

ON THE ROAD *to* RESULTS



I
CAME

I
GOT
IT

I
TRIED
IT

I
KEEP
USING
IT

I
HAVE
CHANGED

I
LIKE
IT

I
REMEMBER

IT
WORKED

I SEE
THE
DIFFERENCE



I WAS DOING GREAT... UNTIL I GOT TO “THE DIFFERENCE YOU WILL MAKE” SECTION.

This section is difficult! Let’s break it down. Through these questions we want to understand something very important. That is, if we make the grant that you’ve proposed:

- › What will change?
- › How much will it change?
- › How will you know whether or not anything actually happened?

YOUR PROJECT TYPE	POSSIBLE ANSWERS FOR THE QUESTION, “WHAT WILL CHANGE?”	YOUR RESULT STATEMENT MIGHT READ SOMETHING LIKE THIS:
OFFER A PROGRAM OR SERVICE	By offering a program or service we will: Help a certain number of people improve. Work with a sub-group of people to help them improve.	FOR A COMMUNITY CENTER proposing an after school program: Increase by 50 (from 75 to 125) the number of 6th-8th graders who will state: “I am not home alone after school anymore,” and “I feel like my community cares about me.”
MAKE OUR ORGANIZATION STRONGER	After building our organization’s capacity we will: Help more people improve. Decrease the time it takes for people to improve. Decrease how much it costs for people to improve. Increase our revenue. Cut our operating costs.	FOR A PARENTING ORGANIZATION proposing updated technology: Decrease staff paperwork time per employee by 2 hours per week; measured by employee time logs. The time saved will be spent serving 20 additional parents over the next year.
CONSTRUCT/REMODEL A BUILDING	After construction/remodeling we will: Help more people improve. Reduce the time or cost of people’s improvement.	FOR A YOUTH CENTER proposing to put in new windows: Decrease heating and cooling bills by \$2,400; measured by a comparison of last year’s and next year’s utility bills.
WORK WITH A CONSULTANT	By working with a consultant we will: Solve a specific organizational problem. Build a specific new capacity within our organization.	FOR A PRIVATE SCHOOL proposing to bring in a fundraising consultant: Increase the revenue from our annual fund from \$52,000 to \$75,000; measured by the net proceeds of our annual fund drive.
RECEIVE OPERATING FUNDS	While our grant for operating funds is in effect we will: Continue to help a certain number of people improve their lives. Help more people improve their lives. Implement a plan to reduce the gap between revenue and expenses.	FOR A LITERACY PROGRAM proposing operating support: Decrease the gap between our revenue and expenses by \$20,000, from \$37,000 down to \$17,000 by 12/31/18; measured by our 12/31/18 financial statements.

Grantees tell us that one of the best things funders can do to help them succeed is to hold them accountable for the grants they receive. That’s why we work so hard to help you think about the changes that are desired and what needs to happen so that those things come about. If project results aren’t completely met, it doesn’t mean that we’ll never make another grant to that organization. What we do expect though, is a thought process of continuous improvement. That thought process is summed up in one of our favorite phrases: **SUCCESS = What you accomplished + What you learned!**