



# case study

## ABOUT:

**Jannus, Inc.**, is a Boise-based 501(c) (3) charitable organization incorporated in 1974. Jannus is administered by a ten-member Board of Directors and a full-time Executive Director. Jannus, formerly known as Mountain States Group, Inc., is a diverse nonprofit organization that brings people and programs together to change lives, advance public policy and promote positive transitions for individuals, families and communities. Jannus operates more than 20 outstanding programs that help people at every stage of their lives be healthy, happy and economically stable. A number of programs are statewide and the others are regional or limited to the Treasure Valley (southwest Idaho). Among our many services we provide early education programs, suicide crisis intervention, caregiver support including respite services, financial training, business planning, support for rural medical providers, support for families with loved ones who have substance abuse or mental health issues, community gardens, language and cultural classes, support for refugees and accurate compilation and analysis of Idaho statistics to better inform policy issues. We have 140 employees throughout the state 75% in Boise.



**JANNUS**  
CHANGING LIVES

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

In my role as the Director of Grant Development, I implement the process of grant development in the organization. I work closely with our Executive Director, Chief Strategy Officer, and Chief Financial Officer to evaluate the fit of grants to our 20 programs. Each program has a director - we plan to add all of our 20 Program Directors and Executives to GrantHub so they can easily see our progress on grant funding, and access details about specific grants as well. The Program Directors will also be able to be assigned tasks to create and submit reports to the funders on the program results.

Among my responsibilities, I research grant opportunities and bring my assessment of the opportunity to the team. If the team and a specific director wants to pursue the grant opportunity, I work with the program director to create a development plan (the task management in GrantHub is exactly what I needed!).

On some of our large federal grants, the director of the program and I set up the tasks and assign them to a number of other program folks. Together, the director and I monitor progress and deadlines to get the whole application together and approved before submission.

### Jannus' Top Advantages of GrantHub:

1. Readily available support
2. Easy to use
3. Cost to value
4. Ability to upload historical data
5. Task management
6. Reporting



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**Diane Demarest**  
Director of Grant  
Development



***“We have a quarterly board meeting coming up and my Executive Director commented when I provided her with a report for the fiscal year that it was the first time we will have gotten the whole picture of grants in various stages of development for the year.”***

## **What can you do now that you couldn't do before?**

Grab a quick list of grants in process and due dates. Before, I relied on my big white board. I can now set up reminders for myself, since no one else is reminding me of the deadlines.

## **How did you manage your grants prior to GrantHub?**

I have only been in my role at this organization since November 2015, though I had many years of grant writing and management experience prior to joining Jannus. I came into the position following an individual who was in the role for two years. She did an outstanding job with Excel, gantt charts, and various templates that she had developed for tasks and timelines. She replaced a 20 year veteran grant writer who did most of the work for programs and not with them. The veteran grant writer also submitted many fewer grants per year than we have the last few years.

Excel was probably the best tool we were using, but we had dozens of different sheets in many files to track dates and renewals, grants awarded, etc. and lots of hard copy files with grants and grant agreements. When I accepted this position, the Executive Director couldn't tell me the grant success rate or submission rate. It is variable, but mostly it wasn't being captured in any one place.

## **Can you provide an overview of your grant process?**

Since I recently used GrantHub to provide summaries to our board, I can give you a snapshot of this fiscal year to date. We have 20 programs, as I mentioned, and a 14 million dollar budget. In the July '15-June '16 year we will have submitted approximately 50 grants. Grant funding makes up about 75% of our total budget. Approximately one-third are large federal grants ranging from \$100k to \$2million. Several were continuation grants. The federal grants can be the major source of funding for a program, so they are very important to continuing the work we do. Our programs and thus our grants range in focus areas from health to economic development to early childhood education so we interface with many different foundations and government agencies. I coordinate all components of the submission and develop content with program directors and staff.

## **What challenges were you looking to address with GrantHub?**

The most important was to organize opportunities and share them with programs so we could be more proactive. The second was getting years of files of information into one system to track history and experience with funders. Task management was a big priority.



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## What other impacts have you seen from GrantHub?

Often our program staff didn't get in touch with their accountant until they were half way into the grant. Now, our accountants can anticipate what types of budgets they will need to prepare.

It's strengthened our team. The most significant impact we've received is better organization and the potential to have 20+ years of grant history in one place!

## What has your experience with the GrantHub team and resources been like?

The webinars I've attended have been great. Chat and email support have been fabulous - great service and very prompt. In fact, the online chat has been so helpful and responsive that it will increase the success of our rollout to 40+ viewers.

The GrantHub team is always willing to brainstorm solutions to my many questions. When I was making the decision to purchase a solution, I was so pleased with the information I received. GrantHub folks didn't make any outlandish promises. They represented the product really well and gave me important information that helped me and my leadership team choose the right direction. I don't know how we've managed so long without it.

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

I can provide information to my Executive Director about my efforts much more easily and I can track my own productivity. All the information is in one place and that saves me time and keeps me from losing track of opportunities, documents, and details. The task management I know will be a time-saver and I'm just starting to use that with staff. When there are 40 plus grants running at any one time it's easy to lose track of match requirements, report requirements, etc. Accountants track some of that and so do directors, but I was out of the loop.

## Has GrantHub impacted collaboration within your team?

On large grants the task management feature will greatly improve our flow and, for me, I won't feel like I'm bugging folks on their deadlines because GrantHub will remind them. Our fiscal team is more integrated than they were before. They are using a report that they can easily generate weekly on deadlines and grants in process they need to know about. Also, we see many opportunities that aren't right for us right now, but we think will be in a year or so. I imagine I would lose track of those opportunities, but now I put them in GrantHub even if they are a year off - I won't lose them and I set a reminder a few months before they are coming up so I am sure to give programs enough notice. We have a quarterly board meeting coming up and my Executive Director commented when I provided her with a report for the fiscal year that it was the first time they will have gotten the whole picture of grants in various stages of development for the year. I was amazed at how many grants we had submitted this year... I lost track. And, I'm excited that I can give her real-time reports of our whole agency's grant development activities—not easy with 20 programs.