

Working with Philanthropy

Rural Health & Prosperity Workshop April 9, 2025

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Every foundation is different and not every idea today will be applicable to every foundation or philanthropic entity.

Please consider the following strategies as concepts to consider, not hard and fast rules.

Remember: "If you've seen one foundation, you've seen one foundation!"



About Sunflower Foundation

Sunflower Foundation was established in 2000 as a statewide health philanthropy with a mission to serve as a catalyst for improving the health of all Kansans. Based in Topeka but serving the entire state, the foundation believes a thriving, sustainable nonprofit sector contributes to healthy communities, and it is committed to investing in mission-aligned nonprofits through grants, partnerships, education, advocacy, collaborative learning, and capacity building.





Health Systems

- Integrated Care (primary care + behavioral health)
- Health Care Access & Policy
- Food is Medicine (medical model)

Healthy Communities

- Sunflower Trails
- Nutrition Security
- Food is Medicine (community linkages)

Capacity Building & Collaborative Learning

- Support for nonprofits to strengthen themselves
- High-quality, no-cost opportunities for education, peer learning and networking

Serving as a Catalyst for Improving the Health of All Kansans

OUR MISSION

The Five "R's" to Remember... when working with foundations

MICKEY SHANNON FINE ART PHOTOGRAPHY



- Research foundations in general and understand the differences (community foundation, family foundation, etc.)
- Research the specific foundation in which you are interested. (more tips on next page)
- Research your own specific project and demonstrate a robust understanding of the problem and possible solutions, including specific needs/costs.



- Research foundations by checking out websites, social media, annual reports (great place to view past grants), 990's. Sign up for e-news options and follow them on Facebook.
- Avoid asking questions about information readily available online. Use any time in a meting to ask thoughtful questions that shows you've done your research.
- Keep your own website/FB page current for when a foundation researches YOU. ③





- Many foundations truly value relationships with prospective grantees/partners and appreciate the opportunity to learn more about your organization.
- Consider cultivating a relationship <u>before</u> you ask for money.
- Recognize that many foundations often offer more than "just money;" there might be opportunities for TA, resources, networking, connections, etc.
- If a foundation offers virtual or online education or networking events take advantage of them!



- Reach out with a succinct but informative email, asking for the opportunity for brief virtual or in-person meeting and say you would like to learn more about the foundation's priorities.
 - Be patient for a response; you can email again after 2-3 weeks.
- Make the most of that meeting by asking informed questions and being open to ideas and feedback.
- While appropriate to ask direct questions about funding parameters, avoid being angry or openly frustrated with foundation staff; they are people too and have rules to





- Foundations typically have strategic plans, funding priorities and grant parameters established through board and staff; these can't be changed overnight (even if you have a really great idea.)
- Foundations set budgets every year to fit funding priorities with available funds. There often isn't a lot of "extra" money just lying around (*even if you have a really great idea*.)
- Foundations might operate on a different timeline than your immediate needs. They typically prefer to invest in long-term systems change than "SOS" funding.



- Be realistic about what you can accomplish with the grant funds. Do your homework re: expenses, timelines, expectations. Most funders realize that you can't change the world with \$10,000, but you can accomplish your own version of SMART goals.
- Even if the foundation has no available funding for your organization, there is still value to sharing your organization's story and starting a relationship... you never know when funding priorities may change, or how your story might inform future grantmaking.





- If a foundation responds to your request for information, always acknowledge their response with thanks. This is especially important if staff have spent time gathering tailored information for you.
- If they have asked for additional information from you – send it in a timely manner.
- If foundation staff makes a recommendation, let them know if you followed up and the outcome.



- Every grant you receive is an audition for the next grant. Avoid creating more work for the foundation by ignoring emails, grant report deadlines, etc. If you have questions or concerns, be positive and proactive.
- Always be ready to respond this question: In what specific ways can funding advance your mission and goals which, in turn, help advance the mission and goals of the foundation?





Network for Good

https://www.networkforgood.com/

"Resources" in top bar menu, check out "Blog Posts, Webinars, Templates" in drop down menu

Free Will

https://www.freewill.com/

"For Nonprofits" in top bar menu, check out "Resources" or "Webinars" in drop down menu

Philanthropy News Digest

https://philanthropynewsdigest.org/ Go to "RFPs" in top address bar menu, right hand side

Chronicle for Philanthropy

https://www.philanthropy.com/

Check out "Advice" and "Opinion" in the top bar menu - Beware: the "Grants" section requires \$

Raise Funds – Raise Money, Nurture Relationships & Build Support for Nonprofit Organizations https://www.raise-funds.com/

Check out "Fundraising" & "Donor Relations" in top bar menu - but tons of other good resources

35 Best Grant Writing Blogs and Websites

https://blog.feedspot.com/grant_writing_blogs/

Professional Grantwriter

https://www.professionalgrantwriter.org/ Check out "Blog" in top address bar, "Foundations" in drop down menu

Candid

https://candid.org/

Get free access to Candid's Foundation Directory, the smartest, fastest way to win more funding. Get free access to GuideStar, nonprofit research tool, the largest source of verified information on nonprofits. Use the map search below to locate where you can access Candid's resources. https://candid.org/find-us



Candid.

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The information you	need to do good.	City 🖨	State/
Available at these public libraries	Kansas City Public Library - Central Library	Kansas City	MO
	Johnson County Library - Cedar Roe Library	Roeland Park	KS
	Johnson County Library - Antioch Library	Merriam	KS
	Johnson County Library - Corinth Library	Prairie Village	KS
	Johnson County Library - Shawnee Library	Shawnee	KS
	Johnson County Library - Central Resource Library	Overland Park	KS
	Johnson County Library - Oak Park Library	Overland Park	KS
	Johnson County Library- Leawood Pioneer Library	Leawood	KS
	Johnson County Library - Lenexa City Center Library	Lenexa	KS
	Johnson County Library - Monticello Library	Shawnee	KS
	Johnson County Library - Blue Valley	Overland Park	KS
	Johnson County Library - De Soto Library	De Soto	KS
	Johnson County Library - Gardner Library	Gardner	KS
	Johnson County Library - Spring Hill Library	Spring Hill	KS
	Johnson County Library - Edgerton Library	Edgerton	KS



Capacity Building Learning Collaborative: CULTIVATING YOUR FIELD OF DREAMS

AUGUST 20-21 SUNFLOWER NONPROFIT CENTER



Sunflower Foundation held a pair of capacity building learning collaboratives aimed at providing health-related nonprofits with opportunities to hear and learn from experts, network with each other, and share ideas for how to make their organizations more impactful and sustainable. See a summary and view photos, slide presentations and videos from the event.

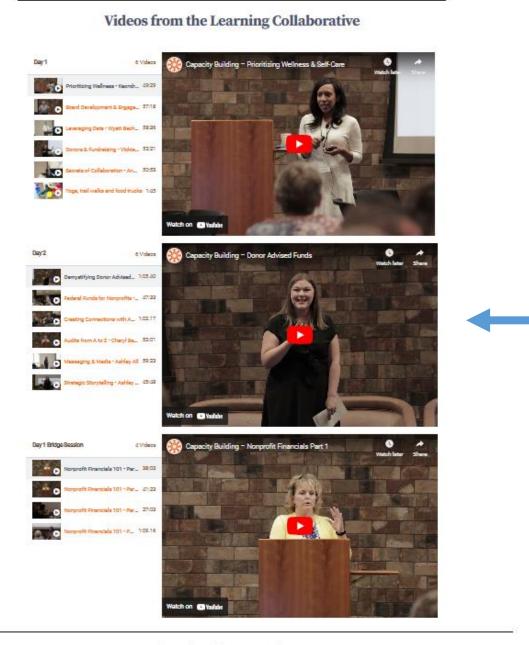


Online recordings and resources from a recent Nonprofit Capacity Building Learning Collaborative are publicly available on Sunflower Foundation's website. Listen to high-quality speakers and download presentations on topics such as grant writing, donor development, marketing, burnout prevention, communications, partnerships and collaborations, board engagement and nonprofit financials.

Go directly to:

https://sunflowerfoundation.org/2024capacity-building-learning-collaborative/

OR visit Sunflower Foundation's homepage and scroll down to "Events" and find "Capacity Building"



Speaker Presentations Click below to see each speaker's PowerPoint presentation

Make sure to check out the presentation on Donor Advised Funds



Carlie Houchen, Director of Health Systems

Kelli Mark, Director of Healthy Communities

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