locations that they already visit and trust. Serving an average of 120 households per distribution, we currently have 35 sites with the plan to expand to 45 sites in the next year.”

# Looking for funders that offer general operating support





# Common Questions

## Outcomes & Evaluation

Outcomes are the results from your actions/methods

You want SMART outcomes

“Through our School Pantry program, we will provide up to 35 pounds of free nutritious food – including up to 50 percent fresh produce – to an average of 100 households with children at each distribution.”

For evaluation, you should have both quantitative and qualitative tracking

Quantitative: Pre and Post Surveys

Qualitative: Testimonials

**Client: A report is due next week**

**Me: Great, send me the data for the outcomes you worked toward**

**Client: We didn't track that**

**Me:**

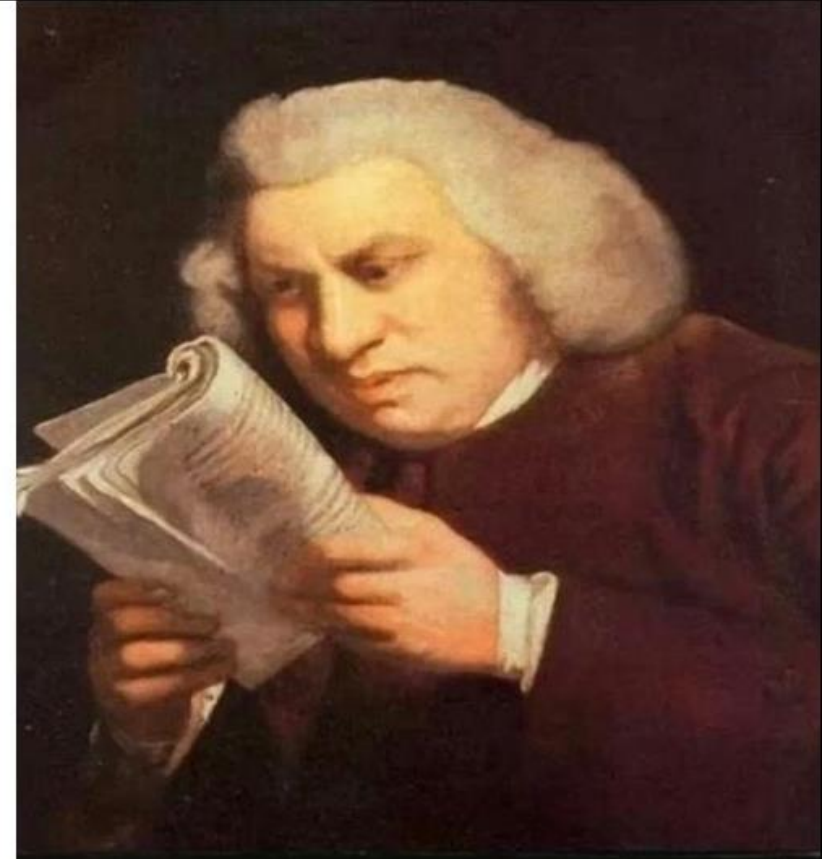


## Top 6 Tips and Tricks

- Read the grant guidelines at least three times
- Reach out to the funder/program officer BEFORE you submit your application
- Don't assume that they know about the problem you are trying to solve
- Don't submit down to the wire
- Make sure your budget matches your narrative
- Learn how to read a 990

Reads  
the RFP  
carefully

Still  
unclear  
of the  
guidelines



Form **990-PF**

Department of the Treasury  
Internal Revenue Service

**Return of Private Foundation**

**or Section 4947(a)(1) Trust Treated as Private Foundation**

- ▶ Do not enter social security numbers on this form as it may be made public.
- ▶ Go to [www.irs.gov/Form990PF](http://www.irs.gov/Form990PF) for instructions and the latest information.

OMB No. 1545-0052

**2019**

**Open to Public Inspection**

**For calendar year 2019, or tax year beginning 01-01-2019, and ending 12-31-2019**

Name of foundation DAVID C COPLEY FOUNDATION		A Employer identification number 95-6051770
Number and street (or P.O. box number if mail is not delivered to street address) 12636 HIGH BLUFF DR SUITE 400	Room/suite	B Telephone number (see instructions) (619) 269-8220
City or town, state or province, country, and ZIP or foreign postal code SAN DIEGO, CA 92130		C If exemption application is pending, check here <input type="checkbox"/>
G Check all that apply: <input type="checkbox"/> Initial return <input type="checkbox"/> Initial return of a former public charity <input type="checkbox"/> Final return <input type="checkbox"/> Amended return <input checked="" type="checkbox"/> Address change <input type="checkbox"/> Name change		D 1. Foreign organizations, check here..... <input type="checkbox"/> 2. Foreign organizations meeting the 85% test, check here and attach computation ... <input type="checkbox"/>
H Check type of organization: <input checked="" type="checkbox"/> Section 501(c)(3) exempt private foundation <input type="checkbox"/> Section 4947(a)(1) nonexempt charitable trust <input type="checkbox"/> Other taxable private foundation		E If private foundation status was terminated under section 507(b)(1)(A), check here ..... <input type="checkbox"/>
I Fair market value of all assets at end of year (from Part II, col. (c), line 16) ▶ \$ <u>114,618,036</u>	J Accounting method: <input checked="" type="checkbox"/> Cash <input type="checkbox"/> Accrual <input type="checkbox"/> Other (specify) _____ <i>(Part I, column (d) must be on cash basis.)</i>	F If the foundation is in a 60-month termination under section 507(b)(1)(B), check here ..... <input type="checkbox"/>

<b>Part I</b>	<b>Analysis of Revenue and Expenses</b> <i>(The total of amounts in columns (b), (c), and (d) may not necessarily equal the amounts in column (a) (see instructions).)</i>	(a) Revenue and expenses per books	(b) Net investment income	(c) Adjusted net income	(d) Disbursements for charitable purposes (cash basis only)
<b>1</b>	Contributions, gifts, grants, etc., received (attach schedule)				
<b>2</b>	Check <input checked="" type="checkbox"/> if the foundation is <b>not</b> required to attach				



**Form 990PF Part XV Line 3 - Grants and Contributions Paid During the Year or Approved for Future Payment**

Recipient	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
Name and address (home or business)				
<b>a Paid during the year</b>				
3STRANDS GLOBAL FOUNDATION 3941 PARK DRIVE SUITE 20-200 EL DORADO HILLS, CA 95762	NONE	PC	PROTECT SAN DIEGO	58,460
A REASON TO SURVIVE 200 EAST 12TH STREET NATIONAL CITY, CA 91950	NONE	PC	ARTS AFTER SCHOOL	5,000
ABC YOUTH FOUNDATION 3131 MARKET ST SAN DIEGO, CA 92102	NONE	PC	AFTER SCHOOL TUTORING PROGRAM	10,000
<b>Total . . . . . ▶ 3a</b>				5,603,614

**Form 990PF Part XV Line 3 - Grants and Contributions Paid During the Year or Approved for Future Payment**

Recipient	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
Name and address (home or business)				
<b>a Paid during the year</b>				
ACCESS YOUTH ACADEMY 7310 MIRAMAR ROAD SUITE 405 SAN DIEGO, CA 92126	NONE	PC	GENERAL SUPPORT	15,000
ALLIANCE FOR HOPE INTERNATIONAL 101 WEST BROADWAY ROOM 1770 SAN DIEGO, CA 92101	NONE	PC	CAMP HOPE	2,500
AMERICAN DIABETES ASSOCIATION	NONE	PC	CAMP WANA KURA	2,500

# Free Resources to find funders & grant opportunities

- Grants.gov
- The San Diego Foundation
- Catalyst
- Local Community Foundations
- Wells Fargo Private Foundations
- Other Organizations



# Reach out to us! We'd love to read your past proposals

Send one of your past proposals (feel free to include instructions, budgets, attachments, etc.) to Olivia Holabird at [oholabird@feedingsandiego.org](mailto:oholabird@feedingsandiego.org)

Give us two weeks to respond with a review of your proposal.

We're here for you!

