



Grantmaking

With the St. Louis Community Foundation

Moving from making charitable gifts to impactful grantmaking requires a thoughtful, strategic approach. When done well, strategic grantmaking can bring you great rewards. The St. Louis Community Foundation's (STLCF) team of experts will assist you with identifying the results that you wish to achieve through your philanthropy and developing a course of action to achieve those outcomes.

The following menu outlines the activities that our team can provide as you explore the grantmaking strategy that fits you best. You can choose any or all of the following options.

IDENTIFICATION OF GIVING INTERESTS	<ul style="list-style-type: none"> • Determine who will be involved in giving (donors, families, professional advisors, successors) • Interview those involved with giving <ul style="list-style-type: none"> • What values do you want to reflect in your giving? • What issues are important to you? • What are your interests? • What has your past giving been? • What impact do you want to have? • Find commonalities and suggest grantmaking initiatives and/or fields of interest
STRATEGY SESSIONS	<ul style="list-style-type: none"> • Define giving success: what impact or difference do you want to make? • Explore family values and their impact on where and how you give • Develop philanthropic vision and mission statements • Solidify giving fields or sectors of interest • Establish geographic priorities • Discuss interplay between your fund with STLCF and other individual and family giving • Define involvement of successors (children and grandchildren) • Introduce grantmaking best practices
GRANTMAKING DEVELOPMENT	<ul style="list-style-type: none"> • Determine application process (invitation only, LOI and grant application, grant application only, site visits) • Select types of grants (general operating support, program grants, capital projects, multi-year funding) • Finalize the selection process
GRANTMAKING MANAGEMENT	<ul style="list-style-type: none"> • Communicate with the community and solicit grant requests • Identify and vet nonprofits for potential grants • Manage the competitive process, if used • Coordinate grant payments • Establish grant reporting process; analyze and consolidate reporting • Evaluate impact
MEETING FACILITATION	<ul style="list-style-type: none"> • Develop agendas and prepare meeting materials • Organize generative discussions that lead to a greater understanding of current trends in interest areas • Record and disseminate meeting minutes • Ensure all follow-up activities occur in a timely manner

For more information, please contact:

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Competitive Grant Options

	Targeted Grant Program	Proactive Grant Program	Responsive Grant Program
DEFINITION	Invite a limited number of nonprofits to submit proposals for funding to achieve an established purpose	Distribute a "request for proposals" (RFP) to solicit grant applications to achieve an established purpose	Publish funding areas and criteria, accept applications throughout the year
PROCESS	<ul style="list-style-type: none"> Funder decides funding area, criteria, parameters for funding STLCF identifies a number of nonprofits that meet criteria Funder narrows list to those of greatest interest STLCF sends organization an RFP and grant application STLCF receives, reviews, and summarizes proposals Funder decides which to fund STLCF sends grant checks, tracks progress, and receives grant reports STLCF reports to funder on progress and impact 	<ul style="list-style-type: none"> Funder decides funding area, criteria, and parameters for funding STLCF develops an RFP and sends to nonprofits that meet criteria STLCF receives, reviews, and summarizes proposals Funder decides which to fund STLCF sends grant checks, tracks progress, and receives grant reports STLCF reports to funder on progress and impact 	<ul style="list-style-type: none"> Funder decides funding area, criteria, and parameters for funding STLCF crafts an open call for proposals and publishes on website STLCF receives, reviews, and summarizes proposals At scheduled times, STLCF sends funder proposals and summaries Funder decides which to fund STLCF sends grant checks, tracks progress, and receives grant reports STLCF reports to funder on progress and impact
PROS	<ul style="list-style-type: none"> Most likely to achieve impact in a specific area Greater opportunity to build partnerships with grantees Limits exposure Once nonprofits are identified, less time intensive 	<ul style="list-style-type: none"> Addresses issues, initiatives, community needs of greatest interest Provides a wide range of options within interest area Greater visibility for issue area and funder Can plan for timing of decisions 	<ul style="list-style-type: none"> More responsive to needs of and urgency in the community More likely to surface new ideas Can support a wider range of issues Requires less planning
CONS	<ul style="list-style-type: none"> Less likely to surface new or unfamiliar organizations or new ideas Least responsive to the community 	<ul style="list-style-type: none"> Less responsive to the community, hard to change direction to meet needs Number and dollar amount of requests exceed resources More time intensive 	<ul style="list-style-type: none"> Few checks and balance in advance re: who is submitting applications Less strategic and less impactful Frequent/ongoing review of large number of applications
EXAMPLES	<ul style="list-style-type: none"> Pettus Foundation NISA Charitable Fund 	<ul style="list-style-type: none"> Charless Foundation Gateway Regional Environment Fund 	<ul style="list-style-type: none"> Berges Family Foundation Episcopal Presbyterian Health Trust

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