SW 663 Grantgetting, Contracting and Fundraising
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Course Description
This course presents strategies for fundraising and putting the revenues to good use in the promotion of social justice within the context of a multicultural society. It begins by examining the wide range of possible income sources available for community groups, human service organizations and other nonprofits that address the needs of disadvantaged populations and the promotion of pro-social causes. These sources include public funders, business corporations, philanthropic foundations, United Ways and other federated funds, civic and religious associations, individual donors, fundraisers, bequests and those who pay fees for goods or services rendered (including third parties). The perspective of donors and the procedures used by funding organizations are addressed.

Students learn how to: identify prospective funding sources, build relationship with potential donors, funders and collaborators write and submit grant and contract proposals; plan fundraising campaigns and event. Skills development is emphasized in such areas as grant seeking, proposal writing and presentation; service contracting; campaign planning and management; donor development, direct solicitation of gifts and bequests; planning of fundraising events. Also addressed are consumer and third party fee-setting and collection, outsourcing, income investment and creation of for-profit subsidiaries.

Course Objectives
On completion of the course, students will demonstrate beginning level competencies in:
1. Locating appropriate funding sources for specific programs and projects
2. Initiating relationships with potential funders and donors
3. Writing technically competent project proposals that include all the elements of program design from needs assessments through evaluation
4. Developing elements of a fundraising campaign and/fundraising event
5. Identifying ethical issues that must be addressed in the fundraising process
6. Being able to assess the strengths and weaknesses of funding proposals

Course Design
The course includes lectures, class discussion, student presentations, and small group work and group simulation. Participation in class is a critical art of this course learning experience.
A significant feature of the course is the use of the internet for identification of relevant funding sources.

Students will write a proposal, review proposals, prepare contracts and develop a fundraising plan.

**Relationship of the Course to the Four Curricular Themes**

Multiculturalism and diversity: Students will learn how to promote diversity through an educational process with funders and donors and how to promote diversity through increased awareness generated through fundraising and public dollars.

**Social Change and Social Justice:** Students will learn that strategic fundraising presents an opportunity to redistribute dollars on behalf of social change and social justice.

**Promotion, Prevention, Treatment, and Rehabilitation:** Students will learn that fundraising provides the financial support that makes promotion, prevention, and treatment and rehabilitation services possible in human service organizations.

**Behavioral and Social Science Research:** This course will review the growing body of research on effective fundraising approaches. Moreover, funders increasingly demand evidence that project proposals present empirical knowledge to justify interventions.

**Relationship of the Course to Social Work Ethics and Values:** Ethic and values dilemmas associated with fundraising will be discussed in class in relation to appeals for funding and acceptance of funds. Students will discuss ethical issues involved in developing campaigns, the use of funds, the role of donors in deciding how funds may be used, and accepting money from sources at do not support social justice.

Students will be made aware of efforts by professional fundraising societies to provide guidelines and direction in the areas of ethical dilemmas and review these in relation to the NASW Code of Ethics.

**Grading**

"A" grades are given for exceptional individual performance and mastery of the material. The use of "A+", "A," and "A-" distinguish the degree of superiority. "B" grades are given to students who demonstrate mastery of the material. "B+" is used for students who perform just above the mastery level but not in an exceptional manner. "B-" is used for students just below the mastery level. "C" grades are given when mastery of the material is minimal. "C-" is the lowest grade which carries credit. "D" grades indicate deficiency and carry no credit. "E" grades indicate failure and carry no credit.

**Course Text Books**


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<tr>
<th>Assignments</th>
<th>Due Date</th>
<th>Points Toward Grade</th>
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<tbody>
<tr>
<td>1. Research Five Funders</td>
<td>9/19/02</td>
<td>10</td>
</tr>
<tr>
<td>2. Research One Potential Funders</td>
<td>9/26/02</td>
<td>5</td>
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<tr>
<td>3. Write a proposal or contract</td>
<td>10/17/02</td>
<td>40</td>
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<tr>
<td>4. Read and Review Five Journal Articles</td>
<td>10/24/02</td>
<td>15</td>
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<td>5. Develop a fundraising plan</td>
<td>11/21/02</td>
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The balance of the grade is based on class participation

Late work may result in a loss of 2 points or each week submitted after the deadline, except for the major project for which 2 point per day will be deducted for each day beyond the due date.

Assignments must be turned in on the due date and may be submitted in hard copy or on a disk, in MS Word. Projects submitted on disk that experience “technical difficulties” and need to be returned to the student for any reason will be considered late.

• **Assignment 1 – Research Five Funders**  
  Research five funding sources and prepare a summary of each funder, using the attached format.

• **Assignment 2 – Research One Potential Funder**  
  Identify one funding source appropriate to receive the proposal you will write in this class. Complete the Funding Source Summary Sheet and submit it with a copy of the application guidelines and a clear and concise one paragraph statement justifying the reason you selected this funder for your project.

• **Assignment 3 – Write a Proposal or Contract for Funding**  
  Every student will prepare a proposal requesting funding for a specific project. The proposal will be written for submission to the specific funder identified in assignment 2 and will incorporate all of the strategies learned in class and through the assigned readings.

• **Assignment 4 – Read and Review Five Journal Articles**  
  Find five journal articles that address topics in this course. Write a summary of the articles, highlighting the most important content areas, providing description and summary information.

• **Assignment 5 – Develop a Fundraising Plan**  
  Develop a fundraising plan for a real or imaginary organization. Write a plan describing a comprehensive approach to generating funding to meet the goals of the organization.

**Instructor Availability** – Available through scheduled appointments and e-mail