

DIALOGUE

A Periodic Newsletter for Development Officers

- Bill Somerville, Editor -

Dialogue is published to help improve relations between funders and development officers. *Dialogue* was started at the request of a development officer. Readers are invited to submit questions. *Dialogue* can be received by US post or e-mail.

- Q:** If you have a contact at a foundation (on the Board, etc.) should you mention that in a cover letter? Will that "name dropping" create hostility from foundation staff?
- A:** Don't name drop. Rather, mention that so and so on the foundation Board or staff is familiar with your work and send a copy of your letter to so and so.
- Q:** While waiting for your organization's 501(c)(3) status, can the new organization use an already established nonprofit organization as a fiscal agent?
- A:** Yes. We need to understand that there are various fiscal sponsorship modes and fiscal agent is one of them. An excellent resource book is "Fiscal Sponsorship - Six Ways To Do It Right" by Gregory L. Colvin, Study Center Press (1 800 484-4173 ext. 1073). Another resource book is "Use of Fiscal Agents: A Trap For The Unwary" by John A. Edie, Council on Foundations (202 466-6512).
- Q:** If today's grant is tomorrow's overhead how are non-profits to keep up?
- A:** With foundations this question relates to continued funding and the Editor is seeing more foundations that are willing to stay with a grantee for multiple years. The point to be made is that if foundations do seed funding i.e. give birth to an idea, it only seems right to stay with the idea through infancy. This is what venture capitalists do.
- Q:** Should in-kind donations be reflected on the financial sheet?
- A:** In-kind donations should be reflected somewhere and a budget statement is an appropriate place. In-kind donations reflect the resourcefulness of the agency. They often reflect local support as well as dedication to the agency by professionals and others who donate time, services, and materials. All of that is to the credit of the agency and it should be reflected.
- Q:** Is it important to provide a large amount of statistical data in proposals particularly if this is information you probably are aware of?
- A:** Normally in a proposal the applicant indicates what is to be done and why, i.e. the need for the project. The need statement often becomes a litany of how bad things are with all sorts of supporting data. This is usually the fault of the foundation which has asked you "What is the problem?" What the Editor needs is well thought out statements indicating that the applicant knows his/her field and showing how the idea presented relates to the needs that exist.

Letter Of Intent For Business Transaction Guidelines

Scott C. Dulebohn



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