

MILES V SMITH

Ensuring and assessing impact of grantmaking – Tips for success*

A) Prior to your grantmaking

- a. **Know the intentions of your giving** – What are the reasons for the grant?
 - i. **Personal reasons** – Supporting a friend, networking with others in the community, attaining visibility, feeling generous, etc.
 - ii. **Organizational reasons** – Strategic planning, challenge grant, specific project, general support, capacity building, etc.
- b. Knowing the true intentions of your grantmaking better allows you to assess its impact and your level of satisfaction with the grant and the relationship with the organization.

B) During the grantmaking

- a. Be sure to **communicate directly** with the Development Director/Departments and document it.
- b. What are my **specific expectations** in return for the grant, if appropriate? For example:
 - i. Donor recognition – Do I want to be recognized in particular ways or should the gift be considered anonymous?
 - ii. Reports at the end of the funding cycle (primarily for gifts greater than \$5,000) – What reports and when expected?

C) At the end of your grantmaking cycle

- a. **Revisit what your intentions were** for the grant you made!
- b. Obtain and thoroughly **review the grant report and any other documentation from the organization (e.g. annual report)**
 - i. What is the financial status of this organization?
 - ii. How stable is its leadership? Stronger? Weaker?
 - iii. What progress and challenges has the organization experienced?
 - iv. If the grant was made for a specific project or for strategic planning, what measurable strategic outcomes are there?
 - v. Did my grant leverage any other grants for the organization?
- c. **What ways are there to obtain additional feedback** about this organization and its successes?
 - i. Meeting/speaking with the Executive Director or Director of Development
 - ii. Other organizations working with this group
 - iii. Hire a consultant to do an impact assessment
- d. **What did I learn** from this process and the grant made to this organization?
- e. If I plan to give again to this organization **what will I do differently** if at all and how have my intentions/expectations for another grant changed?

* Inspired Philanthropy, Tracy Gary and Melissa Kohner