



Grant Application Preview—Working with a consultant

Also called Nonprofit Toolbelt Grants, these grants help to strengthen organizations through the use of consulting or technical assistance. Most Nonprofit Toolbelt Grants are relatively small grants (often \$5,000 and below) because they are limited to paying for a consulting process.)

**Thank you for visiting our preview page.
We think you'll be glad you did!**

This page is designed to help you organize the information you'll need for our online application. Here you'll find all of the questions for your proposal and helpful hints in **purple!**

Grantseekers who have used this preview in the past tell us they:
Fill out the preview, make edits, and then copy and paste their responses into our online grant application; **or**
Print out this preview and use it as a guide as they enter information directly into our online application.

PLEASE DO NOT SEND THIS DOCUMENT TO US.

Please note: Unless stated otherwise, text fields in our applications are limited to concise, 100-word answers. If more information is needed to consider your proposal, our program officers will request it during the review process.

Information about your organization: In order to consider your request, we will need some basic information about your organization. You'll want to have this information ready when you start your application.

Tax ID (Employer Identification Number or EIN). Ex: 35-XXXXXXX

Your Tax ID number helps us to verify your organization's nonprofit status. Public schools and government entities do not need to complete this section.

Basic Information (Name, Address, Phone Number, Fax and Website)

Primary Contact Information (for your President, CEO, Executive Director, Superintendent, etc.)

Your annual operating budget with sources of income and the percentage of each source.

Your answer to this question may look something like this:

ANNUAL OPERATING BUDGET: \$300,000

SOURCES OF SUPPORT:

Fees for Service 76%

Fundraising Events 5%

Grants 15%

Earned Income 4%

Year your organization was founded. What year was your organization founded?

Questions about your organization:

1. **What are your organization's mission/vision/values?** Include any principles or values that are used throughout your organization and its programs.
2. **What types of things does your organization do especially well? How do you know that you do them well?** This is your chance to brag a little! Are you proud of your successful annual fund? Have your programs increased greatly in impact/participation? Have you won an award or accomplished a milestone?

Proposal Contact Information: Please provide contact information for the person who is responsible for this grant proposal. We will want to know:

Project contact's name and title:

Phone number:

Email address:

Proposal Information:

Project title: Nonprofit Toolbelt

Total project budget: How much will your consulting project cost over all?

Requested amount: How much is your organization requesting that the Dekko Foundation invest in your consulting project?

Other sources of support for your project: What other sources of support will you have for your project?

Questions about your proposed project:

3. **In just a few paragraphs (about 200 words) tell us how you'll use consulting or technical assistance to improve your organization and its impact.** This is the place to summarize your ideas/inspiration/enthusiasm for the project you have in mind.

4. **What specific problem or unsatisfactory situation will you address with your project? How is that problem holding your organization back?** Here are two sample answers to the question above:
 - A. Our organization has never had a real fund development plan. As a result, securing the resources that we need to operate often seems like an afterthought. At the end of last year we fell \$50,000 short of operational funds and had to reduce important activities. (Problem A)
 - B. We offer programs all of the time and people really seem to like the information. But when donors and funders ask us if we are making any real difference we're stumped. We don't know how to document the improvement that our clients are making in their lives. (Problem B)

5. **Why do you believe this project is a good fit for the Dekko Foundation and its priorities?** Help us to understand your thinking by going to our website: <http://dekkofoundation.org/child-development-focus/> Then tell us in this question which of our grantmaking priorities your project fulfills.

The difference your project will make:

6. **Describe the new capacity you will create in response to the problem that you defined above. Please be specific about how you will work through a consultant to build that new capability within your organization, and/or how that new capacity will help your organization to create improvements in the lives of those you serve.**

Let's keep going with examples A and B above. Your answer may look something like this:

 - A. After two years we will have \$15,000 in surplus and a new plan developed for the next two years.
 - B. We will work with a consultant to understand and implement opportunities to understand the impact of our work. When we are finished we will have a system for communicating with participants six and twelve months after our programs to see if their habits have improved.

7. **Describe the positive measurable difference (improvement) your organization will experience once the new capacity is fully operational.** Statements of improvement help us explain to our committee and board what they are buying if they make the investment that you have proposed. A strong improvement statement will identify the amount of improvement you'll bring about, and how you'll know whether or not the improvement occurred. **Watch a brief video about this topic:** <http://dekkofoundation.org/tips-from-our-program-officers/>
Click on: What will be different if a grant is made?
An example of a strong improvement statement might be:

Improvement Number One: By 12/31/15 we will end the year with a balanced budget and a \$15,000 reserve fund. (See how this ties back to Problem A above?)

How will you make this come about? We will make a two-year fund development plan that will result in an operating surplus. After one year of implementation we will have a balanced budget at the end of our fiscal year; after two years we will retain the balanced budget and have a \$15,000 reserve fund in place.

Difference Number Two: (If needed) Some organizational leaders wish to have more than one improvement focus. We are providing space for two improvements if needed. Our experience shows that organizations that focus strongly on one well-chosen change are very successful.

Project time period:

Project start date: The date that you will begin your project.

Project end date: The date that you will be able to report on the difference you brought about.

Measuring your success:

8. **What information will you use to track project success and make course corrections? Do you have the ability to track these things?** How will you ensure that the improvement(s) you want within your organization is really taking place? For example: Will you measure revenue increases? Will you evaluate participants' improvement? Will you track the impact of a new strategic plan?
9. **Define the three or four most critical steps to achieving your organizational improvements. What is your approximate timeline for completing each step?** This is not a request for a detailed work plan. We would like a brief description of the most critical steps you will need to take in order to achieve the organizational improvement you desire. We recommend that you use a brief bullet point format, such as:
 - Meet with a consultant to identify our current need for software by 1/15/2013.
 - Research other software options by 3/31/2013.
 - Purchase and install the new system by 4/30/2013.
 - Train our staff to use the new software by 6/1/2013.
 - Demonstrate a growth in our effective use of the new database by 12/31/2013.
10. **Halfway through your project, how will you know if your organization is on course to achieve the improvements you want with the time and money you have remaining? What milestones will be good predictors of whether or not you organization will achieve the desired improvements? What needs to be accomplished by the middle of your project timeline in order for you to be successful? You might say it something like: Halfway through we need to have our plan updated and the first four months of implementation already complete.**

To help us measure the change that Nonprofit Toolbelts bring about, we ask that all organizations complete our [Start Where You Are Bar](#) before choosing a consultant and sending a Nonprofit Toolbelt Grant application.

Attachment page of Application:

To apply for a Nonprofit Toolbelt grant you will want to attach two documents:

1. A simple project budget
2. A completed copy of the Start Where You Are Bar located on our Stronger Organizations page: <http://www.dekkofoundation.org/our-initiatives/quiz-start-page/>

Your budget should show both the costs of your project and sources of revenue that you expect for the project. If you have questions, please see our grant preview documents here: <http://dekkofoundation.org/apply-now/> or call our Grants Manager at: 260.347.1278.

Thank you for visiting our Preview Page!

Please feel free to contact us if you have questions.

Phone: 260-347-1278

Email: dekkofoundation.org