case study

ABOUT:

This independent grant writer works for a public TV station and radio station. Although this is not her principal career, she has a passion for supporting this sector of the nonprofit world.

How do grants figure into your funding efforts?

At the public TV station, the grant management team consists of the General Manager, Director of Finance, and myself. Occasionally, I work with other staff members. However, I work fairly independently to find funders and write proposals.

For the public radio station, I work closely with the Executive Director and occasionally with other members of the station's staff—depending on the subject of an application. This organization tends to be more organized and collaborative, so we talk on the phone weekly to update each other on progress. I don't work nearly as independently here as for the TV station, but the applications tend to be more diverse than the TV station, so I need to work more collaboratively.

Grant Writer's Top Advantages of GrantHub:

1. Better organization
2. Record of both successful and unsuccessful applications in a searchable database
3. Access to 990s from the funder page
4. Reminders for upcoming deadlines
5. Puts everything in one place and easy to organize for a staff of one

Please describe the general characteristics of your grant seeking activities.

With the public TV station, I generally submit about 30-35 applications each year. Grants comprise about 10-20% of the budget. Most of the grants are small, so keeping up with deadlines and funders is a challenge that GrantHub has helped with greatly.

In the eight months I've been with the radio station I've submitted 13 applications—all but four being new funders. Grants comprise nearly 20% of revenues with the station and most are for only a few thousand dollars, with a couple in the tens of thousands.

What challenges were you looking to address by using GrantHub?

Organizing background and contact information about foundations, organizing deadlines and setting reminders for various tasks associated with applications in progress or planned, and tracking the status of applications (in progress, submitted, received, denied) were all challenges I was facing with the TV station. These needs were compounded when I started working for a second organization.

How has using GrantHub changed the way you work?

Prior to GrantHub I used numerous spreadsheets, both on my hard drive and in Google Drive—and I didn't keep a record of contact information.

With GrantHub, I like seeing all my upcoming application deadlines for both organizations together. I like the fact that I'm developing a record of successful and unsuccessful applications in a searchable database. I like the reminders of upcoming deadlines. And I now organize contact and other information for funders. I also like being able to access 990s right from the funder page, rather than having to go to GuideStar or Foundation Search, which my organization no longer subscribes to.

FOUNDANT
for Grantseekers