



# The Board's Role in Securing Grants

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One of the Board of Trustee's key functions is overseeing and contributing to the financial health of an organization. For many organizations this includes foundation and federal grants. Here's what board members can do to help facilitate the process:



## Stay Informed

Be aware of the different projects your agency is seeking funding for, what the projects are trying to accomplish, and the amount of funding being sought to implement the projects. Have a brief "elevator speech" in mind so that if you have contact with potential funders, you can easily explain the project for which your agency is seeking grant support.



## Forward Opportunities

If you come across potential grant opportunities in your news or email feed, share them with the agency staff member that works on grants.



## Share Connections

Relationships can be integral to foundation and corporate support. Board members may be able to open doors to foundations and corporations where they have relationships with staff or board members. For funding sources whose interests align with your agency's mission, review the board and staff lists to see if you have a potential connection. This is particularly relevant for funders who typically pre-select the organizations they fund. In addition, for federal grant opportunities in particular, your connections can be helpful when your agency needs support letters or is seeking to collaborate or partner with other agencies.



## Provide Support

It is not unusual for a private foundation or corporate funder to ask what percentage of the agency's board contributes financially to the organization on a grant application. Make sure your agency can answer 100% by contributing annually and encouraging your fellow trustees to do the same.

For **board development and facilitation services**, please visit [sheerstrategy.com](https://sheerstrategy.com) or contact us at (215) 680-0684 or at [maddyschiering@sheerstrategy.com](mailto:maddyschiering@sheerstrategy.com).