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Recommendation Report

# Introduction:

Mission statement:

*“We believe in the worth of individuals and their right to a meaningful life. Our purpose is to nurture the full potential of families and their children, from birth to three, with disabilities. We do this through a personalized, comprehensive program of assessment, therapy, education, and support.”*

The Spokane Guilds’ School & Neuromuscular Center first opened in September 1960. It was originally founded by a group of women who were apart of the Washington State Guilds’ for Retarded Children; there women were not parents of children with disabilities, but opened the Spokane Guilds’ School to offer families respite for their children with special needs.

The Spokane Guilds’ School is Eastern Washington’s first neuromuscular center. It has provided a comprehensive assessment center for children with developmental disabilities. The Spokane Guilds’ School is able to provide children with pediatric care, and a personalized treatment program that includes occupational, physical, and speech therapies and special education programs.

Since the Spokane Guilds’ School’s original opening in 1960 it has grown immensely from the small center that only offer respite to families to a full-time center with professional and certified staffing serving children, birth to three, with a variety of different types of developmental delays. The neuromuscular center is run with knowledgeable pediatric nurses, a pediatrician, a medical needs social worker, and truly plays a key part in the medical community.

The social need of children being born with developmental delays without families being able to find assistance to help their children reach their full potential by the time they enter the K-12 experience. It’s with the help of the Spokane Guilds’ School & Neuromuscular Center early intervention programs and services that these children can progress.

The overall purpose of the Spokane Guilds’ School is to assist in reducing the need for special education services in the K-12 schooling for children who suffer with developmental delays. Every year, over 1,000 children in the Spokane area will be born with a developmental delay. The Spokane Guilds’ School serves over 200 children annually. Each family is served regardless of ability to pay.

The Spokane Guilds’ School is currently interested in funding a new project that would allow them to update their system to electronic medical records. Electronic medical records are a digital version of paper files and charts that contain all of a patient’s medical history. With access to this technology, the Spokane Guilds’ School would be better able to run their record keeping more efficiently. The advancement would increase protection of patient records, trustworthy patient care, and patient safety. Being able to easily access medical records will allow to Spokane Guilds’ School to better enhance their team approach efforts. The team environment is what truly separates the Spokane Guilds’ School from other like agencies. The ability to better communicate and access records within a team will help reach the goals of children’s personalized service plans. The Spokane Guilds’ School is currently looking at $50,000 grant to fund this project for electronic medical records.

## Methods of Research:

To find potential funders our group took advantage of the funder databases offered to us through Eastern Washington University. This allowed us to sort through thousands of possible funders, and be able to decide which best fit with the interests and needs of the Spokane Guilds’ School. We took the aspects of children, special needs, health, and technology as being key words in our searches and prospects. This method allowed us to find the most potential funders to request funding from for the need of electronic medical records.

### Prospect Overview

**Empire Health Foundation**

Empire Health Foundation is a foundation focused on the continued improvement of the health of the Inland Empire. The Empire Health Foundation states “[our] vision is to transform Eastern Washington into the state’s healthiest region, and every investment we make goes toward creating measurable, sustainable health improvements. We believe that health is about more than just medicine; health outcomes are influenced by external factors such as the availability of resources to meet daily needs like food and shelter, access to quality education and job training, and access to job opportunities.” Empire Health Foundations view of health concerns in the Inland Northwest is one of the reasons we believe they will be a good match for the Guild School

Empire Health Foundation is committed to the Inland Northwest Serving the following counties, Ferry, Stevens, Pend Orielle, Lincoln, Spokane, Adams, Whitman. The types of funding they have provided in 2015 range from technology grants for medical facilities to funding for community bands. Their mission is to invest in ideas and organizations that improve access, education, research and public policy to result in a measurably healthier region.

**Focuses of interest:**

· Community care integration

· Workforce development and geriatric education

· Technology

· Family/informal caregivers

· Transitions in care

· Chronic disease prevention and management

· Psychosocial wellbeing and engagement

· Intergenerational engagement

While these points of interest are mainly focused around the elderly, Empire Health Foundation has given grants to the Guilds’ School in the Past.

**Funder Info:**

Name: Empire Health Foundation

Address: PO Box 244, Spokane, Washington 99210

Phone: (509) 315-1323

Web:<http://empirehealthfoundation.org/>

**Financial Data:**

Total Assets: 103,791,557

Grants paid: 1,434,000

Smallest 4,000

Largest: 206,000

Avg: 15,000

**Application information**

Empire Health Foundation holds an annual open request for proposals they call the Responsive Grant Program. This program is designed to address one-time, emergent needs in the seven counties that they serve, and any nonprofit serving our region can apply for up to $15,000.

Apply on-line: https://empirehealthgrants.fluidreview.com

**Inland Northwest Community Foundation**

Inland Northwest Community Foundation is a non-profit organization that is committed to fostering vibrant and sustainable communities in the inland northwest. They have awarded $45,000,000 in grants since they were established in 1974. They are a recognized community foundation with a very broad range of giving interests. The main focus of the community foundations grant making in the 10 regions of eastern Washington and 10 regions of northern Idaho that they represent. They maintain a broad grants program that isn’t limited by a particular area of interest.

Among other criteria the Inland Northwest Community Foundation is interested in funding projects that directly address root problems rather than providing for current needs. The program that we are looking to acquire a grant for addresses a root problem in their infostructure. Also, the Inland Northwest Community Foundation looks for projects that will produce pictures and content for their newsletter.

**The Inland Northwest Community Foundation lists the following as areas of focus**

• Arts and Culture

• Economic and Community Development

• Education

• Environment

• Health Care and Human Services

Inland Northwest Community Foundation also states that their organization is not limited by these interests and considers funding for any programs that benefit the communities in the Inland Northwest.

**Funder Info**

Name: Inland Northwest Community Foundation

Address: 421 W RIVERSIDE AVE, STE 606 SPOKANE, Washington 99201-0405

Phone: (509) 624-2606

Email: admin@inwcf.org

Website: http://www.inwcf.org/

**Financial Data**

Total Assets - $89,265,375

Grants Paid - $2,123,000

Smallest – 4,000

Largest – 3,000,000

**Application information**

Apply On-line: http://www.inwcf.org/receive/grant-opportunities-2/application-calendar/7-recieve/grants1/43-community-strategies-grants-program

Application for funding (More than $10,000)

Open: December 7, 2015

Deadline for preliminary application: January 19, 2016 by 5:00 p.m.

Deadline for full application: February 29, 2016 by 5:00 p.m. \*Note, you will be notified by February 19 if you've been invited to submit the full application.

**Itron**

Itron are the world’s leader in technology and services concerned with resourceful use of energy and water. The reasons we saw this corporation as a good match for our client was based on its community funding programs. Itron has an open application process for 501 (c)3 non-profit funding that focuses on non-profits that effect the communities in which Itron employees work.

Itron makes the following community investment statement, “At Itron, we believe that the health of our company is related to the health of the regions where we choose to do business. As an employer with considerable impact on many of our local economies—including the cities in which our manufacturing is based—we have a distinct role to play in keeping our communities vibrant, well educated and safe.” Itron has been a part of the Spokane County for 20+ years with one of their offices in Liberty Lake. When applying on-line for grant they ask if your organization affects Spokane Washington.

**Itron listed four requirements for eligibility**

· Must be tax exempt under section 501(c)3 of the Internal Revenue Code and not classified as a private foundation

· Demonstrate sustainable, measurable positive impacts that align with Iron’s philanthropic focus areas—STEM based education, environmental stewardship and community vitality

· Must benefit communities and citizens in geographic areas where Itron employees live and work

· *Note:* priority is given to organizations in which Itron employees are involved

These requirements fall in-line with both the Guild School and Itron's interest. In particular, Itron's focus on communities where Itron employees live and work, as well as, their priority to Organizations in which Itron employees are involved in. If students or faculty have relatives that are Itron Employees then it is possible to be considered for priority funding. Spokane is listed as 1 of 9 cities in which they are willing to supply funding.

Aside from community Involvement the Guild School lines up with 3 of 4 of Itron's Corporate giving Focus Areas, Education, Community Vitality, Health and Human Services.

**Funder Info:**

Name: Itron

Address: 2111 N Molter Rd, Liberty Lake, WA 99019

Phone: (509) 924-9900

Email: grants@itron.com

**Financial Data**

990: N/A

Total Assets – $ 1,710,305

Grants paid - Not listed in Tax information; however, Itron's 2014 sustainability report, under the our communities section, Itron lists 90,000 man hours and $1,000,000 donated by Itron and Itron Employees

**Application Information:**

All requests for funding must be submitted through an on-line application process. Requests for support should be made a minimum of 90 days in advance of the event or activity. Applications are reviewed monthly.

Itron does not guarantee contributions from year to year; organizations must re-apply for funding consideration for each event, every year.

Web Application:<https://www.itron.com/na/about/Pages/cr-Apply-For-Funding.aspx>

**Wells Fargo**

Wells Fargo makes the following community Investment statement, “At Wells Fargo, we embrace our responsibility to be a leading corporate citizen and the opportunity to create more resilient, sustainable communities through our operations and actions,” and they actively support community development through donations to non-profit organizations. They have a history of donating in the Spokane area and make a point of improving the communities in which there banks are located.

Supporting organizations that help low- and moderate- income individuals is listed as Wells Fargo’s primary priority in deciding funding. The Guild School has programs that help low- and moderate-income families cover the expenses of attending the Guild School. They are dedicated to providing their services to the community and have a history of providing their services free of charge to low- and moderate-income families. This lines up well with the core values of Wells Fargo, which focuses on assistance for low- and moderate-income individuals.

**Wells Fargo focuses on 4 key areas of interest when writing grants**

· Community Development

· Education

· Human Services

· Arts and Culture

The Guild School lines up with 2 of 4 of Wells Fargo's key areas of focus, Education and Human Services. The Guild School provides special needs education and the human service of medical and speech and language therapy for those school districts that cannot provide this service.

**Funder Info**

Name: Wells Fargo

Address: 90 S 7TH ST MINNEAPOLIS, Minnesota 55402-3903

Website: https://www.wellsfargo.com/about/charitable/index.jhtml

Contact:

Molly Lenty, Community Relations Manager

877 W. Main Street, Ste. 200

MAC U1858-020

Boise, ID 83702

208-393-2256 (Direct)

855-769-2852 (Fax)

Email: mlenty@wellsfargo.com

**Financial Data**

Total Assets – $294,640,268

Grants paid - $169,744,00

Smallest – $4,000

Largest – 12,000,000

**Application Information:**

In order to be considered for funding for the current year, applications will be accepted January 3 through September 30. Applications submitted between October 1 and December 31 will not be accepted. Only one grant or sponsorship per calendar year per agency will be considered. Please submit your request through our online application; requests sent via U.S. mail, e-mail, by fax, or through a Wells Fargo team member will be returned.

Apply On-line- <https://www.wellsfargo.com/about/charitable/wa_guidelines>

**PEMCO Insurance**

Pemco Insurance is a major corporation that is actively participating in grant giving in Spokane. Their community engagement statements says, that they are proud to serve the Inland Northwest through generous donations to improve living in the communities that they serve. Improving the communities they serve is the core value of their foundations corporate philosophy. Pemco also has a history of grant giving to the Guild School.

PEMCO donates 5% of its increase in surplus to Northwest charities that primarily benefit education, youth, public safety, and health. Examples include Washington DECA, Junior Achievement, Crimestoppers, and Harborview Medical Center, and The Guild School Spokane.

**Pemco lists the following areas of focus**

• Children & Youth

• Education

• Federated Giving Programs

• Health

• Social & Human Services

Media

The founder of Pemco was a schoolteacher, because of this; Pemco holds strong commitments to education, in the form of grants written and employee volunteering.

**Funder Info**

Name: PEMCO FOUNDATION INC

Address: 325 EASTLAKE AVE E SEATTLE, Washington 98109-5407

Contact: STAN W. MCNAUGHTON, SECY.-TREAS.

Web:<https://pemco.com/about-us/community>

**Application Info:**

No application information available.

No Deadlines available

Contact Pemco Community for details on Grant Application

Contact: Community@pemco.com

#### **Recommendations**

**Confirm if any Itron employees have children in the Guilds’ School or are otherwise involved**



Itron will give priority to giving to any organization that is directly connected to one of their employees. If an Itron employee has, or even had, a child in the Guilds’ School it immediately improves the School’s chances of getting funding. Even if an Itron employee volunteered at the School once it could get the School on Itron’s funding radar. And with Itron’s focus on technology they will definitely understand the need for electronic records and even how to set it up. After we determine a solid connection between Itron and the School we would have to submit a grant proposal through their online process. The process guidelines state that the proposal should be submitted within 90 days of the activity the grant is for, so ideally the School would be prepared to receive funding or confirmation of funding within 90 days after the end of EWU’s winter quarter: March 18th.

**Investigate the Empire Health Foundation’s Responsive Grant Program or Contact PemCo**

empirehealth.gif

Should we fail to find a substantial personal link between the School and Itron, the next step should be to actively prepare a grant proposal for the Empire Health Foundation’s Responsive Grant Program. They have a history of giving grants to the Guilds’ School and give grants up to $15,000. We would submit our proposal online. This is not as versatile as the support from the Itron grant could potentially be, but with their history of giving to the School they are a solid second option for funding.

As with the Empire Health Foundation, PemCo has a history of giving to the Guilds’ School, meaning they’d be likely to give again, since they are already aware of the School’s credentials. They also state that they have an focus on “Northwest charities that primarily benefit education, youth, public safety, and health”. The Guilds’ School directly addresses three out of four of those concerns. After our research we are currently unaware of the deadlines or process for submitting grant proposals to PemCo, but we do have a person of contact who can easily supply us with that information should we pursue this course.

**Wells Fargo**



While Wells Fargo, Wells Fargo Community Support Campaign, and Wells Fargo Home Mortgage are listed as Sustainers for the Guild’s school we believe Wells Fargo may be interested in providing a larger grant to the Guilds’ School. Wells Fargo takes any applications for grants between January 3 and September 30 and they must be submitted through their online system; any proposals submitted by any other means will not be accepted. Their focus on improving quality of life in local communities as well as their emphasis on helping moderate-to-low income families is right inline with the School’s focuses. Wells Fargo would probably take a key interest in the unique focus of the Guilds’ School, and getting a larger grant from them could potentially form a relationship with Wells Fargo that could lead to more routine grant funding.

**Inland Northwest Community Foundation**



While still a potential prospect for funding, the Inland Northwest Community Foundation is the least promising prospect. This is mainly due to their deadline being February 28th. Also, their interests are seemingly more focused on arts and the humanities than medical and educational needs. They mention that they are not 100% limited by these interests when it comes to funding, but it is to be assumed that priority goes to their interests. As such we would be fighting a more uphill battle to win this grant than any other of our prospects.

##### **Conclusion**

We believe that solidifying a link between the Guild’s School and Itron should be our first priority, and should that bear fruit, we pursue a grant from Itron. If there is no substantial link we could still reach out to Itron, but they would be far less likely to help since their areas of interest do not overtly overlap with the Guilds’ School’s. The secondary prospects include the Empire Health Foundation’s Responsive Grant Program, Wells Fargo, and PemCo who all claim to have interests in line with the Guilds’ School’s. Inland Northwest Community Foundation is the least likely prospect since their interests are the most divergent from the School’s. All of the prospects have an online application that is either one of the options or the only, mandatory option. As such we will be preparing the proposal in online formatting. If you have questions or want more details, feel free to contact us.