



Tips for Finding Funding

Grants and funding for your volunteer program

Just the Facts

1. Estimate your volunteer program expense report for a full year. (Before you advocate for your program needs to be in your organization's budget, you need to know what you need. Note whether each item is usually acquired via hard funding, grants, in-kind donation or fundraising.)

- Personnel
- Project supplies
- Recognition gifts
- Refreshments
- Display materials
- Promotional items
- Professional development
- Other

2. Keep track of volunteer hours. (For many organizations, this is very impressive figure!) Funds expended on volunteers are leveraged into more volunteer hours and types of service than the same amount of money could pay for in salaries. This multiplying factor can be a powerful argument!

3. Use the dollar value of volunteer time. (In addition to providing invaluable services, your volunteers are saving your organization money!) The Independent Sector has determined that each volunteer hour is worth \$17.16! (2008: independentsector.org)

Making the Case for Hard Funding

Does administration understand and value your program? Do they participate in your volunteer training and recognition events?

What are some ways for you to convey your budget needs to administration?

What are the most cost-effective ways for you to spend your time as the Volunteer Manager? grant writing, implementing funded projects, soliciting and picking up in-kind donations? The answer may be all of the above, but it also may not be.

City of Bloomington Volunteer Network

City Hall • 401 N. Morton St., Suite 260, Bloomington, IN 47404 • www.bloomington.in.gov/volunteer

hrs: 8am - 5pm Monday-Friday • ph. 812.349.3433 • fax 812.349.3483 • volunteer@bloomington.in.gov



Applying for Grants

1. What grants are out there? Does your organization have a designated person who has to make the ask? If not, do you coordinate with other members of your organization?

2. Key words for volunteer program grant searches . . . service project, strengthen nonprofit sector, effective management of nonprofit sector, community engagement, civic affairs, citizenship, leadership development, volunteerism

3. Break your program down into its components and think about applying for grants for a specific component. For example:

- Project supplies (MLK Day grants and Arts Commission grants from City)
- Recognition gifts
- Refreshments
- Display materials
- Promotional items
- Professional development (Leadership Bloomington scholarships, Women's Leadership Scholarship Initiative)

Asking for In-Kind Donations and Sponsorships

1. How do you package your proposal? Is it based on serving your volunteers, on the service they provide or on both?

2. Do you have long-standing relationships with particular businesses? How do you keep from overloading them?

3. How can you make the solicitation and pickup of donations from becoming time-prohibitive?

4. What do you recommend to others?

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