10 Questions When Researching Foundation Prospects

1) Does the foundation’s purpose and program goals align with your organization?

2) Does the foundation make grants in your geographical area?
   If yes, who did they fund and for what purpose?

3) What types of support does the foundation typically give? What will it not fund?
   Seed money, program development, general operating, endowment, building or equipment

4) Is the foundation accepting applications at this time?
   Some will still accept concept papers or letters of inquiry.

5) What is the grantmaking cycle and timeline?

6) Who are the staff and trustees? Is there a UNH connection?

7) Did you review the foundation’s latest IRS 990 tax filing?
   How much does it have in assets? Who are the staff & trustees? Who did they give to last year and how much was the average award?

8) Did you check the foundation’s website?
   Especially important if you did a database search first (e.g. Foundation Center Online)

9) Has the foundation been in the news lately?

10) How does the foundation prefer to be contacted initially? Have you run your request by a program officer? Have you checked in with Foundation Relations? Email, phone call, Letter of Inquiry?

Have you considered all the questions above?
Congratulations! You’re ready to submit a proposal!