Q&A from Nonprofit Information Sessions

Focus Area Questions

Q: If we have a proposal that could be appropriate for two focus groups, could we apply for both?

A: You must choose one or the other. If you send two LOIs with the same proposal, we will send the first one we receive to the check marked FAC and any subsequent LOIs for the same project will be rejected.

Q: How do we decide which FAC is the right one for our proposal?

A: It is up to you to select the FAC category you think aligns with your proposed project the best. For example, if you are an arts organization proposing a project that works with schools, you might select either arts or education.

Q: If an organization has two projects/programs seeking funding, should those be combined in one LOI or is submitting two LOI's acceptable?

A: There is no rule preventing an organization from submitting more than one Letter of Intent (LOI) at a time, but each LOI must be a request for a different program and the grant request for each must be for $100,000.

Q: Do you find that certain focus areas are more likely to be selected for funding than others?

A: We have granted $100,000 grants in all five Focus Areas. Some Focus Areas may receive fewer LOIs, but the variable is more about the project being proposed versus the other LOIs. It is all about the program and how it will impact our community.

Q: Do some of the FACs receive more applications than others?

A: This varies from year to year and the needs in the community.

Q: How do I know which FAC to choose? You can learn more about the FACs at https://impact100indy.org/grants/focus-areas/. These are a few of the specific FAC questions we've received:

- What does the Health and Wellness FAC focus on - i.e., physical activity health, substance use disorder recovery health, etc.? All of those things and more. It should be an initiative to improve the mental and/or physical well-being of our community.
- Can you give an example of a target population for a project with the Environment FAC? This FAC covers both the environment and animal welfare, so it's wide. Grant recipients in the category have included a public farming, training shelter animals, etc. with target populations ranging from a specific neighborhood to all of Central Indiana.
- Could adult workforce training fit under Education? Yes. Its focus is initiatives that advance learning opportunities and improve education for everyone, not just children.

Q: Is there a listing of previous projects that were finalists to get a better understanding of what fits in each FAC?

A: Our Follow the Impact page on our website is a great place to do some sleuthing: https://impact100indy.org/about/follow-the-impact/

Organization Questions

Q: Are winners typically more established organizations, smaller and newer organizations, or a mix?

A: It has been a mixture over the years, and we have awarded grants to brand new organizations and well-established ones. Go to the Follow the Impact page on our website to see who has won and for what projects: https://impact100indy.org/about/follow-the-impact/

Q: Do you have to have a permanent brick and mortar location to be considered? We have a temporary lease, how would that affect things for a site visit?

A: We will work with any organization to help them determine the best way to show us who they are and what they do when it comes to the site visit.

Q: We are a fiscally sponsored organization under a 501(c)3. Do we qualify?

A: Yes. You will need a letter from the sponsor and a copy of their 501(c)3.

Q: Someone told me that Impact 100 does not support organizations of a certain size. Is this correct?

A: We prefer not to fund a part of an existing project, but an organization of any size that can propose a specific part of a project that can be shown to benefit our granting area is always considered.

Q: Our organization was founded outside of the Indianapolis area. However, our services and our funding request support individuals in your funding area. Would we qualify?

A: If the funds are spent within our funding area (Marion, Boone, Hamilton, Hancock, Hendricks, Johnson, Morgan, and Shelby Counties), you would qualify. Consider whether it would be difficult to prove the division of funds, and plan accordingly.

Q: Can funds be divided across the identified counties?

A: Yes, if all the funds are used within our granting area.

Q: How important are collaborative partnerships?

A: We love to see nonprofits work together, but it isn't required. In 2016, Ascent 121 and Lutheran Child & Family Services collaborated on a program to help teen survivors of trafficking and exploitation, and it was what each organization brought to the table that made sense to the voters that year.

Q: Can you please expand on joint agency collaboration? We are not a nonprofit but would like to collaborate with a non-profit on their grant application and potential programming.

A: The grant money is available only to nonprofit organizations. For profit organizations can be paid to supply services to the nonprofit. They can also be listed on the application as providing donations, grants, or in-kind services, but should not be listed as a direct recipient of the grant monies.

Program/Proposal Questions

Q: How well developed does the project need to be described in the LOI?

A: A project does not have to be at the grant application stage to submit a LOI, but it should have enough planning to know if it is doable and a rough idea for the budget and its components. It is not unusual for a grant proposal to differ in some respects from the LOI.

Q: Is it preferred to apply for one specific program, or can it be one line of business that encompasses several programs?

A: You can do it either way, but you need to be able to articulate the components in a digestible manner. How does it all fit together towards your goal?

Q: Can you give examples of capital projects that are wrapped around programs? What types of expenditures related to capital are allowable?

A: You need to explain how capital expenditures support the program. Rock Steady Boxing built a boxing ring in their new facility. Outside the Box renovated an old nursing home to create a program center for disabled adults who had aged out of public education. Kennedy King built a visitor center. There are other examples, and each organization made it clear how the capital was necessary to meet the program goals.

Q: Does Impact 100 have a desire to fully fund a project vs a specific part of a project?

A: Impact 100 prefers to be able to segment what they would be funding rather than have our funds go into a pool. We recommend you determine what part of a project would be $100,000 and define that for us. A good example is an organization refurbishing a building costing much more than $100,000, but able to define the lighting or heating/cooling system which would be necessary to bring the project to fruition.

General Questions

Q: Are former Change Maker winners allowed to apply again?

A: Yes, but they cannot reapply in the two years immediately after being named a Change Maker.

Q: How do other grant awards affect this grant?

A: Other grants are not an issue for Impact 100. We want to know if you have grants already earmarked for the project, but that does not impact our considering a project that could put our $100,000 to work doing something extraordinary for our community.

Q: Is the time given on due dates EST or PST or another time zone?

A: EST

Q: What requirements are there for finalists to recognize Impact 100's grant?

A: There is no requirement for any designation, but many organizations honor Impact 100 in some way.

Q: Does Impact 100 offer feedback when a proposal is denied? Is feedback given if an organization doesn't progress to the next step?

A: An organization can request feedback. Each FAC Chairs has the option to tell an organization what was discussed and explain any issues but is not required to do so. We know it is hard to put a lot of effort into a proposal and not know why it was rejected, but the truth is that sometimes a great proposal is not selected because it was proposed in a year with so many other great proposals that we must cut the list down. That’s why it’s important to keep trying and not lose hope. One of our organizations won on their tenth attempt, another on their fourth, and another on their third.

Q: So that organizations can get to know Impact 100, do you offer open hours to get to know the members?

A: We do not have offices but do have events listed on our website and promoted in our newsletters, and anyone is welcome to attend. But remember that no one person has any impact on granting decisions. Granting decisions are made by our members in the Focus Area Committees (FAC), and the membership in those committees changes each year.

Q: How much funding is available for finalists if not the winner for $100k?

A: We will not be able to announce the amount of our Community Support Grants given to the finalists not receiving the Change Maker $100k grant until our membership drive is complete. It has typically been between $5,000 and $15,000. These residual grants will never be more than $25,000, because if we had more than $200K to grant, we would select two Change Makers. That has happened twice in our history.

Q: If we receive a Community Support Grant, does the money need to be directed to the $100k project originally proposed in the application?

A: Community Support Grants are unrestricted, so you do NOT have to direct them to the proposed project.

Membership Questions

Q: Can a nonprofit representative be an Impact 100 member?

A: Definitely. Even in the same year the organization they work for submits a grant application. Our procedures require all members serving on a Focus Area Committee to disclose all relationships to local nonprofits, and do not allow a member to serve on a FAC discussing proposals from those nonprofits.

Q: If we are interested in becoming a Shared Member, do we have to find the other members to share the membership with or does Impact 100 group people together?

A: We can match you with others. I did that when I first started and had a great experience.

Q: Where can I learn more about being a Leaders of the Future Scholarship Member?

A: https://impact100indy.org/about/scholarship/