

Funders Summary for Promotion & Outreach – July 28, 2021, SBowers

Following up from our last Promotion & Outreach meeting, here is information on our grant funders (foundation and federal). Below is a high-level summary over the past five years and then one year. More detail or analysis is available upon request. This does not include our prospect list that lists foundations still in discovery mode aka have not been qualified for cultivation or not-a-good-fit.

5-Year Grant Activity

Solicitations & Grant Requests

Grand Count of Solicitations/Grant Requests: 303

Unique Prospects/Funders: 148

Grand Total Requested: \$10,269,137

Grand Total Received: \$3,981,900*I will look into this discrepancy. I know one of our grants hasn't been entered into the gifts record yet.

Grand Count of Solicitations/Grant Requests: 303

Actual Foundation & Federal Gifts

Number of Gifts: 137

Unique Donors: 55

Grand Total Received: \$3,916,142*

Average Gift Size: \$32,975

Maximum Gift: \$300,270

12-Month Grant Activity

Approved grants over 12 months, up from \$617k last yr.: \$952,227

Average grant size, down from \$55,681 last yr.: \$33,086

New/lapsed solicitations, up from 16 last yr.: 38

New/lapsed solicitation successfully funded: 4

Grant application rate of return, down from 55% last yr.: 51%

2020 goals with outcomes:

Submit 30 grant requests-->Actual 74

Cultivate 50 Fdns.--> Actual 64

Solicit 15 new Fdns.--> Actual 24

25% grant app rate of return--> Actual 51%

