



# case study

Courtesy of: *Women's Health Organization*

## ABOUT:

This women's health organization has been a leader in providing and promoting affordable, comprehensive reproductive health care and education since 1946. Operating 17 community-based health centers throughout their state, and serving over 60,000 women, teens, and men each year—this organization employs 195 full-time staff and 45 part-time staff.

## How do grants figure into your funding efforts?

Grants from public and private institutions constitute approximately 20% of the organization's annual revenue. Approximately half of this funding comes from city, state, and federal agencies and half comes from private foundations. We apply for approximately 40 grant opportunities each fiscal year and is awarded approximately 30 grants. The average grant size is \$60,000.

### Women's Health's Top Advantages of GrantHub:

1. Acts as alternative to both CRM database and Excel spreadsheets
2. Track important deadlines, amounts, and grant outcomes
3. Time savings with streamlined solution
4. Track all aspects of grant solicitation and stewardship in one place
5. Information stored in one central location saves time and frustration

## What is your role and how do you utilize GrantHub?

The development team consists of a Director of Development, a major gift officer, two individual giving officers focused on major and mid-level donors, a grants manager, and a donor database administrator.

## What challenges were you looking to address by using GrantHub?

We were looking for an alternative to our moves management database (Blackbaud CRM) designed for individual donor cultivation, and to Excel, which the grants manager was using to track important grant deadlines, submission dates, award amounts, and type of funding requested and received. Foundation contact information was being stored in Outlook. Using this fragmented grants management system was time-consuming and inefficient. GrantHub offered the streamlined solution we needed.

## How has using GrantHub changed the way you work?

We are now able to track all aspects of the grant solicitation and stewardship process in one place which is much more efficient. I can now go to one place (instead of three or four) to find foundation contact information, notes on recent meetings, status of proposals, report deadlines, and award amounts.

## What benefits have you seen so far?

The biggest impact has been the amount of frustration and time saved as a result of having one reference point for so much important data. GrantHub stays open in a window on my computer all day, and I am able to update information in real time. I can also very quickly answer questions about grants from the CEO and other senior managers. Before, I had to piece together information from our Blackbaud CRM and from various Excel spreadsheets. Now it's all in one place!