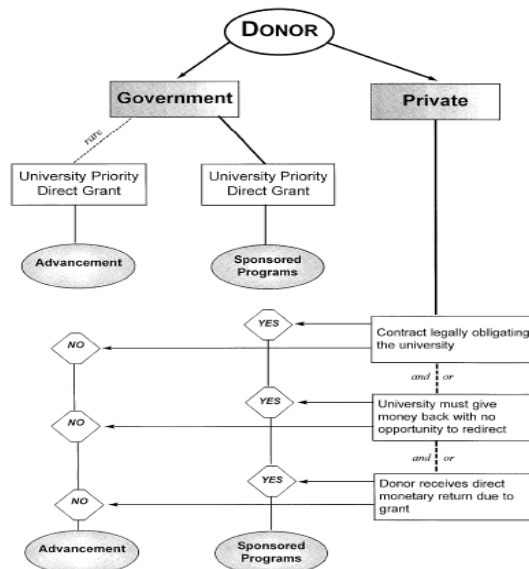


BUDGETS: Seeking Funding from Private Sources

Ariana Bracalente
Corporate & Foundation Relations
Development and Alumni Relations

Sponsored Programs or Advancement



Who handles my “grant”?

■ Gifts (Development officers/university foundations):

- ☐ Proposal and reports often required
- ☐ Sometimes require matching fundraising
- ☐ Timeline and budget often required
- ☐ Less restrictive, does not require IRB approval
- ☐ Irrevocable; can reallocate expenditures within original purpose
- ☐ Include payments over time (pledges)
- ☐ Overhead expenses are direct expenses
- ☐ Donor only makes grants to 501(c)3 nonprofit organizations

Who handles my “grant”?

■ Grants (Sponsored Programs/Grants & Contracts):

- ☐ Detailed reports on activities/expenditures always required
- ☐ Require regulatory approval and monitoring (eg IRB)
- ☐ Sometimes require matching or in-kind funding
- ☐ Deliverables expected, strict accountability
- ☐ Often include legal agreements, licensing rights, etc.
- ☐ Revocable
- ☐ Overheads are standardized

When in doubt...
seek us out.

Budget

Financial description of project plus explanatory notes

- **Expense Information**
 - Personnel
 - Non-personnel
 - Overhead (often not allowed)
- **Income Information**
 - Other grants, gifts
 - In-kind – what your organization is providing
 - Fees
- **Budget Narrative**

Budget

- **Be realistic—**

- ☐ Base on real numbers; e.g. real salaries
- ☐ Include % effort— will project director and staff give 100% of time to this project? Not likely, so how much?
- ☐ Get estimates for printing, marketing, travel (mileage, airfare, etc.)
- ☐ List all personnel involved

- **Be honest** about other funders supporting the project—

- ☐ Are you asking them for the entire cost or a portion?
- ☐ If a portion, who else has committed funds?
- ☐ Do you have other proposals pending?

Budget guidelines – Real Examples:

- How exactly will the Foundation's funds be used? (Beirne Carter Foundation prelim)
OR
- How will funds from this proposal be used? (The Community Foundation)
TO
- Provide a fully allocated, line-item budget of expenses and revenues related to the work. (duPont Fund)