

Grant Connect Training



GRANT
CONNECT



Northern Lights Library System

Welcome!

I would like to begin by acknowledging that the land on which we gather is the traditional territory of the Wendat, the Anishinaabeg, Haudenosaunee, Métis, and the Mississaugas of the New Credit First Nation.

For thousands of years it has been the traditional land of the Huron-Wendat, the Seneca, and most recently, the Mississaugas of the Credit River. Today, this meeting place is still the home to many Indigenous people from across Turtle Island and we are grateful to have the opportunity to work on this land.

Introduction

Presenters



Eeman Khan
Coordinator,
Customer Success

Agenda

- Introductions
- Learn how to:
 - Identify and qualify prospects using Grant Connect
 - Use various features like Search, Gift Explorer, and Pipeline
 - Navigate the Help Centre resources
 - Manage your Grant Connect account

Introduction

About Imagine Canada

- National charitable organization
 - Programs and resources that strengthen charities and their operations
 - Membership
 - Caring Company
 - Standards
 - Public Policy
 - Research & Sector Intel
 - Grant Connect
- one of Canada's oldest social enterprises!*

Introduction

What is Grant Connect?

- Prospect research tool & all-in-one solution for fundraising research
- Multiple data sources compiled by in-house experts
- Thousands of funding opportunities:



11,400+
Canadian
foundations



500+
Corporate
giving programs



500+
Government
grant programs



80+
American
funders



250+
Other grant
opportunities

Identifying and Qualifying Prospects

The foundation of good prospect research is to **start by mapping out your organization's needs** to determine funding “fit.”

[Webinar -
How to Identify and Qualify Funders](#)



LINKAGE refers to a contact, a bridge or a point of access to a potential funder.



INTEREST refers to a funder's understanding of and enthusiasm for an organization's mission and accomplishments

ABILITY (or capacity) refers to the capability of a funder to give at a certain level.



Identify and Qualify Prospects

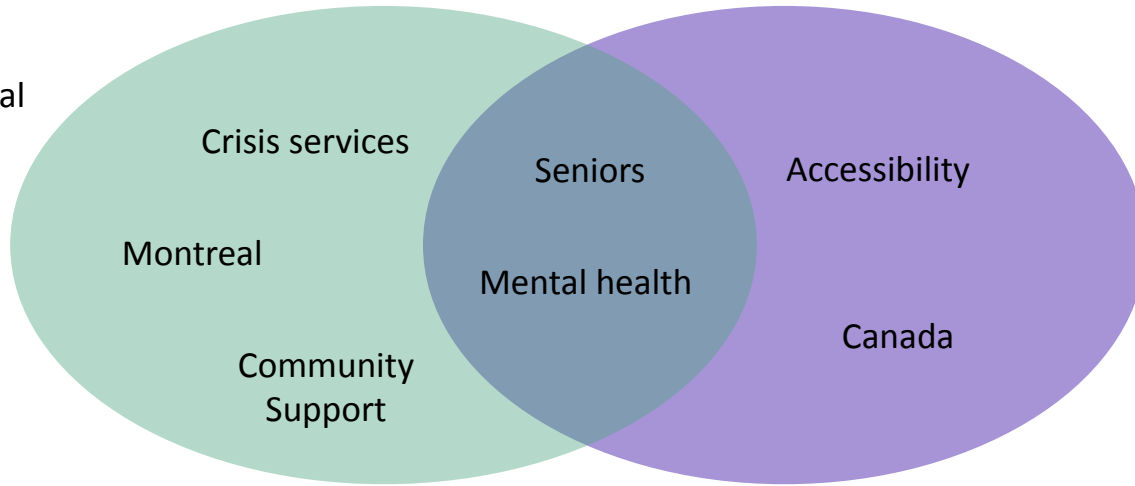
Overlapping Circles

- Another way to frame your thinking around LAI is to look at **overlapping circles!**

“It’s a question of identifying those overlapping circles: our capacity, our interests, your needs and your activities.”

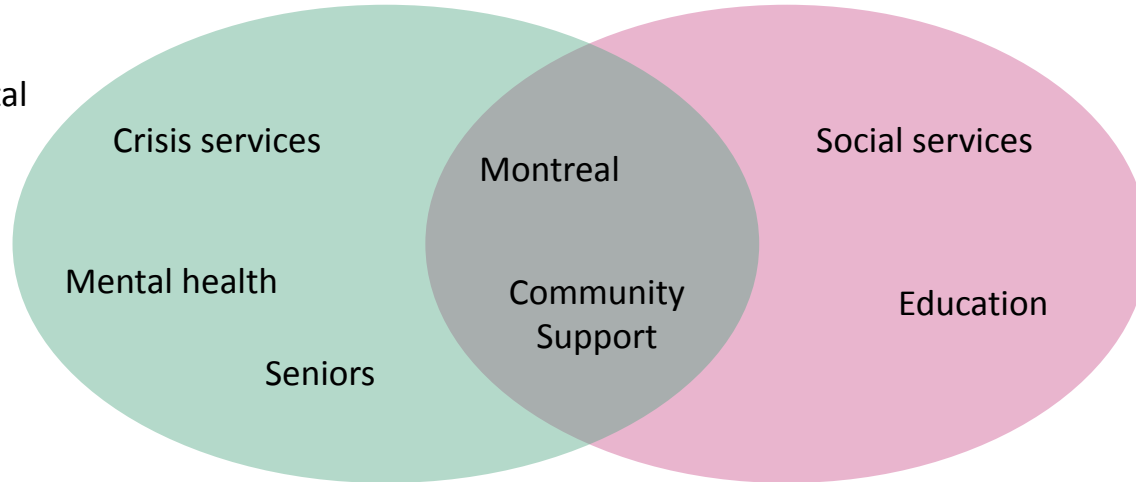
— **Kelly Meighen**, *President of the TR Meighen Family Foundation*

Montreal Mental Health Charity



Foundation ABC

Montreal Mental Health Charity



Foundation XYZ

Features

Profile

J. Armand Bombardier Foundation

Family foundation [WEBSITE](#) Request Size: 15000 [ADD TO PIPELINE](#)

Gifts Last Year: **\$4M** Median Gift: **\$10K** Median Recipient Size: **\$1M**


Funding Programs: 1 Open to Requests Ongoing Headquarters: Montreal, QC

Arts and culture Canada Community improvement Education Grantmaking Health Social Services

Gift Analysis Programs About Profile Updated: July 17, 2019

Gift Breakdown by Focus

Displays the distribution of dollars in the most recent two years for which data is available.



Gift History

Year: All Focus: All Gift Size: \$0 to \$ Unlimited

Recipient	Focus	Location	Amount	Year	Charity Size
YWCA Metro Vancouver	Social Services	Vancouver (British Columbia)	\$20,000	2019	\$32,588,749
Villa Pierrot	At-risk youth	Magog (Québec)	\$10,000	2019	\$426,298

3 Notes

2020-April-20
qualified because meets x criteria.

2020-March-30
Alex to look at the website.

[SEE ALL NOTES](#)



[View profile:](#)
[J. Armand](#)
[Bombardier](#)
[Foundation](#)

Features

Profile

J. Armand Bombardier Foundation



Family foundation [WEBSITE](#)


Request Size: 15000  [ADD TO PIPELINE](#) 

Gifts Last Year	Median Gift
\$4M	\$10K

Median Recipient Size

\$1M

Funding Programs: 1  Open to Requests  Headquarters: Montreal, QC


 Ongoing

3 Notes

2020-April-20
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[SEE ALL NOTES](#)

Arts and culture Canada Community improvement Education Grantmaking Health Social Services 

Features

Profile - Gift Analysis

Gift Analysis Programs About Profile Updated: July 17, 2019

Gift Breakdown by Focus

Displays the distribution of dollars in the most recent two years for which data is available.

Focus	Percentage
Health	39.2%
Education	13.7%
Age	9.1%

Gift History

Year: All Focus: All Gift Size: \$0 to \$ Unlimited

Recipient	Focus	Location
Villa Pierrot	At-risk youth	Magog (Québec)
Villa Pierrot	At-risk youth	Magog (Québec)
Up With Women		London (Ontario)

Health
Number of gifts: 48 (22.3%)
Gift Amount: \$2,787,000 (39.2%)

Province	Number of gifts	Percentage
Québec	209	91.7%
Other Provinces	21	8.9%

Gift Breakdown by Province

Displays the distribution of funds in the most recent two years for which data is available, with the darkest shade indicating the province with the highest number of gifts.

Québec
Number of gifts: 209 (91.7%)
Gift Amount: \$6,427,600 (88.9%)

0% 100%

Features


Profile - Programs

Gift Analysis **Programs** About Profile Updated: July 17, 2019

Funding Program

Since 1965, the Foundation has intervened in four sectors: arts and culture, education, health, and community support.

The Foundation favours organizations and projects that make an innovative and sustainable contribution to the development of individuals and communities, in accordance with our philanthropic intentions and our sector of intervention.

 **Funding Program - General deadline: Ongoing**

Eligible Costs

This funder has indicated what costs it generally will and will not consider funding for:

Eligible Costs	Ineligible Costs
<ul style="list-style-type: none">• Project funding• Program funding	<ul style="list-style-type: none">• Funding for religious purposes• Support for fundraising

Features

Profile - About

Gift Analysis Programs **About** Profile Updated: July 17, 20

J. Armand Bombardier Foundation

Established: 1965

Mission/Philosophy

The J. Armand Bombardier Foundation, established in 1965, has the mission to perpetuate the humanitaria...

[See More](#)

Affiliations

[Bombardier Inc.](#)

Business Number

118923440RR0001

Contact Information

1155 Rue Metcalfe, Suite 2100, Montreal, QC, H3B2V6

Phone: 514-8764555 **Language:** Bilingual

Email: fondation@fjab.qc.ca

Financial Data

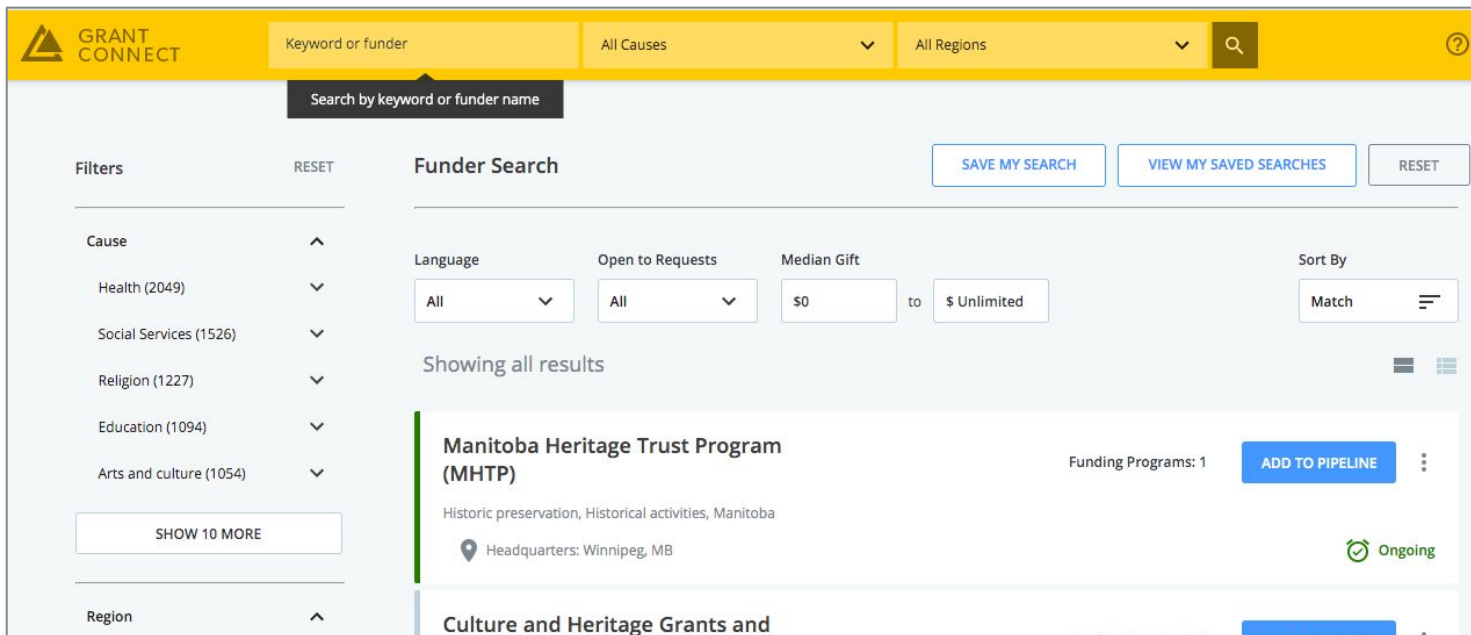
	2019	2018	2017
Assets	\$176,239,565	\$176,550,301	\$178,336,211
Direct charitable activity	\$5,217,417	\$5,225,795	\$5,322,631
Number of gifts	117	123	118
Revenues	\$9,363,489	\$7,930,965	\$21,658,297
Total gifts	\$3,715,600	\$3,717,000	\$3,710,500

Fiscal Period End: April 30

Past Officers **Officers**

Features

Searching



The screenshot displays the Grant Connect search interface. At the top, there is a yellow header with the logo and search input fields for "Keyword or funder", "All Causes", and "All Regions". Below the header, a search bar contains the text "Search by keyword or funder name". The main content area is divided into a "Filters" sidebar on the left and a "Funder Search" section on the right. The "Filters" sidebar includes categories like "Cause" (Health, Social Services, Religion, Education, Arts and culture) and "Region". The "Funder Search" section includes filters for "Language", "Open to Requests", "Median Gift" (ranging from \$0 to \$ Unlimited), and "Sort By" (Match). A "RESET" button is located in the top right of the search area. Below the filters, the text "Showing all results" is displayed. A search result for "Manitoba Heritage Trust Program (MHTP)" is shown, including a description, location (Winnipeg, MB), and a status of "Ongoing". A blue "ADD TO PIPELINE" button is visible next to the result.

Run a search

Features

Searching - Saved Searches

RESET Funder Search SAVE MY SEARCH VIEW MY SAVED SE

My saved Search

You can only have 15 saved searches.

Project ABC	select	delete
Project Human rights	select	delete
Chaerin's searches	select	delete
Experimental search 1	select	delete

APPLY FILTERS CLOSE

Features

Searching - Filters and Sorting

The screenshot displays a search interface for funding programs. On the left, a 'Filters' sidebar contains dropdown menus for Cause, Region, Special Populations, Type of Support, Category, and Headquarters, with a 'RESET' button at the top. The main 'Funder Search' area includes buttons for 'SAVE MY SEARCH', 'VIEW MY SAVED SEARCHES', and 'RESET'. Below these are filters for Language (set to 'All'), Open to Requests (set to 'All'), and Median Gift (set to '\$0 to \$ Unlimited'). A 'Sort By' dropdown menu is open, showing options: Name, Match, Median Gift (highlighted), Deadline, and Capacity. The search results show 'Showing all results' and a single entry: 'Manitoba Heritage Trust Program (MHTP)'. The entry includes the description 'Historic preservation, Historical activities, Manitoba', the location 'Headquarters: Winnipeg, MB', and a status of 'Ongoing' with a green checkmark icon. A blue 'ADD' button is visible next to the program name. The text 'Funding Programs: 1' is also present.

Features

Gift Explorer

Gift Explorer | Explorateur de dons

Beta

Actuellement, l'Explorateur de dons n'est disponible qu'en anglais.

Explore gift records in Delta given between 2016 and 2019.

Filter and sort by field, amount range, or keyword.

Funder

Recipient

This field is case-sensitive

Cause

Amount of gifts (\$) received by recipient, funder

Recipient	Amount
City of Ottawa	\$1.1B
The City of Ottawa	\$1.1B
University Health Network	\$554.5M
Hospital for Sick Children	\$335.2M
Province of Alberta	\$333.6M

1 - 100 / 103755

Amount of gifts (

Funder	Recipient	Cause	Location
1. Multiculturalism Grants	B.C. Association of Family Resource Programs	Social services	Vancouver

[Go to Gift Explorer](#)

Features

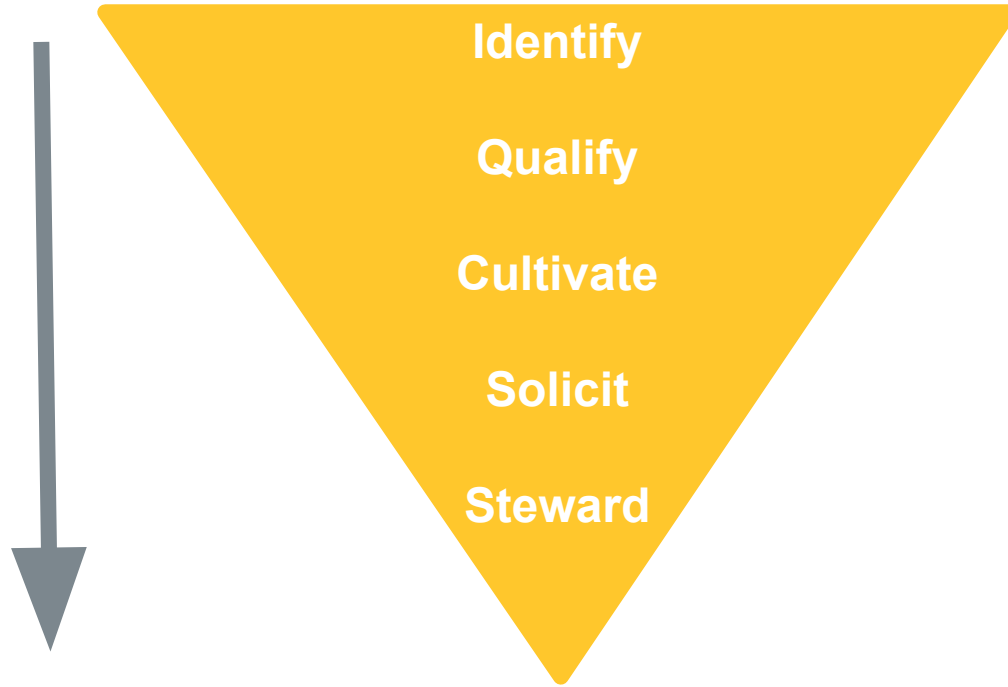
Pipeline

Pipeline 15 Funders				
Identified	Qualified	Cultivation	Solicitation	Stewardship
1 Funders	3 Funders	4 Funders	3 Funders	4 Funders
The Calgary Foundation ⋮ 500 ✎ Ongoing	The Winnipeg Foundation ⋮ \$1000 ✎ Ongoing	Real Estate Foundation of British Columbia ⋮ \$20,000 ✎ Sep. 1	The Charis Foundation ⋮ 	United Way Greater Toronto ⋮ \$50,000 ✎ Jun. 5
	The Catherine Donnelly Foundation ⋮ 30,000 ✎ Aug. 1	The George Cedric Metcalf Charitable Foundation ⋮ \$1000 ✎ Ongoing	CN ⋮ Ongoing	J. Armand Bombardier Foundation ⋮ 15000 ✎ Ongoing
	The Ontario Trillium Foundation ⋮ Aug. 12	Opération Enfant Soleil ⋮ 0200 ✎ Oct. 15	Our Lady of the Prairies Foundation ⋮ 	Campbell Webster Foundation Inc. ⋮
		Mental Health Research Canada ⋮ 		The Blennerhassett Family Foundation Inc. ⋮ Ongoing

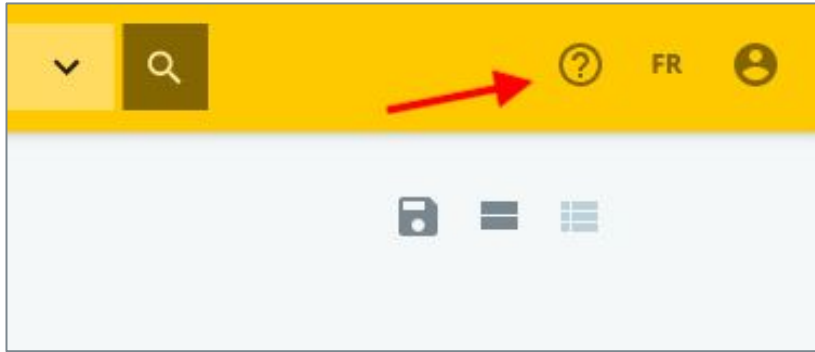
[Go to Pipeline](#)

Features

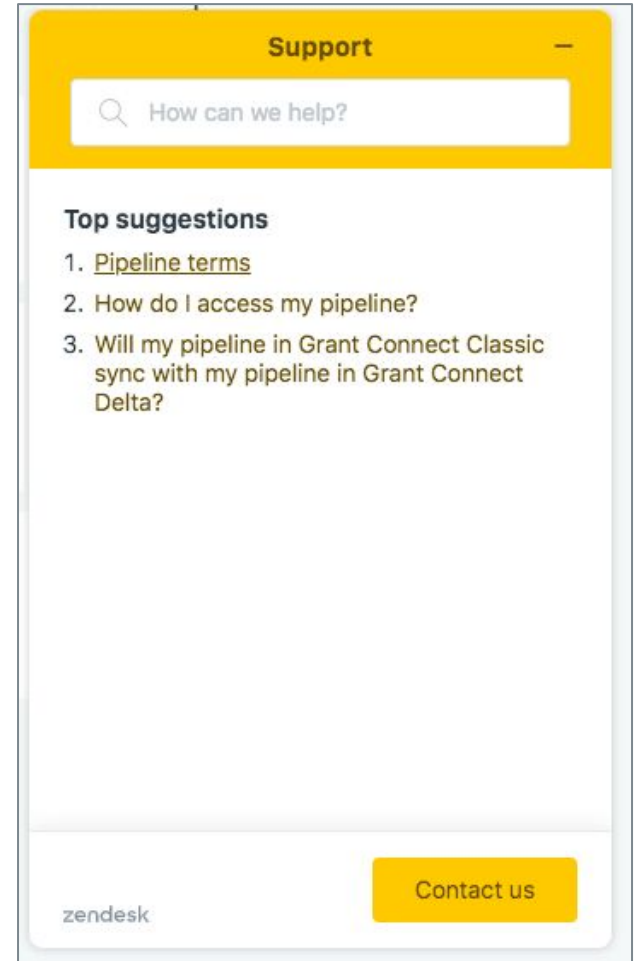
Pipeline



Help Centre



grantconnecthelp.zendesk.com



Account Management

Any Grant Connect inquiry: grantconnect@imaginecanada.ca

Help Centre: [Submit a Request](#)

- Technical support
- Data correction
- Account management, ie:
 - Adding or removing users (include name, role, email address of person being added)
 - Credit card changes
 - Billing inquiries
- Suggestion

Support

- **Renewals, Training, Support: ekhan@imaginecanada.ca**
 - Group/individual/webinar trainings
 - Grant Connect usage questions
 - Renewal inquiries

Resources

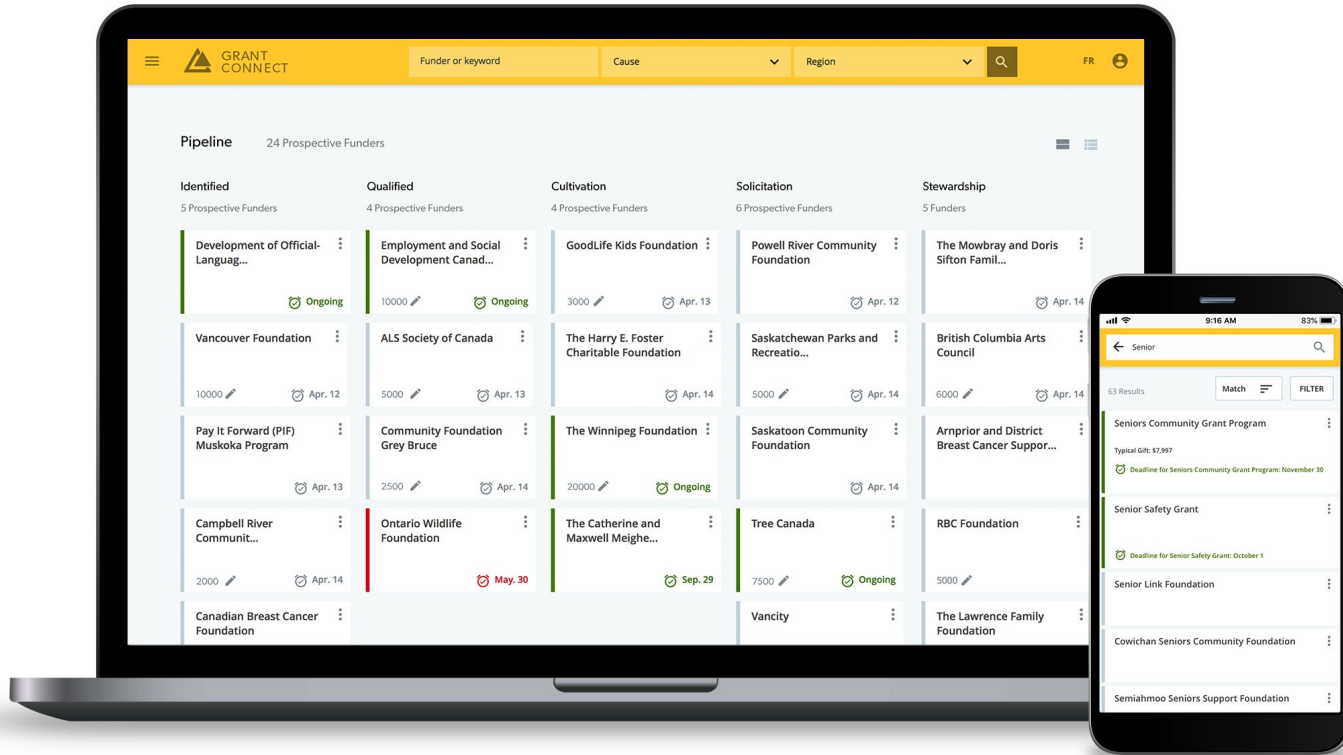


- **Fundraiser's field guide to spotting foundations** (Imagine Canada)
- **Q&A: What you need to know about applying for grants during COVID-19** (Imagine Canada)
- **9 ways charities and nonprofits are adapting to COVID-19** (Imagine Canada)
- **From in-person fundraisers to virtual events: Where to start** (Charity Village)
- **7 steps to creating nonprofit awareness campaigns that actually raise awareness (virtual or real life)** (Imagine Canada)

Resources

- Stay up to date with the latest trends, tips, and stories to fuel your fundraising success with our monthly newsletter: [Grantseeker](#).
- Twitter: [@GrantConnect](#)
- Grant preparation resources that we have co-created with [Keela](#).
 - [Grant Preparation Toolkit](#)
 - [Grants 101: A How-To Guide for Nonprofits](#)
 - [Funding Diversity: How to Protect Your Organization's Financial Health](#)
 - [Fundraising Forecasting Tool](#)

Thank you!



IMAGINE CANADA

Strong Charities. Strong Communities.

