ABOUT:

Big Brothers Big Sisters (BBBS) was founded in New York City in 1909 by a court clerk who saw a large number of young men coming through the court system. He gathered a group of other men and began informally mentoring these youth. BBBS has grown into an organization with over 300 agencies across the United States and 11 countries. The BBBS mission is to provide children facing adversity with strong and enduring, professionally supported 1:1 relationships that change their lives for the better, forever. BBBS of Gallatin County was established in 1973 and has served thousands of children in our local area. BBBSGC currently employs 5 full-time and 2 part-time staff.

How did you manage your grants prior to GrantHub?

We used Excel for the tracking of deadlines, contact information, etc.—all historical documents were either in a filing cabinet or scanned on our server in a folder. For the income tracking piece, we used Raiser's Edge, but for no other purpose.

BBBS's Top Advantages of GrantHub:

1. Integration with Foundation Center for link to 990s
2. Estimated 20% time savings
3. GuideStar Integration
4. Better organization, more consistent, and more streamlined grant writing process
5. Helps get new team members up to speed quickly
6. Opportunity to develop a new, better process and develop best practices

Big Brothers Big Sisters of Gallatin County

Can you describe the roles of your team and your grantseeking activities?

Our grant team consists of myself and our VP of Programs—Megan Cummings. Megan writes the program specific grants and I write the grants for specific projects and general operating support. I am the administrator; Neelie Burman (CEO) and Megan are writers.

We submit upwards of 12 grant proposals each year. Grants fulfill approximately 26% of our annual income—the majority of which come from local foundations, with a few state funded grants as well.

What challenges were you looking to address with GrantHub?

The system we were using did not properly track our grant history. Information had to be entered manually and in multiple locations. We knew that this type of system did not lend itself to meaningful growth in our grant income and was not the best use of our time. We wanted to be able to use our time writing grants rather than trying to find and enter information in multiple places.

FOUNDANT
for Grantseekers

Valerie Erwin
Marketing & Outreach
Coordinator

"I would estimate that I save about 20% of my time in our grant writing by using GrantHub. This is huge."

"Having this type of easy access to a funder's giving history—alongside our own history with them—has helped open doors, start conversations, and start developing relationships with those funders."

How has GrantHub changed the way you and your organization work?

GrantHub has an integration with Foundation Center that provides a link to the 990s of each foundation right off of their funder record. Having this type of easy access to a funder's giving history—alongside our own history with them—has helped open doors, start conversations, and start developing relationships with those funders.

Personally, I was fairly new to the grant writing role and GrantHub helped me focus my time and efforts. It also allowed me to access funder and grant information more easily than before. Because I also fill many other roles aside from grant management, it has definitely been a great help to have all of this information right in front of me—i.e., it saves me quite a bit of time!

What are your favorite features/ capabilities?

The tax ID "Lookup" feature that pulls and integrates the foundation's contact information from GuideStar's database is great! And I love the dashboard—it allows me to get a bird's eye view on what's coming up for me. And although we are still building up our Answer Library, we are excited to have all our supporting grant documents and our standard answers to funding related questions all in one central place for everyone to access and use.

How has GrantHub helped improve your processes?

GrantHub has made our grant writing process more organized, consistent, and streamlined. I'm able to spend more of my time on improvements to our current grants and exploring new funders and opportunities. I would estimate that I save about 20% of my time in our grant writing process by using GrantHub. This is huge.

FOUNDANT
for Grantseekers

877.297.0043   www.foundant.com
P.O. Box 11888   Bozeman, MT 59719

Valerie Erwin
Marketing & Outreach
Coordinator

"We've gone from a scattered system of Excel spreadsheets to one central location where we can find information, enter information, and keep it organized. That has been the key benefit to our agency."

Has GrantHub impacted collaboration within your team?

GrantHub has allowed us to quickly get new team members up to speed on the grants they will be writing as well as the history of the funders. They can see what grants we've received from which foundations, when we've been denied, and all the details we submitted previously. GrantHub allows you to assign an "Owner" to each funding opportunity… making ownership clear, which is critical as I am not the only person on our team writing grants.

Have you used GrantHub's support or training?

The assistance, feedback, and support we've received has been second to none. Questions are answered promptly and in a thorough manner. Communication has been so friendly and easy—I never hesitate to ask a question, no matter how silly it may seem, and the GrantHub team is always glad to hear from me.

What is the most significant impact you've received from GrantHub?

We've gone from a scattered system of Excel spreadsheets to one central location where we can find information, enter information, and keep it organized. That has been the key benefit to our agency. It's also allowed us to "start over" and set up a new, better process. The GrantHub system supports this effort and gives us the opportunity to develop best practices as we go. We never want to go back to our scattered, confusing system again.

My advice to anyone considering implementing new software is:

Make the decision early on to dedicate time and effort to create processes so you enter your data consistently. Put processes in place so no matter who logs in to enter data, they know what they are supposed to do and how. Your data output is only as good as the data you input. Take time to check in periodically on your data to look for misspellings, duplicates, and other mistakes. If you begin with this process and stick to it, you will always be able to rely on your information, stay organized, and be able to spend your time researching new opportunities rather than fixing inconsistencies.

FOUNDANT
for Grantseekers