

Дженніфер Кан (США)

У ПОШУКАХ ГРАНТІВ ДЛЯ МУЗЕІВ:

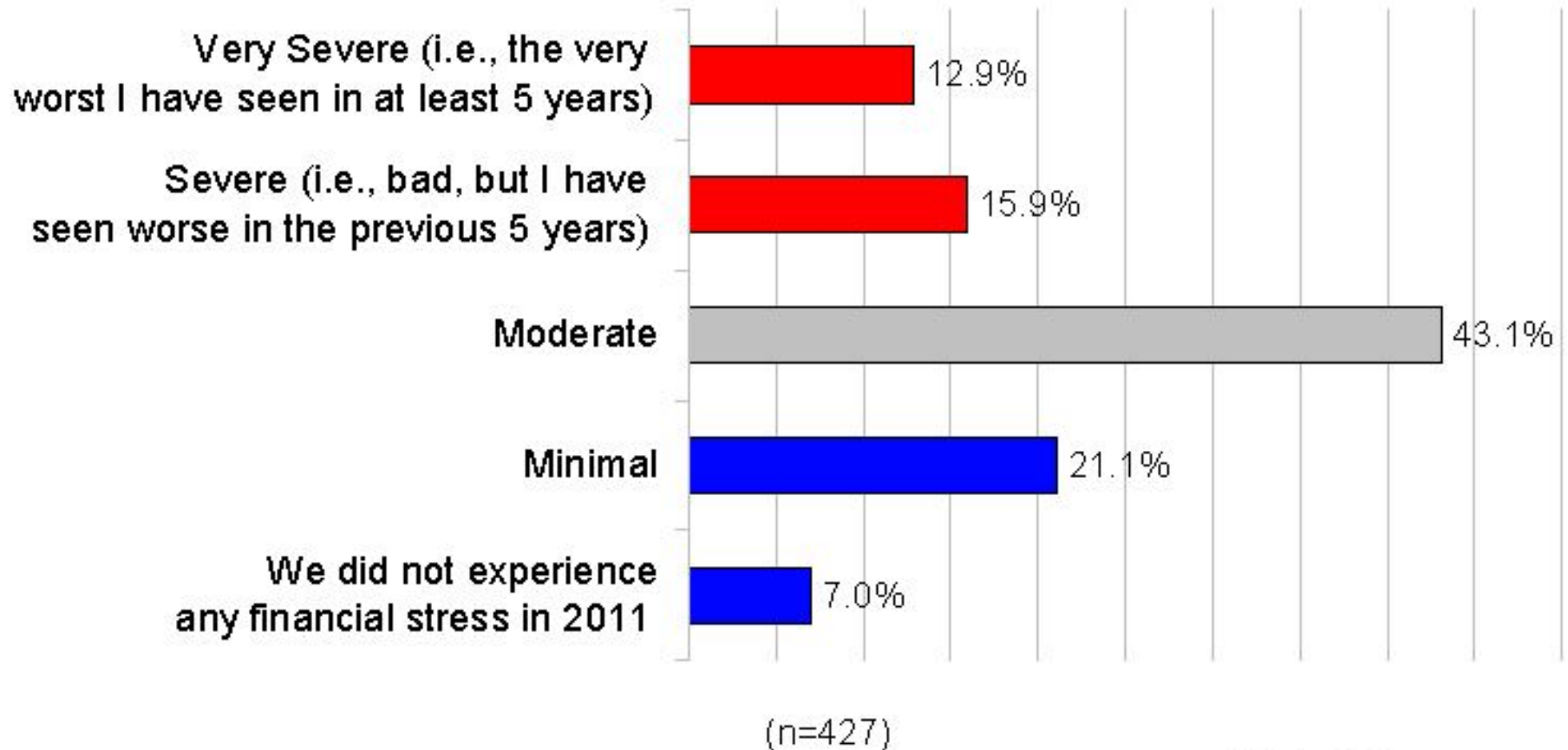
СКЛАДОВІ ПРОЦЕСУ ПОДАННЯ ГРАНТУ, ОСНОВНІ ПРАВИЛА, МОВА ЕФЕКТИВНОГО НАПИСАННЯ, КОМАНДНА РОБОТА, ІНСТИТУЦІЙНИЙ ПРОЦЕС, ЗАГРОЗИ НЕПОВНОЇ ЗВІТНОСТІ, ЕТИЧНІ АСПЕКТИ ПОДАННЯ АПЛІКАЦІЙ, ОЦІНКА ІНСТИТУЦІЇ ТА СПОНСОРІВ, БАЗИ ДАНИХ ПРО ГРАНТИ, КОРИСНІ ПОРАДИ

18'04'2013

ТРЕНІНГ
№1

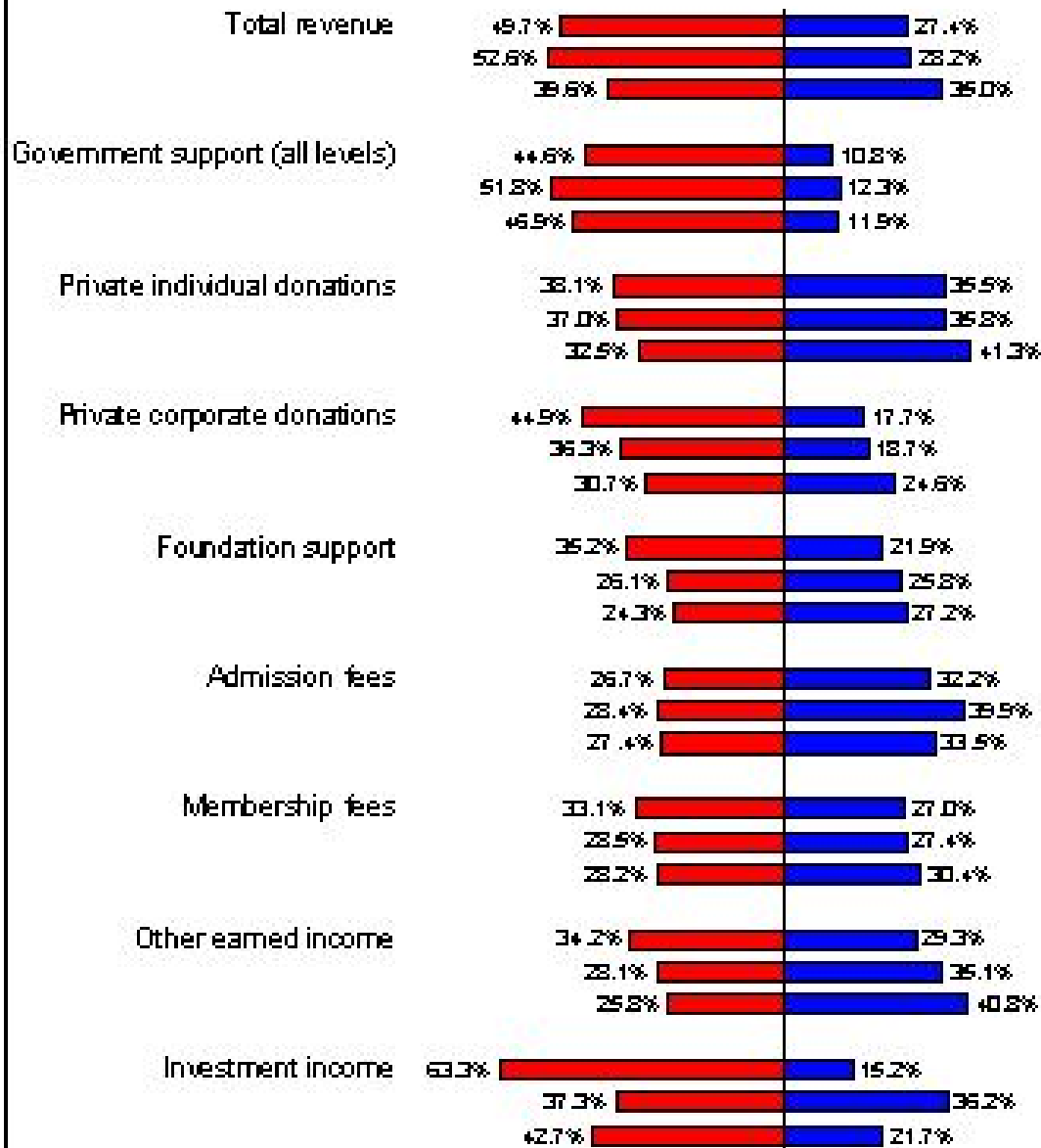
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Museums experienced financial stress in 2011



Source: Annual Condition of Museums and the Economy 2012 (AAM)

Museums reporting a **decrease** or **increase** in annual revenue
 (reading from top to bottom for each source: 2009, 2010 & 2011)



Source: Annual Condition of Museums and the Economy 2012 (AAM)

Revenue Sources

Government support

Private individual donations

Private corporate donations

Foundation support

Admission fees

Membership fees

Other earned income

Investment income

Budget-saving measures adopted by museums in 2011 & 2010

% of museums		
2011	2010	Budget-saving measure
32.8%	29.5%	Defer building maintenance
30.3%	34.2%	Rely more on volunteers
27.7%	35.2%	Freeze hiring
26.1%	28.5%	Rely more heavily on the museum's own collection for exhibits
13.4%	16.2%	Lay off staff
13.2%	17.2%	Rely less on traveling exhibits
12.9%	14.4%	Postpone or cancel a construction project
12.0%	13.3%	Postpone or cancel an exhibit
11.8%	15.4%	Reduce staff benefits
11.3%	13.3%	Reduce operating hours
11.1%	11.0%	Shift functions from paid staff to outside contractors
10.4%	13.8%	Postpone or cancel a capital campaign
7.6%*	12.5%	Other
3.9%	8.1%	Furlough staff
3.9%	2.9%	Deaccession item(s) from your collection
3.0%	1.0%	Rely more on traveling exhibits
1.8%	3.7%	Close individual galleries or exhibits on selected days
76.0%	78.6%	<i>Any</i> budget-saving measure

* 12 respondents specifically mentioned salary freezes

Arts organisations and museums face further funding cuts of £11.6m

Mark Brown

The Guardian 10 Dec 1012

Cuts to Arts Council England budget will be passed straight on to the 696 bodies it funds

Arts organisations, museums and libraries in England need to brace themselves for further public funding cuts of £11.6m after the government wrote to Arts Council England outlining how last week's Autumn Statement will effect it.

Because ACE believes it can not cut administration costs any further, that effectively means ACE will have to pass the cuts on to the 696 bodies it funds in its National Portfolio, organisations from local galleries, regional theatres and big beasts such as the Royal Opera House.

The U.K.'s Major National Museums Have Lost Over 120 Staff Since Arts Funding Cuts Began

The ongoing arts funding cuts in Britain are not only affecting smaller and more vulnerable groups. Major national museums including the **Tate**, the **National Gallery**, and the **British Museum** have lost numerous staff members since 2010 in their efforts to cope with the cuts, which have accounted for an average of 15 percent of institutions' total funding.

Trends in Funding

- Collaborative
- Sustainable
- Technology
- Community involvement
- Evaluation/Assessment including
focus groups, interviews, surveys,
external reviewer/s
- Data collection, numbers, statistics

STEPS IN FUNDING PROCESS

- Project or problem
- Identify funder
- Research funder
- Contact funder, if appropriate
- Follow application requirements
- Submit on time
- Follow up if application declined
- Contract if application accepted
- Review and adjust budget
- Capture data
- Interim and final reports
- Stay in touch with funder

Grant Opportunities and Databases

GrantStation <http://www.grantstation.com/>

[David Preis](#) | Director of Operations dpreis@grantstation.com

Member Features

From here you can learn what being a member of GrantStation means to you and your organization. We have our services divided into four key areas, which should make it easier for you to find the *exact* funding information that you are looking for!

Search

From this area of the website, we offer our Members full access to search through all of GrantStation's funding databases.

Write

This area of the website provides several practical tutorials to assist Members in developing a solid base for their grantseeking programs, and in crafting compelling documents designed to garner the attention of grantmakers.

Learn

This area of the website offers Members a number of resources to bolster their grantseeking strategies and the management of their awards.

Read

In this area of the website, Members can read the current issues and search the funding opportunity archives of our newsletters, the *GrantStation Insider* and the *GrantStation International Insider*. This area also features an archive for our most popular Tracks to Success series.



EURASIA FOUNDATION

Engaging Citizens,
Empowering Communities



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Women's
Day!



JOURNALISM PROGRAM INSPIRES YOUNG WOMEN
IN CENTRAL ASIA

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* email

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Clear

* require

IMPACT

500

ABOUT

Our mission

FAQ

Staff

Board of Trustees

Advisory Council

Careers

Donors

Financials

Donor

Requirements

Frequently asked questions

1. How can I submit a grant application?
2. Does EF support projects not mentioned in their program section?
3. How do you choose the projects and countries you work in? Will EF consider projects outside of the countries where it currently works?
4. How do I partner with EF?
5. Does EF provide volunteer opportunities?
6. How does EF monitor and evaluate its programs?
7. Is EF affiliated with a religious or government organization?
8. Where does EF get its funding?
9. What is the best way for individuals interested in supporting projects to make a contribution?

1. How can I submit a grant application?

All information about grants can be found in the Opportunities section of our website.

Sign up

* email

Submit

your
Georg

Ukraine

Eurasia Foundation opened its representative office in Kyiv, Ukraine in 1993.

Since then, Eurasia Foundation has invested more than \$44 million in grants, loans and technical assistance in Ukraine. The Foundation has successfully supported a wide range of activities, benefiting institutions and individuals at the local level with programmatic focus on supporting civil society, private enterprise development and public administration and policy reform. It also established the Economic Education & Research Consortium (EERC) which now administers the Kyiv School of Economics (KSE), a world class graduate program with joint degree with University of Houston.

As part of its drive to establish partner foundations throughout the region, Eurasia Foundation set up **East Europe Foundation of Ukraine** (EEF-Ukraine) as an independent organization in 2007. EEF-Ukraine builds on its founder's experience by further developing the most

SUBS

Sign up for our updates

* email

Submit

Clear

Grant Making

EF is structured to respond rapidly to grant requests from both local and foreign institutions. Its field offices, with the assistance of up to \$50,000; the average EF grant is \$30,000. Grant applications are considered on a competitive basis through both

The Foundation's grant-making program supports innovative projects with the potential to advance significantly one or more

- Private enterprise development
- Public administration and policy reform
- Civil society

Private Enterprise Development

Provides support and assistance to aspiring entrepreneurs by improving business practices, increasing access to capital and to business development. EF places priority on projects targeting small- and medium-sized enterprises.

Public Administration and Policy Reform

Supports projects aimed at increasing the effectiveness, responsiveness and accountability of governmental bodies as well as civil servants; supporting the involvement of civic organisations and [think tanks](#) in public policy decisions; and creating conditions that focuses particularly on public administration reform at a sub-central level.

Civil Society

Promotes the development of effective mechanisms for citizen participation in civic and economic decision making. The financial sustainability of and create a more nurturing legal and regulatory environment for the civil society sector as a sector, EF also supports the institutional development of key partners with demonstrated ability to promote constructive

Grant Types

- General Purpose or Operating Support Grants
- Program Development or Project Support Grants
 - Examples: Planning Grants, Start-up Grants (seed money), Management or Technical Assistance (administration, fund raising, marketing, financial management), Capital or Facilities (bricks and mortar), Endowment, Program-Related Investments (PRI, loans)

Grant Funders

- Private Foundation
 - Example: Eurasia Foundation
 - Example: Headley Trust
- Corporate Foundation
 - Example: Intel Foundation
 - Example: Dow Chemical Company Foundation
- Government Agencies
 - Example: National Endowment for the Humanities , Documenting Endangered Languages (US partnerships)
 - Example: Fulbright Program

National Endowment for the Arts

Challenge America Fast-Track

The artistic excellence of the project, which includes the:

Quality of the artists, arts organizations, works of art, or technical services that the project will involve, as appropriate.

The artistic merit of the project, which includes the:

Potential of the project to reach underserved populations -- those whose opportunities to experience the arts are limited by geography, ethnicity, economics, or disability.

Potential to achieve results consistent with the NEA outcome selected from the following:

Engaging the public with diverse and excellent art.

Strengthening communities through the arts.

Appropriateness of the proposed performance measurements and their ability to demonstrate that the selected NEA outcome was achieved.

Potential to make quality arts or cultural resources more widely available.

Appropriateness of the project to the organization's mission, audience, community, and/or constituency.

Ability to carry out the project based on such factors as the appropriateness of the budget, the quality and clarity of the project goals and design, the resources involved, and the qualifications of the project's personnel.

Components of Grant Application: **BE SPECIFIC**

Request for Proposals (RFP)

Letter of Interest, Intent or Inquiry (LOI)

Cover letter

Abstract/summary

Project Description or Narrative or Activities

Statement of Need

Goals and Objectives: **G**eneral and **O**utcome

G: Improve public's awareness of our museum

O: Reach 25% more people through newspaper ads

Evaluation Plan

Organizational information

Biosketch or resume

Scope of work (SOW)

Facilities

Letters of support

Summary or Abstract:

Problem, Solution, Funding Requirements, Organization and Its Expertise

Abstract	<i>Who is submitting the proposal?</i>
Include:	Usually this is your school district.
1. Project Title	<i>To whom are you submitting? What is it?</i>
2. Need	State the title of your proposal and give a brief, one-sentence description of the proposed project.
3. Objectives	<i>For whom?</i>
4. Methodology or Procedures	Who will be the beneficiaries when your proposal is successfully funded?
5. Resources, Personnel, Facilities, Uniqueness	<i>Why is the project fundable?</i>
6. Budget	What is the need for this project? Why should it be funded? What are the objectives?
Hints:	<i>How are you going to do it?</i>
Keep it short.	Briefly describe the major activities
Keep it simple.	<i>How much will it cost?</i>
Be precise.	Give a general budget breakdown.
Don't use personal pronouns.	

Major components of a grant proposal

https://depts.washington.edu/academy/technology/files/grant_proposal_components-tech.pdf

Budget

Organization or Operating Budget

Project or Program Budget

Budget Justification or Explanation

Detail, detail, detail

Explain role of each personnel

Include quotes for equipment over \$5,000

Questions

Does grant require cost sharing or matching funds?

Is budget as detailed as possible?

Is project feasible on such a budget?

Is budget really an effort to pay someone's salary, buy new equipment, or provide a vacation in Hawaii?

Sample budget based on National Science Foundation grant application

	A	B	C	D	E	F	G	
1	ST. OLAF COLLEGE							
2	Proposal to the National Science Foundation							
3	Project Title:							
4	PI:							
5	Project Dates:	Project Budget						
6		NSF	NSF	NSF	NSF	NSF		ST.
7		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5		SUP
8		(dates)	(dates)	(dates)	(dates)	(dates)	NSF TOTAL	
9	A. SENIOR PERSONNEL (3% estimate increase in salary per year)							
10	1. PI	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11	2. CO-PI	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12	Total Senior Personnel	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
13								
14	B. OTHER PERSONNEL--ACADEMIC YEAR							
15	1. Other	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
16	4. Student work AY (no fringe benefits)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
17	B. OTHER PERSONNEL--SUMMER							
18	Other Categories	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
19	4. Undergraduate Student Stipends (2012- \$4300)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
20	Total Other Personnel	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
21								
22	TOTAL SALARIES AND WAGES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
23	(A + B)							
24	C. FRINGE BENEFITS							
25	PTS (includes 9% Retirement and health insurance)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
26	STUDENTS (7.65% FICA, summer only)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
27	OTHER	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
28	TOTAL FRINGE BENEFITS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
29								
30	TOTAL SALARIES, WAGES AND FRINGE BENEFITS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

	A	B	C	D	E	F	G	H
30	TOTAL SALARIES, WAGES AND FRINGE BENEFITS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
31	(A+B+C)							
32								
33	D. EQUIPMENT							
34	1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
35	2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
36	TOTAL EQUIPMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
37								
38	E. TRAVEL							
39	1. Domestic	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
40	2. Foreign	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
41	TOTAL TRAVEL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
42								
43	F. PARTICIPANT SUPPORT COSTS							
44	Stipends	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
45	Travel	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
46	Subsistence	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
47	Other	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
48	TOTAL PARTICIPANT COSTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
49								
50	G. OTHER DIRECT COSTS							
51	1. Materials & Supplies	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
52	2. Publication Costs/Documentation/Dissemination	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
53	3. Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
54	4. Computer Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
55	5. Subawards	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
56	6. Other-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
57	Student Housing Allowance \$750 pp	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
58	Student Housing -Taxable 7.65% per student	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
59	TOTAL OTHER DIRECT COSTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
60								
61	H. TOTAL DIRECT COSTS (A THROUGH G)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
62								

Program/Project Expenses

Item

Salaries and wages [break down by individual position and indicate full or part-time.

Co-Director of Education @ 15%

Historian and Multimedia Producer @ 10%

Program Coordinator @ 50%

Subtotal

Insurance, benefits and other related taxes

Consultants and professional fees

Evaluations (development of evaluations, mailing to participating teachers, school visits, data entry, assessment of data collected, report to funder

Travel

Equipment

Supplies

Printing and copying

Telephone and fax

Postage and delivery

Rent and utilities

Other (specify)

WRITING THE APPLICATION PROPOSAL

Know your funder to determine HOW to write

PROOFREAD

PROOFREAD AGAIN

It is not over:

Grant request declined

- Get feedback

- Stay in touch with funder

Grant request awarded

- Review budget to adjust for changes in award amount or in plans

- Stay in touch with funder

- Collect (capture) data

- Send any publicity to funder

- Conduct evaluations

- Write interim and final reports

- Stay in touch with funder

Isn't this fun 😊