Greater Indianapolis

IMPACT 100

CELEBRATING 20 YEARS of GIVING

You've come to the right place:

Impact 100 Nonprofit Organization Information Session
November 4, 2025

Starting at 6:30pm

Meet the Grants Committee Co-Chairs

Joli Heavin, Senior Director of Development, Firefly Children & Family Alliance

- Firefly (as Children's Bureau) was a 2017 Community Support Grant Recipient
- Joined Impact 100 in 2018

Lindsay McGuire, Assistant Director of Advancement, The Milk Bank

- Have served on multiple Focus Area Committees
- Joined Impact 100 in 2019, joined board in 2024

We will answer questions at the end of the presentation.

You should have received a copy of these slides in a reminder email earlier this week.

A recorded copy of the Zoom presentation will be available at Impact100indy.org.

Meet Impact 100

- History of Impact 100 Greater Indianapolis
  - Giving Circle following the Impact 100 collective giving grant-making model
  - Grant funds come from membership fees - $1,000 annually for a full membership, and up to four can share a membership (and a vote on the Change Maker Recipient)
  - Grant at least one **$100,000 Change Maker Grant** with **smaller Community Support Grants** annually
  - First grant given in 2006, and over $3 Million granted over 20 year history
- Why join Giving Circles
  - Make a bigger difference with collective giving than an individual can make
  - Learn about area nonprofits
  - Experience philanthropy by participating in grant process – review applications and site visits
- How we operate
  - All volunteers, no paid staff
  - Grants Committee administers the application process
  - Focus Area Committees make selections for which nonprofits move ahead in the process

Impact 100 Recipients

- 2006 Wishard-Eskenazi Health
- 2007 Indy Reads
- 2007 Craine House
- 2008 Horizon House
- 2008 Herron High School
- 2009 Outreach Inc
- 2010 Rock Steady Boxing
- 2011 Outside the Box
- 2012 Jameson Camp
- 2013 Tindley Collegiate Academy
- 2014 Social Health Association
- 2015 Indy Urban Acres
- 2016 Ascent 121/Lutheran Child Family Services
- 2017 Volunteers of America
- 2018 Brookside Community Development
- 2018 Trinity Haven
- 2019 Kennedy King Memorial Initiative
- 2020 Family Promise of Hendricks County
- 2021 NeighborLink
- 2022 NeuroHope
- 2023 Unconditional Indy
- 2024 91 Place
- 2025 Coburn Place

Download the current Giving Report from our website

https://impact100indy.org/wp-content/uploads/2024-Impact100-Indy-Giving-Report.pdf

Provides an overview of our recipients and other important information about
Impact 100 Greater Indianapolis

Eligibility Requirements

- Organizations must be a nonprofit 501(c)(3) or 509(a) public charity.
- Applicant organizations' seat of operation must be based in Marion, Hamilton, Hancock, Shelby, Johnson, Morgan, Hendricks or Boone County in the State of Indiana or a recognized local chapter of a state or national nonprofit serving this region. The program must be implemented and serve residents of these eight counties and all monies must be expended in these counties.
- The project must be a new program, expansion of an existing program, or may be a joint effort of several agencies.
- The project or program must target a specific population for a specific duration and with specific measurable goals.
- The project or program must use the full amount of the $100,000 Grant. Applications asking for less than $100,000 will not be accepted.
- Organizations must plan to expend the funds within 24 months of the award. Preference will be given to projects that call for funds to be spent within 12 months.
- Capital projects (equipment and building) must be clearly wrapped around a program serving the clients of the organization. We do not support capital campaigns.
- https://impact100indy.org/grants/eligibility/

What We Will NOT Fund

- General operating expenses
- Debt reduction or operational deficits
- Endowments or memorials
- Bridge funding or interim financing
- Partisan, political or legislative activities
- General fund drives or annual appeals
- Grants for the principal benefit of the organization’s own members or adherents
- Private foundations
- Legal expenses
- General advertising/marketing expenses promoting the nonprofit
- Fundraising activities or events not incidental to the proposed project
- Athletic uniforms and sports gear not incidental to the proposed project
- Capital campaigns - proposals must distinguish specific capital items that are wrapped around a program

FOCUS AREA Committees (FAC)

- **Arts, Culture, & Preservation**: initiatives that cultivate, develop, educate, preserve, and enrich the theater, museums, both visual and performing arts and literary opportunities
- **Environment & Animal Welfare**: initiatives that (1) improve, enhance or restore the surroundings in the Greater Indianapolis area; (2) encourage research, public awareness and education relating to the environment; (3) promote conservation of our natural resources; (4) restore, preserve, revitalize or enhance recreational facilities, and/or (5) promote animal welfare.
- **Education**: initiatives that advance learning opportunities and improve education
- **Family**: initiatives that strengthen and enhance the lives of children and families
- **Health & Wellness**: initiatives that improve mental and/or physical well being

You must indicate which FAC should review your project on the LOI.
Base your choice on the project, not your organization.

The Grant Process

- Determine if your project fits within one of our focus areas. If your project isn't a clear fit, you may submit an LOI but may not be invited for a grant application.
- Four Step Process - Overview
  - Letter of Intent – due December 12, decisions made February 23
  - Full Grant Application – due on March 13, decisions made 1st week of April
  - Site Visits – scheduled April 13 - April 24, finalists alerted May 1
  - Final presentations and vote at our Annual Celebration Dinner – June 16
- Timeline is also outlined on our website: https://impact100indy.org/grants/calendar/
- Generally speaking, we prefer to be a primary project funder

The Letter OF Intent (LOI)

- Letter of Intent due by 5:00pm EST on December 12
  - LOI Form is on our website: https://impact100indy.org/grants/process/letter-of-inquiry-loi-form/
  - Follow the instructions carefully. No word or character counts, but must limit form to 5 pages
  - Must be a 501(c)(3) or 509(a) – if you don‘t have a designation letter please wait until next year (may use sponsor with a 501(c)(3) or 509(a), but must have agreement confirming sponsorship)
  - Focus of operations must be in Marion, Hamilton, Hancock, Shelby, Johnson, Morgan, Hendricks or Boone County
  - Select your Focus Area Committee – Base your choice on the project, not your organization.
  - Be sure to thoroughly read all directions and do a final check before submitting
  - We will reply to your email to let you know we received it
- We usually receive between 70-100 LOIs
- LOIs are distributed to the Focus Area Committees for review

The Letter of Intent (LOI)

- LOI is your opportunity to sell the committee on your concept
- FACs are looking for projects that are **innovative** and **address critical needs**
- Use the LOI to paint a picture of how your project will make a difference
- We are not staffed to answer questions throughout the process – today is time to ask
- We are not staffed to provide updates on the status of your LOI – please don't ask
- Focus Area Committees spend about a month reviewing LOIs
- FACs usually choose between 20-30 organizations to invite for full grant application
- We will let you know in February whether your organization is invited
- We only accept grant applications from nonprofits invited to submit them – all others are destroyed without reviewing

The Gant Application

- Application is not on the website – we do not accept unsolicited applications
- The link for the online Grant Application will only be sent to nonprofits invited to submit a full application
- Full grant applications are due on March 13 by 5pm
- Focus Area Committees spend about a month reviewing
- A few organizations from each FAC are then asked for a site visit in April
- After the site visits, the FAC's each nominate one finalist (5 committees, 5 finalists)
- Finalists attend a gathering with the Grants Committee in May to learn about the final presentations to be given at the Annual Dinner in June

Annual Celebration – Grant Awards

- Entire membership of Impact 100 gathers for the event
- Finalists each give a 7 minute presentation to the membership – no visual aids, no handouts, no clients, no Q&A
- Membership votes on the spot (Shark Tank!)
  - Note: Absentee ballots are collected ahead of time from those unable to attend
- $100,000 Change Maker Grant is awarded to the nonprofit with most votes
- Community Support Grants are awarded as UNRESTRICTED funds to the remaining finalists
  - Example: if $180,000 is available, Recipient gets $100,000 and other four finalists each receive $20,000
- There usually are media interviewers at this event. If you win, a representative from your organization will be expected to speak to the press.

What Happens AFTER the Annual Celebration?

- Change Maker Grant is paid in installments following grant agreement:
  - Grant recipient submits grant agreement with milestones, due dates, and amount to be paid milestones are met
  - Recipient submits interim reports when milestones are met
  - Impact 100 Grant Committee reviews interim reports and authorizes installment payments
- Other four finalists receive Community Support Grant check at the Annual Celebration Dinner, and must provide a grant report at the end of the calendar year describing how grant was used and its impact on the organization and its community
- All five finalists are expected to attend several events during the next year to update our membership about their work

Consider Joining Impact 100

- Grant applicants can be members but cannot serve on FAC reviewing their application
- $1,000 per year for a full membership (or shared memberships of up to 4 people – shared members participate fully, except sharing one vote at Annual Celebration)
- Impact 100 offers Leaders of the Future Scholarships:
  - Applicants must:
    - Work or volunteer in public service (nonprofit or government fields) or be currently attending college or graduate school
    - Pledge to serve on a FAC (abiding by conflict of interest policies), attend and volunteer at the Annual Celebration, attend and volunteer at Impact 100 events during the scholarship year, participate on one of the Board Committees (Membership, Marketing, Annual Celebration, or Fundraising)
  - Purpose is to add new voices to FACs and bring different perspectives to discussions
  - Applications at https://impact100indy.org/about/scholarship/ – due December 5

QUESTIONS ?