



SPIRIT OF ST. LOUIS
WOMEN'S FUND

GRANT APPLICATION TRAINING #1

2022 - 2023

*Turning good into greater good;
it's why we give together*

OUR MISSION

The Spirit of St. Louis Women's Fund (SOS) strengthens the Greater St. Louis community through informed, focused grant-making by educating and inspiring women to engage in significant giving.



SPIRIT OF ST. LOUIS
WOMEN'S FUND

Our History

- Since 2007, over \$3.1 million invested in 95 nonprofits in the Greater St. Louis Community
- Grants are funded solely through SOS member dues
- The St. Louis Community Foundation administers our fund
- SOS is a member of *Philanos*, a women's collective giving network, comprised of more than 80 affiliates in the United States, England and Australia



SPIRIT OF ST. LOUIS
WOMEN'S FUND

Our Members

- Our highly committed women have diverse backgrounds, ethnicities and ages
- Any woman in the Greater St. Louis Community can join
- All members invest the same amount and have the same vote
- The work of the grant-making process is done by our volunteer members
- The #1 reason women join SOS is to have a greater impact in meeting the urgent needs of our community



SPIRIT OF ST. LOUIS
WOMEN'S FUND



SOS Commitment to Diversity, Equity and Inclusion

- SOS is committed to equity, diversity, collaboration, inclusiveness, transparency and accountability because all people deserve to live full and abundant lives free of prejudice, discrimination and oppression.
- We prioritize diversity, equity and inclusion in our philanthropy.



SPIRIT OF ST. LOUIS
WOMEN'S FUND



D-E-I

- **DIVERSITY** means full participation of all individuals regardless of race, ethnicity, gender orientation, socioeconomic status, sexual orientation, ability, citizenship status, language, religion, geographic location and national origin, among other identities.
- **EQUITY** recognizes that each person has different circumstances and allocates the exact resources and opportunities needed to reach an equitable outcome.
- **INCLUSION** creates a culture and environment for diverse individuals to bring their authentic and full selves. Inclusion results when underrepresented people are seen as fully belonging in a community.





Applications will be evaluated for demonstrated commitment to DEI

- How does your organization address diversity, equity and inclusion in staffing, board, volunteers and clients served?
- What are the racial/ethnic and gender demographics of your organization's staff and board?
- How does your work serve and/or impact different racial/ethnic groups?
- How are the racial/ethnic groups most affected by your organization/s work represented?



Focus Areas

Grants are not restricted to issues dealing exclusively with women, but are made to organizations focusing on at least one of the following areas:

- Arts and Culture
- Education
- Environment
- Health
- Social Services

Single-year grants of \$5,000 - \$25,000 are awarded to nonprofit organizations in the Greater St. Louis Community.



SPIRIT OF ST. LOUIS
WOMEN'S FUND

Funding Types

- Applicants are encouraged to submit for these funding areas:
 - general operating
 - project/program
 - capacity building support*

**Capacity building strengthens the development of an organization's core skills and capabilities, such as leadership, management, finance/fund-raising, programs and evaluation in order to build the organization's effectiveness and sustainability.*



SPIRIT OF ST. LOUIS
WOMEN'S FUND

Grant Application Requirements-All Grants

To be considered for SOS grant funding, organizations MUST:

- Be tax-exempt under section 501(c)(3) of the Internal Revenue Code issued to an organization located in the Greater St. Louis Community
- Have an operating budget of less than \$1.5 million
- Be headquartered and provide services within the Greater St. Louis Community which includes the City of St. Louis and/or the following counties:
- Missouri:
 - St. Louis, St. Charles, Jefferson, Franklin
- Illinois:
 - St. Clair, Madison, Monroe
- Organizations can provide services outside the above counties but SOS will only fund the services provided to the Greater St. Louis Community

Organizations receiving SOS grants for two consecutive years or receiving a multi-year grant must wait one year before applying for additional grant money.



SPIRIT OF ST. LOUIS
WOMEN'S FUND

Eligibility Requirements-Accelerator Grants

In the current funding cycle (2022-2023), SOS will award one accelerator grant totaling \$100,000; payable over 3 years at \$33,333 per year

- Meet all criteria required for single year grants (as listed on previous slide)
- Demonstrate a history of successful programming and financial stability
- Outline collaboration with other agencies
- Exhibit strong leadership in board and organizational management
- Create a clear multi-year plan that is visionary, meets an urgent community need and significantly enhances the organization's ability to serve their mission into the future
- Describe how consistent funding will allow your agency to think big and take chances
- Include specific measurable goals, objectives and outcomes for each year
- Include a three year budget:
 - Project Funds-submit a separate project budget for each year
 - General Operating Support-submit the organization's current budget and two subsequent years

Optional: You may also include 1 or 2 documents in support of your mission-examples are a strategic plan, an annual report or a letter of support



What SOS Does Not Fund.....

- Organizations not operating within the Greater St. Louis Community
- Services delivered outside of the Greater St. Louis Community
- Chapters of national organizations receiving financial support from their national office
- For-profit organizations
- Major building/capital campaigns, although program-specific capital requests may receive grants
- Conferences or benefits
- Individuals, for any purpose
- Scholarships for a named individual, although scholarship funds may receive grants
- Endowments
- Projects that promote religious or political doctrine
- Research (medical or otherwise)
- Operating deficits/retirement of existing debt



Four-Phase Grant Application Timeline

1. **September:** Submit Letter of Inquiry (LOI)
2. **January:** Submit Full Grant Application by invitation only
3. **February - March:** Organizations meet with SOS members at site visits
4. **April - May:** SOS members vote on selected proposals. Grants are awarded at the Annual Meeting and Spirit Awards Ceremony



SPIRIT OF ST. LOUIS
WOMEN'S FUND

Grant-Making Statistics 2021-2022

- 172 Letters of Inquiry received and reviewed by teams of SOS members
- 40 organizations invited to submit full proposals and receive site visits
- 20 organizations on the final ballot for SOS membership voting
- \$202,958 invested to 9 community organizations



Submitting a Letter of Inquiry

Letters of Inquiry are accepted from
September 1 thru September 23, 2022

- Register your organization through the SOS website, click on "Apply for a Grant"
- You will receive an email with a username and password that enables you to login
- Update "Organizational Details" by selecting "Modify Account" if already registered with SOS
- Read the LOI instructions and upload all required attachments
- SOS volunteers carefully review all LOIs
- LOI applicants notified of status in mid-November
- SOS does NOT give feedback on LOIs or full proposals
- Full proposals, by invitation only, are accepted in January 2023



Tips for Writing Strong Proposals

- READ all materials on the SOS website under "Apply for a Grant" including the Full Grant Application User Guide
- Carefully follow all instructions and include all requested attachments
- Be CLEAR, CONCISE AND COMPELLING
- SOS requires that agencies be accountable for use of grant funding
- A grant written without strong goals and numerically measurable objectives/actions and outcomes/impact is not likely to be seriously considered for funding
- Funded projects are required to submit mid-year and year-end reports that are carefully reviewed by the SOS Impact Committee



Goals, Objectives and Outcomes

Goal: A general statement of a project's or organization's purpose, the target population and total number served

Objectives/Actions:

- Time-specific, measurable actions describing the services to be delivered to achieve the project (or organization) goal
- Numbers and types of activities, services or programs, people served must be clearly stated
- Objectives describe how grant funds will be expended to achieve the goal

Outcomes/Impact:

- The measurement of the impact of the changes in or benefits achieved by individuals or communities due to their participation in project (or organization) activities (i.e. the above objectives)
- This may include changes to participant's knowledge, skills, values, behavior, conditions, or status



Measurement Tools

Objectives/Actions:

- Number of programs and hours of services
- Attendance records
- Distribution of goods or services
- Total number served
- Financial records of project expenses (e.g. staff hours, transportation costs, materials distributed services rendered, in-kind contributions)

Outcomes/Impact:

- Pre/post surveys of clients
- Focus groups or follow-up surveys
- For existing projects, comparison of previous year results to anticipated results at end of grant funding
- Impact may be *subjective* (e.g. client's and/or staff perception of helpfulness of project) or *objective* (e.g. measurable changes such as increased numbers served, improved positive outcomes or reduced negative outcomes)



Example 1:

A Community Cancer Wellness program targets cancer patients at risk for not receiving prescribed medical care due to lack of insurance or being underinsured.

- **Goal:** The Cancer Wellness Foundation will assist 1,000 individuals in receiving prescribed medical treatment for their cancer diagnosis who otherwise lack access to care.
- **Objectives/Actions:** Three hundred cancer patients who cannot afford round-trip
• transportation to prescribed chemotherapy and radiation appointments will be issued gasoline vouchers.
- **Measure of Outcome/ Impact:** Ninety-five percent of cancer patients participating in the transportation program will report receiving all chemotherapy and radiation treatments as prescribed by their medical doctor.



Example 2:

A tutoring program targets middle school students to help them increase their reading skills.

- **Goal:** Highland Learning Center will increase reading comprehension by providing tutoring services to 100 middle school students.
- **Objectives/Actions:** A 4-hour per week tutoring program over a 6-month period for 25 seventh graders will be initiated to increase their reading skills, as measured by the state standard achievement test for reading.
- **Measure of Outcome/ Impact:** 70% of the target group will increase their reading skills to meet the state standards. A minimum of 50% of the target group will increase their grades by 35%.



Example 3:

A mentoring program targets adolescents at-risk for incarceration due to their violent behavior.

- **Goal**: The Youth Link Foundation provides programs for at-risk youth as alternatives to incarceration.
- **Objective/Actions**: Reduce violent behavior of 50 adolescents via 8 negotiation skills mentoring programs per month, over a 4-month period.
- **Measure of Outcome/Impact** : After the first month, 80% are able to solve problems by only raising their voices at each other. After 8 more mentoring sessions, 70% can talk out a problem. By the end of the grant period, 65% of the adolescents can negotiate a problem in a calm manner.



Parting Thoughts

- SOS respects the good work of the many St. Louis area non-profits
- We **invest** in creative projects dealing with urgent needs and expect **results**
- Many small agencies report that SOS grants lead to increased resources from other grant-makers
- We take great pride in the agencies that outgrow us



SPIRIT OF ST. LOUIS
WOMEN'S FUND

See our mobile friendly website:

www.spiritofstlwomensfund.org

Questions will be responded to promptly:

soswomensfund.grants@gmail.com



SPIRIT OF ST. LOUIS
WOMEN'S FUND