



Housing  
Action  
Illinois

## Grant Prospecting & Beyond

2023

HOUSING  
**MATTERS**

# Introductions

- Who am I?
- Why am I here?

Standards for **excellence** Institute 



ForefrOnt

# Beyond Prospect Research

With Suzy Lee

Senior Director, Programs and Learning

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# Introductions



- Who are YOU?
- Why are you here?
- What social issue do you spend the most time thinking about?



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# Forefront Library



The Library in 1993, nearly 20 years after it first opened.



# Forefront Library



## Historical Archives

Established as a special library in 1973, the Forefront Library is a repository of rare, unique, and highly specialized information.



## Research and Inquiry

The Forefront Library provides access and supports to prospect research, grantseeking samples and templates, salary surveys and job descriptions, research on philanthropic and nonprofit topics, and so much more!



## Equitable Access

The Forefront Library provides access and intentional pathways to deepen your impact by connecting the information to our patrons, through diverse offerings and services.



## Subject Experts

Forefront leads knowledge services by being one of the only statewide associations in the sector to have professional librarians on staff.

# Forefront Library offers:

## Databases

- Candid, (Guidestar and Foundation Directory Online)
- Catholic Funding Guide
- iWave
- Ebsco

## Sector Research

- Best Practices
- Templates and Samples
- Curated Research
- Philanthropic Topics
- Equity and Trust Based



## Salary and Benefit Reports

- GuideStar Nonprofit
- NonProfit Times
- Keela
- Council on Foundations
- Midwest Grantmakers

## Workshops

- Prospect Research: Grants
- Prospect Research: Individuals
- Open Hours
- Individualized research
- Outreach

This is a non-exhaustive list of Library resources and services.

# Candid.

Candid is a nonprofit that helps other nonprofits serve their communities. The Forefront Library offers Candid's key tools including GuideStar and Foundation Directory (FDO). Our members can access GuideStar to research local nonprofits to support and to find services. Nonprofits seeking funding can also access Foundation Directory to find and connect with funders

***GuideStar** is the most comprehensive source of nonprofit information*

- Community members can easily find local nonprofits where they can donate, work, or volunteer
- Connect those in need to resources they rely on, such as food banks or shelters
- Access 2 million+ nonprofits
- [Claim and update your Nonprofit profile](#)

***Foundation Directory** helps nonprofits find funding faster*

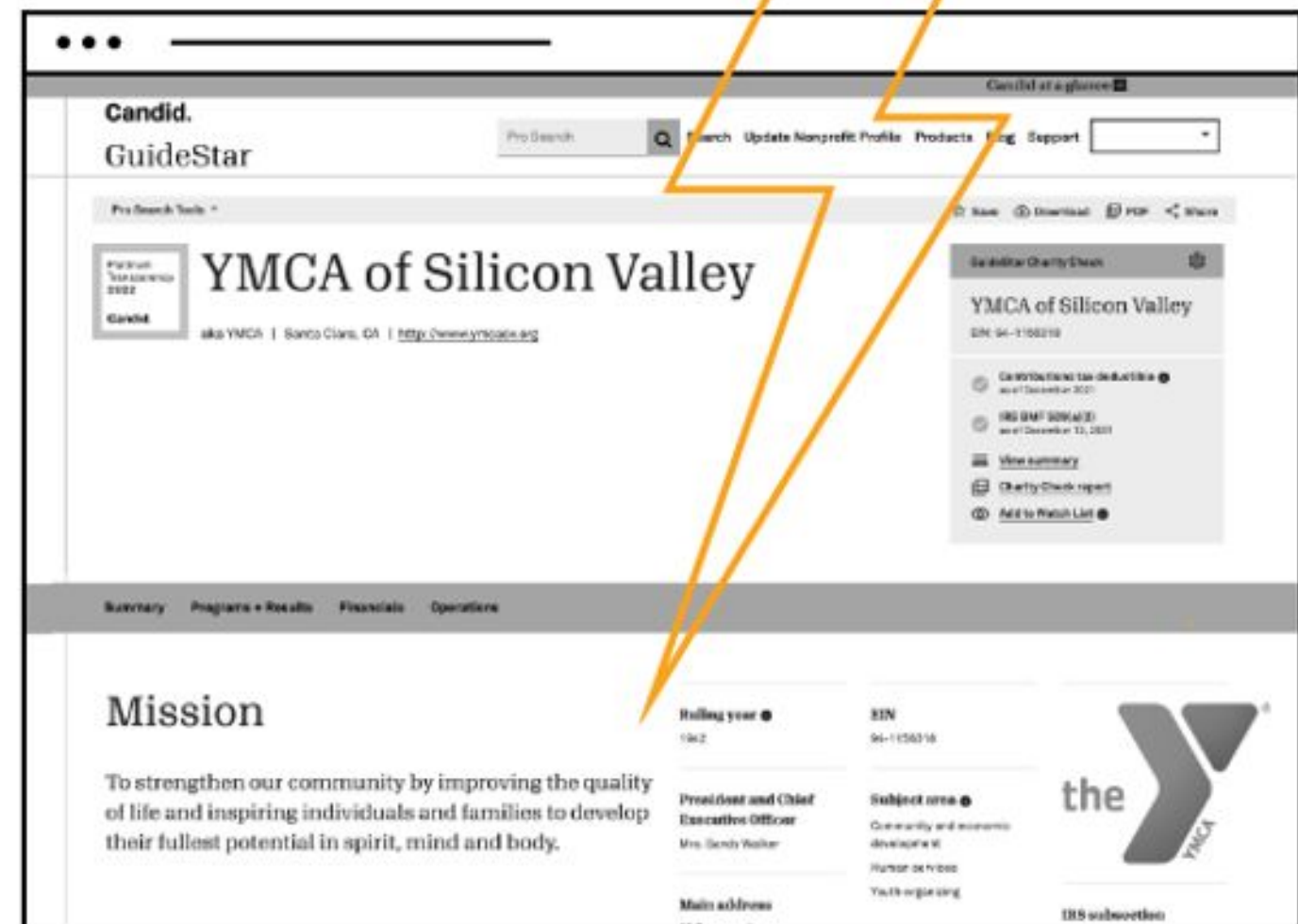
- Build robust prospect lists from 242,000+ grantmakers
- Know which funders are more likely to provide support
- Connect with key decision makers through the LinkedIn integration
- Find collaboration opportunities and join forces with other nonprofits



# Use your Candid profile to demonstrate your credibility

- Goes beyond IRS data
- Information from nonprofits themselves, 990s, and other 3rd party sources
- An opportunity to tell your story and prove your credibility

# Candid. GuideStar





Basic contact and mission info

**so donors can find you**



Programs and brand info

**so you can say what you do**



Financial and people info

**so you can grow trust and gain support**



Strategy and metrics

**so you can highlight your impact**


# Foundation Directory

Win more grants and make a bigger difference.  
Find the right funders now.

 Include U.S. Federal Funders

[Advanced Search & Filters](#) [Search by Organization](#) [Search by Person](#)

<b>Subject Area</b> What needs funding. Ex: Biodiversity, Education	<b>Geographic Focus</b> Where funding will be used	<b>Population Served</b> Who will be affected. Ex: At-risk youth, Veterans
<b>Organization Name</b> Name of specific grantmaker or recipient	<b>Location</b> Location of grantmaker or recipient	<b>Who's Who</b> Someone serving in organization

 Include U.S. Federal Funders [Additional Filters](#)

<b>Support Strategy</b> Type of program support given/received	<b>Transaction Type</b> Type of monetary support given/received	<b>Organization Type</b> Type of grantmaker or recipient
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**Grant Amount**  \$0 \$10,000,000,000

**Year(s)**  2003 2023

**Keyword**

**EIN**



# Evaluate prospects for strong or weak fit

• Ask yourself these five questions as you review each prospect:

- Do I meet this funder's requirements?
- Is my mission or project's goal a priority for this funder?
- How big are the grants?
- Does this funder support organizations like mine?
- Do I know anybody associated with this funder?

SHOWING RESULTS FOR "Child welfare , Out-of-school learning , Health , Atlanta (Georgia, United States) " CLEAR ALL EDIT

2,783 Grantmakers   
 View Grantmakers Only

30,171 Grants   
 View Grants Only

1,023 Recipients   
 View Recipients Only

1,425 990 Tax Forms   
 View 990 Tax Forms Only

Total Dollar Value of Grants: \$47,933,390,042

Grantmakers (2,783)

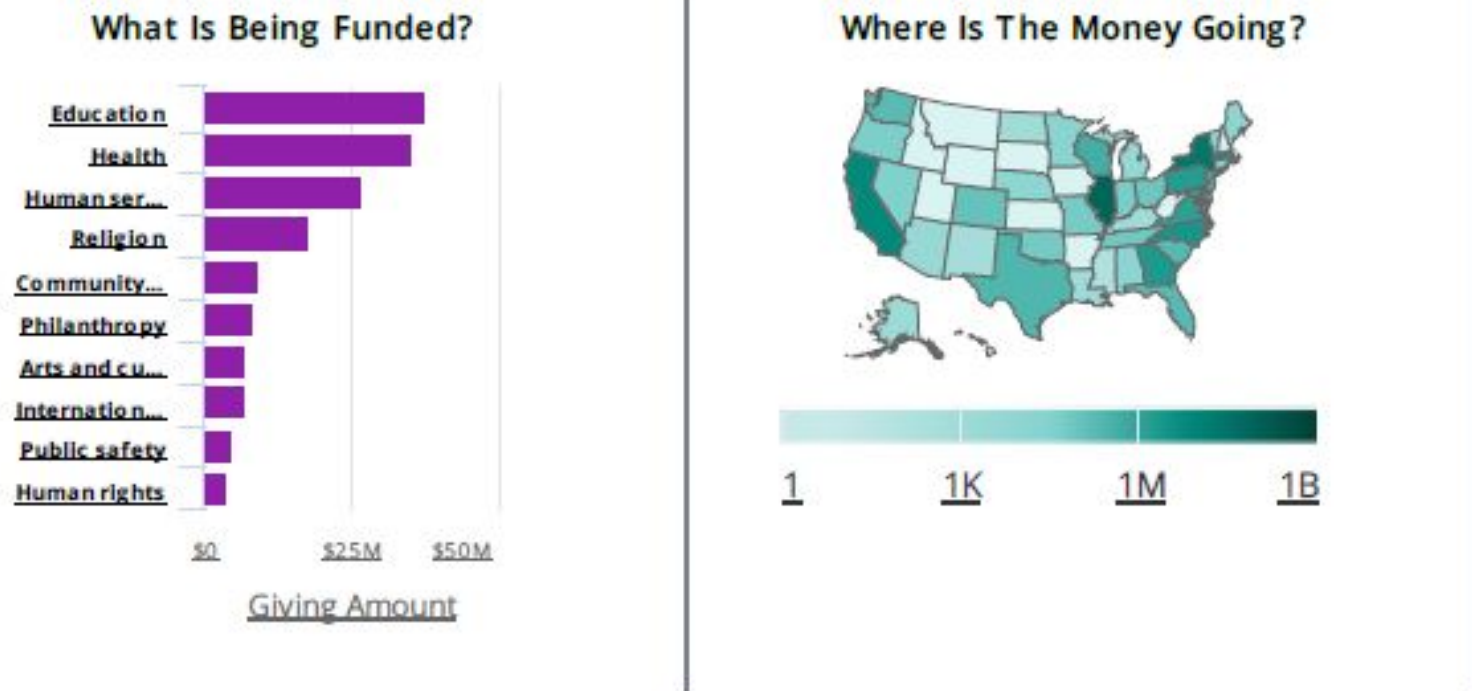
Grantmaker	City	State	Country	Total Assets	Total Giving	Amount Funded	Grant Count
U.S. Department of Health and Human Services	Washington	DC	United States	\$0	\$0	\$11,356,760,768	4,596
Community Foundation for Greater Atlanta	Atlanta	GA	United States	\$961,814,006	\$110,899,151	\$295,339,948	3,552
Fidelity Charitable	Cincinnati	OH	United States	\$21,223,553,156	\$3,764,811,986	\$5,235,637	1,965
The Bank of America Charitable Foundation, Inc., Inc.	Charlotte	NC	United States	\$56,346,261	\$162,446,844	\$2,692,509	603
United States Food And Nutrition Service	Alexandria	VA	United States	\$0	\$0	\$3,174,432,271	276

« 1 2 3 4 5 6 7 8 9 10 » Showing 1-5 of 2,783 Results VIEW ALL  
View All to Print · Export · Email

# Circle of Service Foundation

Vernon Hills, IL, United States | [www.cosfoundation.org](http://www.cosfoundation.org) | 847-716-2111 | [info@cosfoundation.org](mailto:info@cosfoundation.org)

**Circle of Service Foundation Most Recent 5 Years At**  
They've funded 2,402 grants to 1,022 organizations totaling



## Applications/RFPs

If your pre-application is accepted, you will be sent a link to a full application. Unsolicited pre-applications are accepted for: Community Services and Jewish Community in Cook County and/or Lake County. Pre-applications are not accepted for Medical Research. If your application is accepted, expect an email to set up a phone call or site visit to learn more about your organization and the program for which you are requesting funding.

**Application form required.**

**Applicants should submit the following:**

1. Listing of additional sources and amount of support
2. Copy of current year's organizational budget and/or project budget
3. Listing of board of directors, trustees, officers and other key people and their affiliations
4. Brief history of organization and description of its mission
5. Results expected from proposed grant
6. Copy of most recent Annual Report/Audited Financial Statement/990
7. Detailed description of project and amount of funding requested

**Initial Approach:** Online pre-application

**Copies of proposal:** 1

**Board meeting date(s):** 4 times a year

**Deadline(s):**

None

**Final notification:** Pre-application: within 45 days. Application: within 90-120 days

## Grants

Total Number of Grants: 5,594      Total Amount Given: \$274,187,883

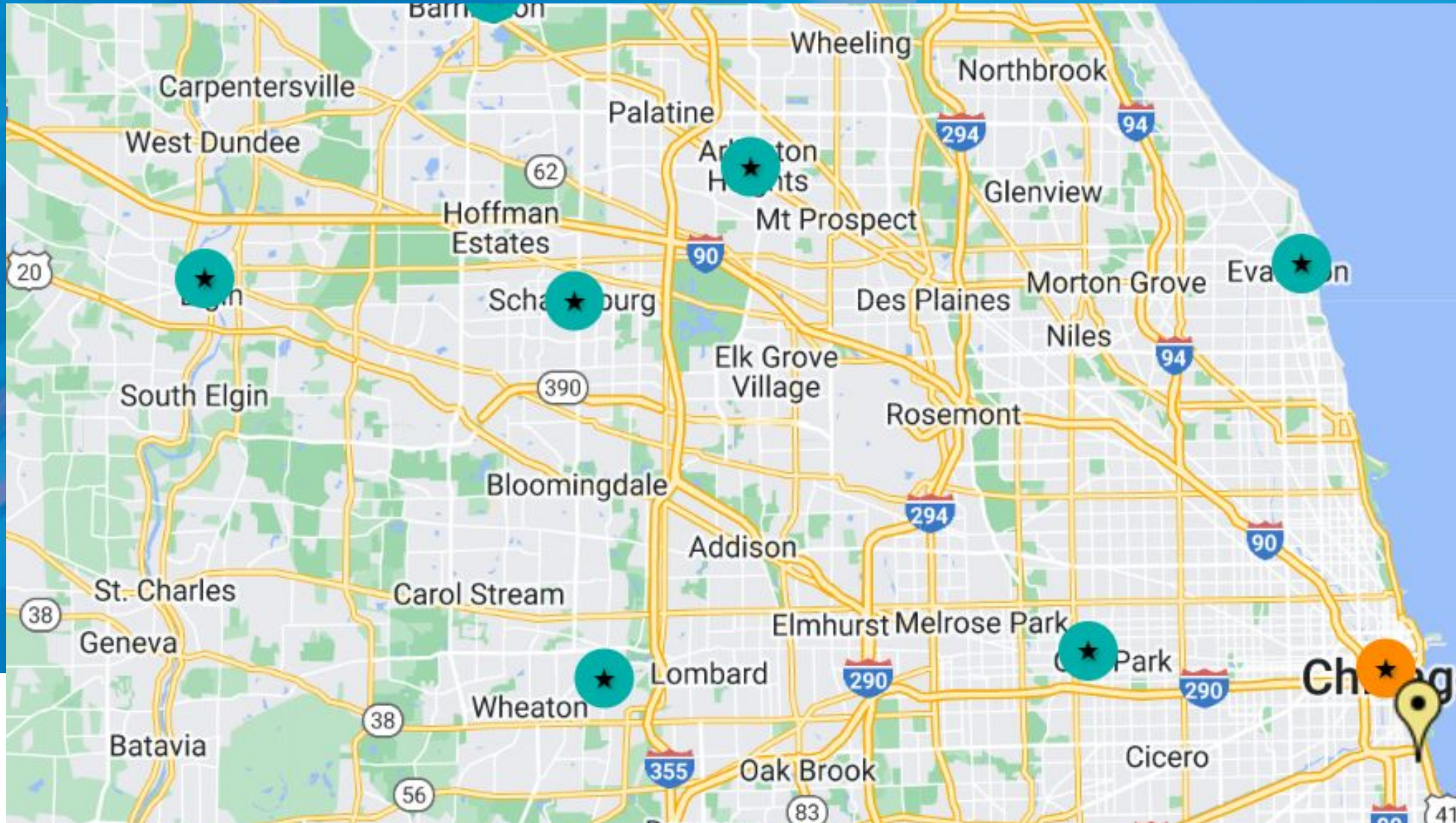
### Recent Grants

Recipient	City	State	Country	Primary Subject	Year	Amount
<a href="#">Jewish Federation of Chicago</a>	Chicago	IL	United States	Food banks		
<a href="#">Sinai Health System</a>	Chicago	IL	United States	Community service	2019	<a href="#">\$770,467</a>
<a href="#">University of Chicago</a>	Chicago	IL	United States	Graduate and professional education	2019	<a href="#">\$767,700</a>
<a href="#">University of Chicago</a>	Chicago	IL	United States	Diseases and conditions	2019	<a href="#">\$660,629</a>
<a href="#">JEWISH FUNDERS NETWORK</a>	New York City	NY	United States	Judaism	2019	<a href="#">\$605,000</a>

Showing 1-5 of 5,594 Results

[View All](#)

[View All to Print](#) · [Export](#) · [Email](#)



- Forefront
- Oak Park Public Library - Main Library
- Evanston Public Library
- College of DuPage
- Arlington Heights Memorial Library
- Schaumburg Township District Library - Central Library
- Vernon Area Public Library District
- Lake Forest Library
- Barrington Area Library
- Gail Borden Public Library District - Main Library

RESEARCH DATABASES AVAILABLE AT THE FOREFRONT LIBRARY

**Candid.**

FOUNDATION DIRECTORY  
GUIDESTAR



Forefront  
**LIBRARY**  
LibGuides

EBSCO eBooks™

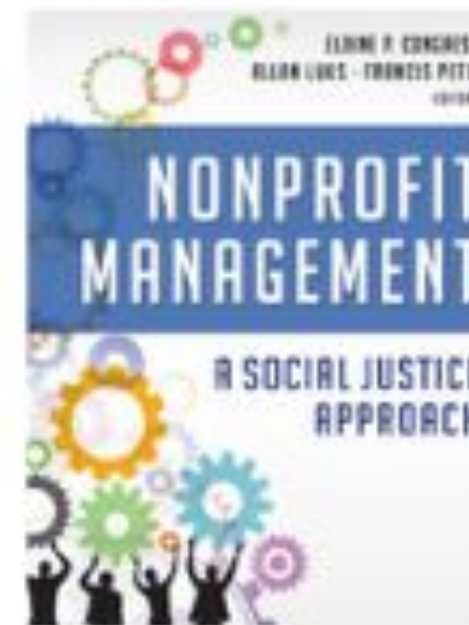
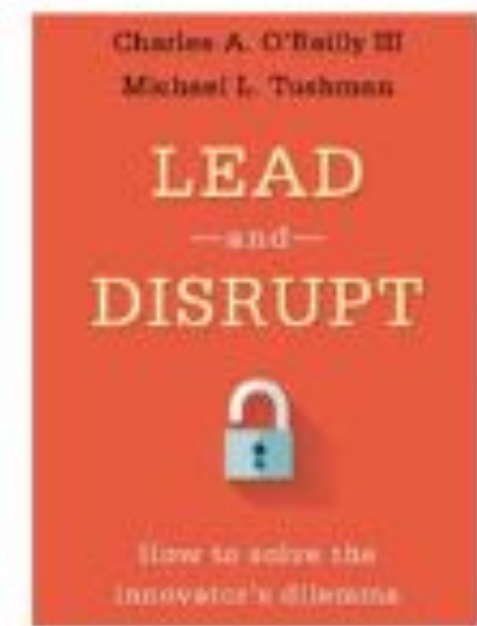
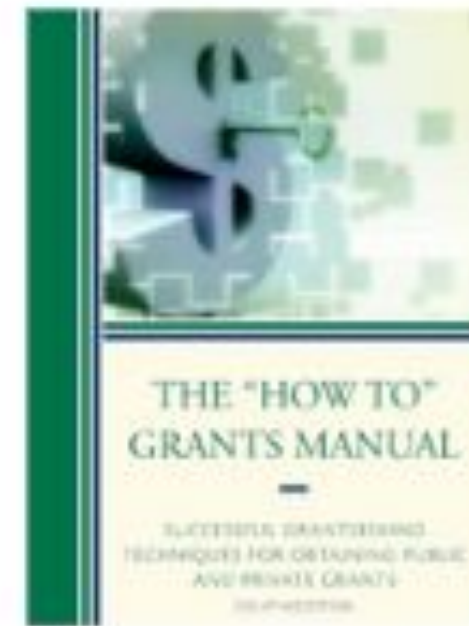
**iwave**  
Fundraise with Confidence

**Catholic  
Funding  
Guide**

**EBSCOhost**  
NONPROFIT ORGANIZATION REFERENCE CENTER  
BUSINESS SOURCE CORPORATE

THE CHRONICLE OF PHILANTHROPY

PROPUBLICA  
**ILLINOIS**



<https://library.myforefront.org/az.php?t=13171&p=1>


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Engaging for impact

[Library](#) / [LibGuides](#) / [A-Z Databases](#)

## A-Z Databases: Free, public database.

Find the best library databases for your research.



Free, public database. (62)

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## Forefront Library helps:

“Your team's support and collaboration have been instrumental in helping us achieve our mission. I'm grateful for the inspiration you all provide and the impact we can make together. I'm grateful to have you and the entire Forefront Library team by my side. Your support means the world to me, and I'm honored to have such amazing partners in our shared mission.”

*Forefront Library User, 2023*

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# Forefront Librarians



Christina Caputo  
Knowledge Services  
Manager  
[ccaputo@myforefront.org](mailto:ccaputo@myforefront.org)



Rita Kerrigan  
Knowledge Services  
Coordinator  
[rkerrigan@myforefront.org](mailto:rkerrigan@myforefront.org)

“Thank you for taking the time to listen and being so helpful! You all are so amazing I still can’t get over that you and this wonderful resource exist.”



Forefront  
**LIBRARY**

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✉ [library@myforefront.org](mailto:library@myforefront.org)

🌐 [myforefront.org/library/](http://myforefront.org/library/)

👤 [member411@myforefront.org](mailto:member411@myforefront.org)

● 200 W. Madison 2nd Floor Chicago Il. 60606

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# Peer Skill Share

## Common topics include:

- Fundraising (i.e. questions on events, budgets, committees, etc.)
- Marketing, Communications,
- Board Governance
- Program Evaluation



"It is SO easy to forget that the Peer Skill Share process benefits both the advisor and the requestor. These sessions refresh my perspective of the work that I do."

- Robret Simpson

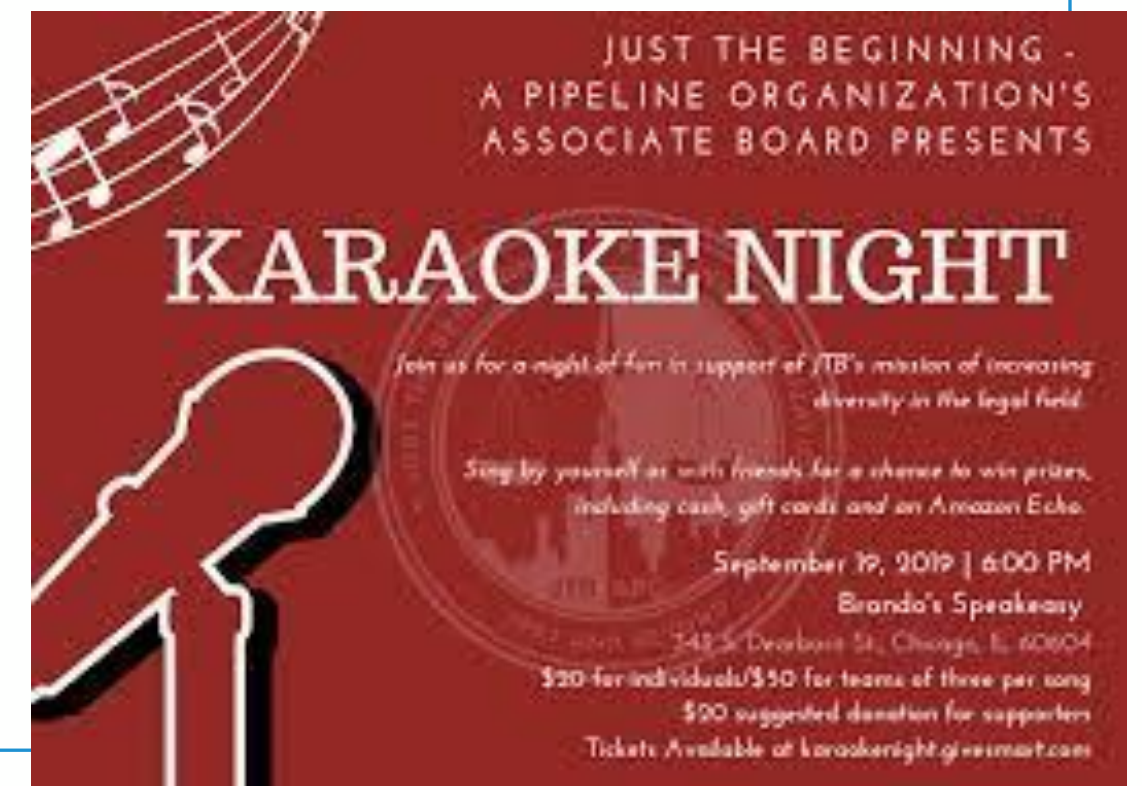
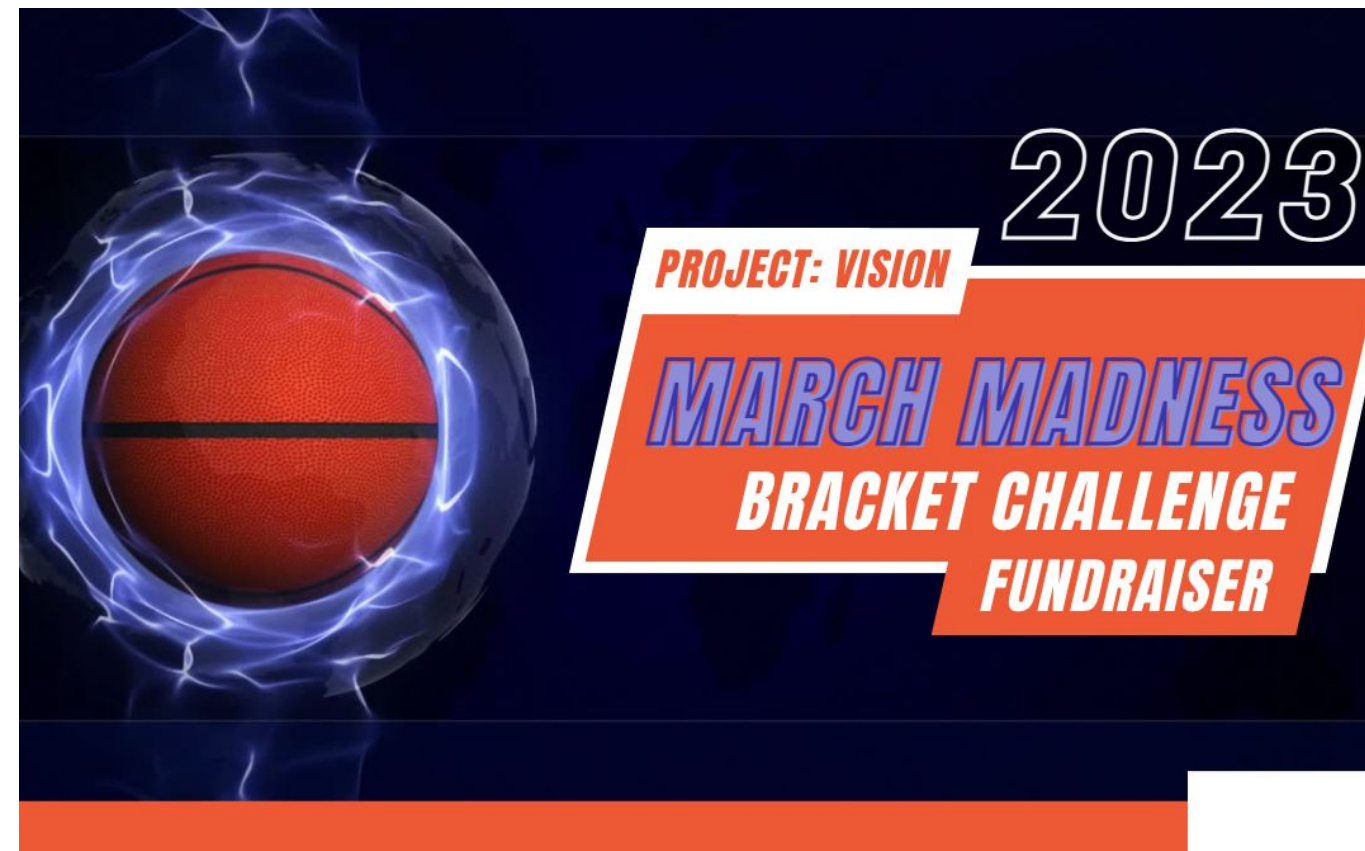
Former Director of Operations, Facing Forward to End Homelessness

# Alternative Revenue

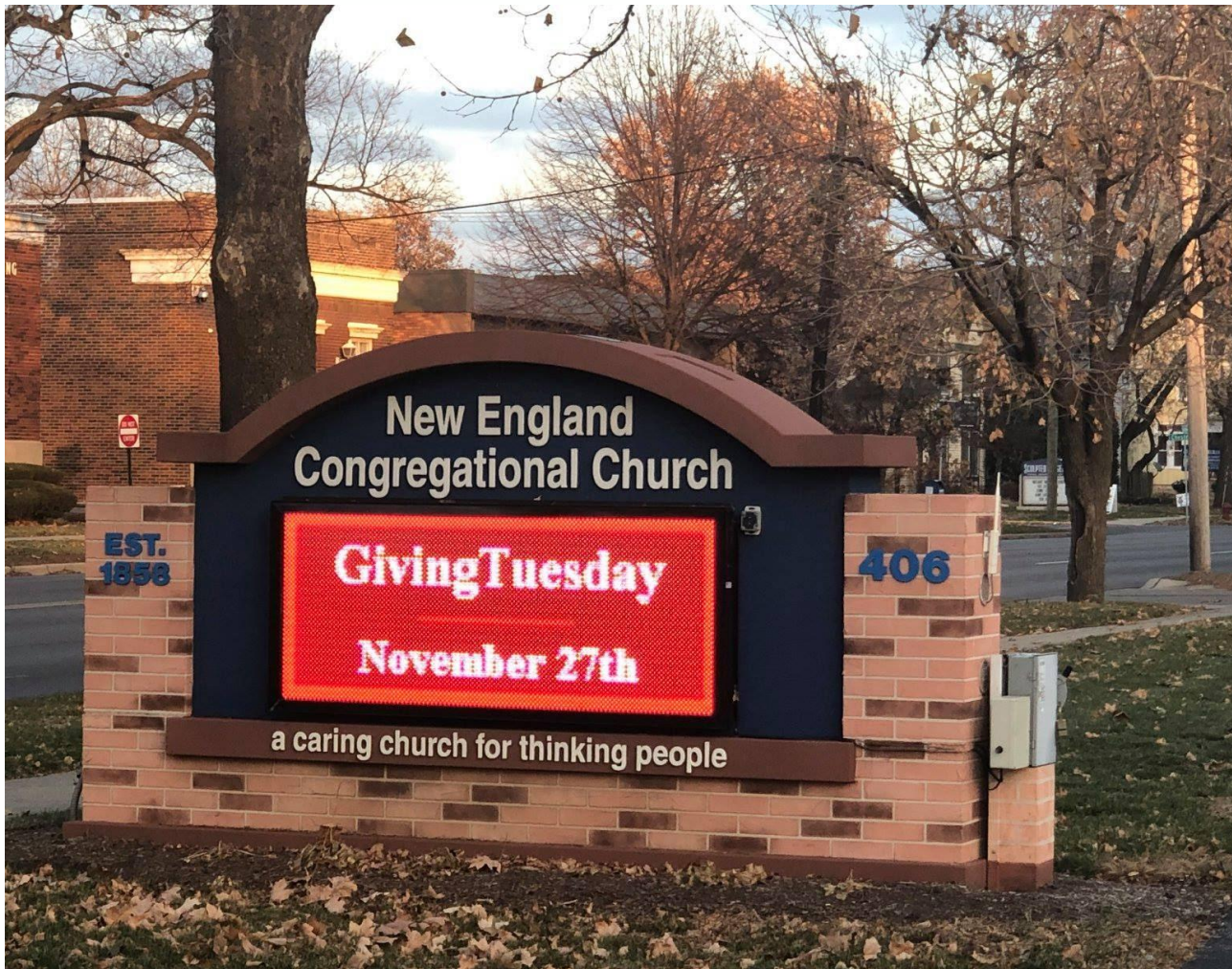
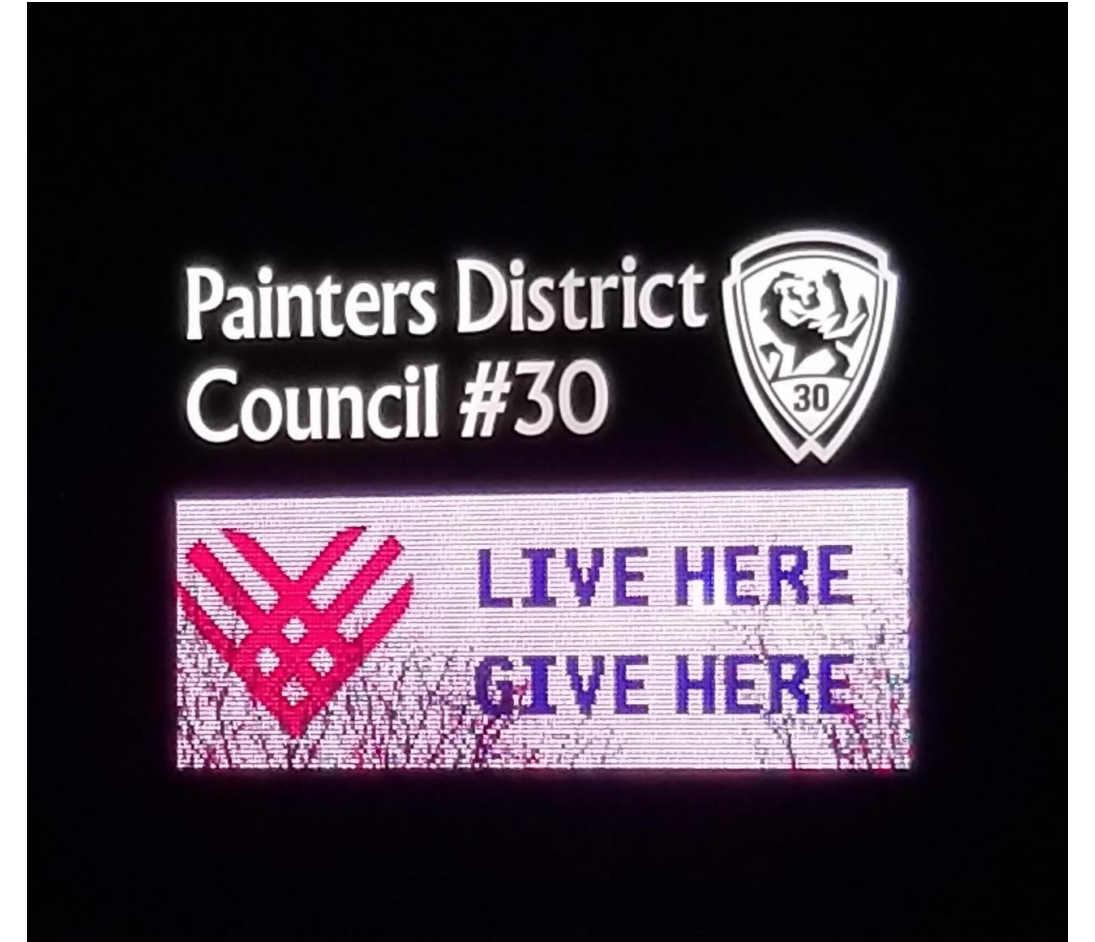
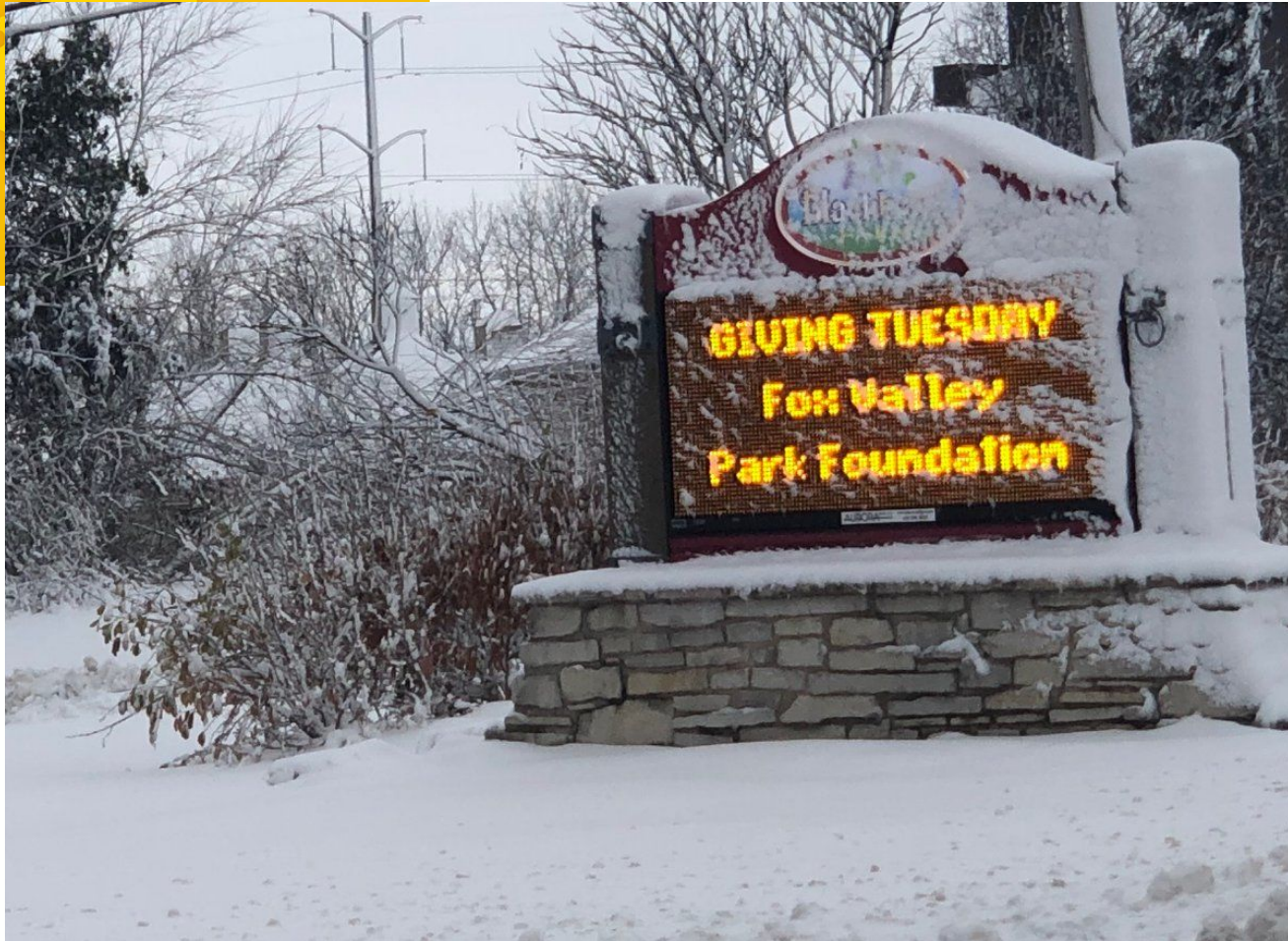
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# Establish an Associate Board



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**Community Engagement  
on a local giving day**

# Thrift Store





# Revenue Share with local businesses



[TOTAL DONATIONS](#) [FOUNDATION IMPACT](#) [2022 CAUSES](#) [FLOWER STATS](#) [SUSTAINABILITY](#) [WEDDING ACCOLADES](#) [BCORP](#) [CHARITY ARCHIVE](#)

Together with The Flowers For Dreams Foundation,  
we have now funded 192 amazing local charities.

\$ 1 , 2 7 6 , 7 9 0

\$190,294.24 IN 2022 ALONE.

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