

# **First Fridays Club**

## **October 3, 2008**

### **Community Grantmakers**

- **Description of the Agency:**
  - Franciscan Skemp Foundation, Peter Grabow, Executive Director
    - Look at healthcare needs especially for the patients of Franciscan Skemp; programs are not necessarily housed at Franciscan Skemp but benefit its patients, like health and wellness programs in the community
  - Women's Fund, Diane Raaum, Board member
    - Fund programs for women and girls that lead to self-sufficiency and self esteem
    - Look to fund programs for attitude and actions, encourage to give back
    - Fund one time per year, June 2 is deadline
    - Program must be aligned with mission of agency, have impact, and recognize the Women's Fund
  - La Crosse Community Foundation, Randy Smith, Board member
    - Have broad categories that Foundation looks to provide funding for
    - Look for a program that identifies problem and has a rational approach to accomplish a solution
    - Look for a sound budget with program sustainability
    - Look at upstart - can a program really get off the group
    - Look at letters of recommendation and people involved
  - La Crosse Public Education Foundation, Tara Johnson, Board member
    - Fund grant to La Crosse School District for innovative educational grants or needs in the schools
    - Look for program to be consistent with the mission
    - Funders are sophisticated and agencies who bend missions to fit a grant are not appreciated
  - United Way, Tom Brock, Chair of United Way
    - Program fits into impact areas of the United Way, then go through the applications
    - Look at outcomes of the programs and how they are achieving the goals in their impact area
  - Gundersen Lutheran Medical Foundation, David Amborn, Executive Director

- Look at applications every other month with 5 funders at the table
    - Gundersen Lutheran, Gundersen Lutheran Partners, Gundersen Lutheran Health Plan, Gundersen Lutheran Medical Foundation, and Children's Miracle Network
  - If an application has merit, it is decided which funder takes the project
- What do you look for in grant applications?
  - La Crosse Public Education Foundation, Tara Johnson, Board member
    - Simplicity. If one cannot read in the first paragraph, what a program is trying to accomplish, the rest of the grant is very difficult.
    - Tell who you are, what you want to do.
- Follow-up question: How does a donor make a wise decision without an application?
  - United Way, Tom Brock, Chair of United Way
    - The golden rule: He who has the gold makes the rule. Decide who and what you desire to give money toward.
  - Gundersen Lutheran Medical Foundation, David Amborn, Executive Director
    - The United Way's COMPASS is a good tool to see what works, what the needs are, etc.
  - La Crosse Community Foundation, Randy Smith, Board member
    - See who is working with what you are passionate about in the community. Call, visit, volunteer for them. Go with your heart and stomach as to where the need is.
  - La Crosse Public Education Foundation, Tara Johnson, Board member
    - If the agency or program has been awarded grants by the funders on this panel then they are reviewed and have shown they work.
    - Look at who in the community supports an agency.
    - Look at your values and see what makes an impact then go to look for programs that match that.
  - United Way, Tom Brock, Chair of United Way
    - As people get older, they are put on more lists, need to decide what your family wants to do with your own money
    - Look at endowments
  - Women's Fund, Diane Raaum, Board member
    - Find your passion and fund those programs

- Franciscan Skemp Foundation, Peter Grabow, Executive Director
  - Build relationships so you know what is really happening in agencies.
- Question: do you self-evaluate or review what you have given?
  - Women's Fund, Diane Raaum, Board member
    - Do grant evaluations and internal reviews of grants.
  - Gundersen Lutheran Medical Foundation, David Amborn, Executive Director
    - We take it on good faith that the grant awards are being used as they were intended. It takes a lot of resources to evaluate.
  - United Way, Tom Brock, Chair of United Way
    - Look at applications and outcomes year to year.
  - La Crosse Community Foundation, Randy Smith, Board member
    - Staff monitors grants and evaluations.
    - Board knows what is going on in the community as far as community needs.
    - Need a succinct pitch when looking at grants and how they relate to needs.
- Question: Does someone need a letter of proposal to get an application?
  - La Crosse Community Foundation, Randy Smith, Board member
    - No, call to talk about the program and receive an application.
  - Gundersen Lutheran Medical Foundation, David Amborn, Executive Director
    - Call and talk to us about the program.
- Closing comments:
  - United Way, Tom Brock, Chair of United Way
    - Need to find a balance for a good community
      - Social - arts- spiritual-infrastructure-education
      - There are many things in many areas - need all of them, if something is missing, we are not as strong of a community
  - Gundersen Lutheran Medical Foundation, David Amborn, Executive Director
    - Because of things like Hurricane Katrina, the arts suffered, we will likely see it again in this economically tough time.