

CenDel Fellowship for Fundraising Excellence - 2020

Thank you for your interest in participating in the CenDel Fellowship for Fundraising Excellence! The program is outlined below with an application form attached.

Background

For several years CenDel has observed growing difficulty for smaller, volunteer led non-profits in Kent County to compete in the fundraising area with larger, state wide non-profits, specifically in terms of grant writing. Grant dollars available have been generally shrinking and competition for the dollars growing. Most non-profits in Kent County are volunteer led with a small number of paid staff, if any. They are often competing against larger non-profits with full time development staff and/or grant writers. Feedback from funders has also indicated some weaknesses in financial management, stating and measuring outcomes and donor relations coming through on grant applications.

Program – The Format of the Program has Changed for 2020 so Please Read Carefully!

CenDel has partnered with DANA to develop a program for non-profits in Kent County to address these issues and provide capacity development to assist non-profits in competing for available funds. Five to six non-profits from the applications received will be chosen to participate in the program, sending two people from each non-profit. The program as designed by DANA is outlined as below:

- Phase 1 Pre-fellowship interview
DANA will meet with the participants from each non-profit to understand their experience in financial management, outcome tracking and grant writing. DANA will also request a copy of a grant that the non-profit submitted but did not receive funding on.

- Phase 2 Training Class – **March 20, 2020**
A full day intensive workshop including how to develop program and operating budgets, identify, track and communicate outcomes and write grants. These three modules will be provided by DANA subject matter experts. Lunch is provided.

- Phase 3 Coaching
Following the workshop, each participating non-profit will have access to a two hour coaching session on one of the three subject areas, which will be scheduled no later than one month after the one day learning session.

- Phase 4 Practice
Each participant organization will re-write the grant application they previously submitted in Phase 1 and submit it for review and feedback.

- Phase 5 Grant Preparation
CenDel will match each non-profit with a grant writer who will work with the non-profit further on their grant writing or on researching available grants.

- Phase 6 Post Fellowship Assessment: Six months after the program ends, DANA will contact each non-profit leader and discuss their grant writing experience since the program ended. If

possible, DANA will contact those foundations which received grant applications to gain feedback.

Proposed Timeline

The proposed timeline for this program, starting in February 2020, is as follows:

February	Phase 1 Interviews
March 20, 2020	Phase 2 One Day Intensive Training Class
April	Phase 3 Coaching and Practice
May – Dec	Phase 5 Work with Grant Writer
Nov – Dec	Phase 6 Post Fellowship Assessment

Cost

The cost of the program to the non-profit for **two** people to attend is \$750. This is half of the actual cost of the program. CenDel is covering the other half of the cost for each non-profit. Payment is due prior to the start of the program.

Requirements

CenDel requests that each non-profit meet the following requirements for the program:

- Have 501c3 status from the IRS.
- Have the majority of the non-profit's programs and focus in Central Delaware.
- Send two people to attend the program.
- Commit that both people will attend and participate in the entire program.
- Complete all phases of the program.

CenDel Fellowship for Fundraising Excellence
Participant Application

Name of non-profit: _____

Contact person: _____

Address: _____

Phone: _____

Email: _____

Non-Profit Tax ID#: _____

Please briefly explain the mission of your non-profit and why you would like to participate in this program:

Participant Information

Participant #1

Name: _____

Phone Number: _____ Email: _____

Participant #2

Name: _____ Email: _____

Please confirm the following:

____ Yes, we understand the cost of the program is \$850 for two people

____ Yes, we understand that both participants must make every effort to attend and participate in all phases of the program.

Please complete this form and return it with payment to Tenish Gregory at the address below:

CenDel Foundation
Attention: Tenish Gregory
101 W. Loockerman Street
Dover, DE 19904

If you have any questions please contact Tenish at 302-724-7538 or Kathleen Hawkins at 302-736-7741.