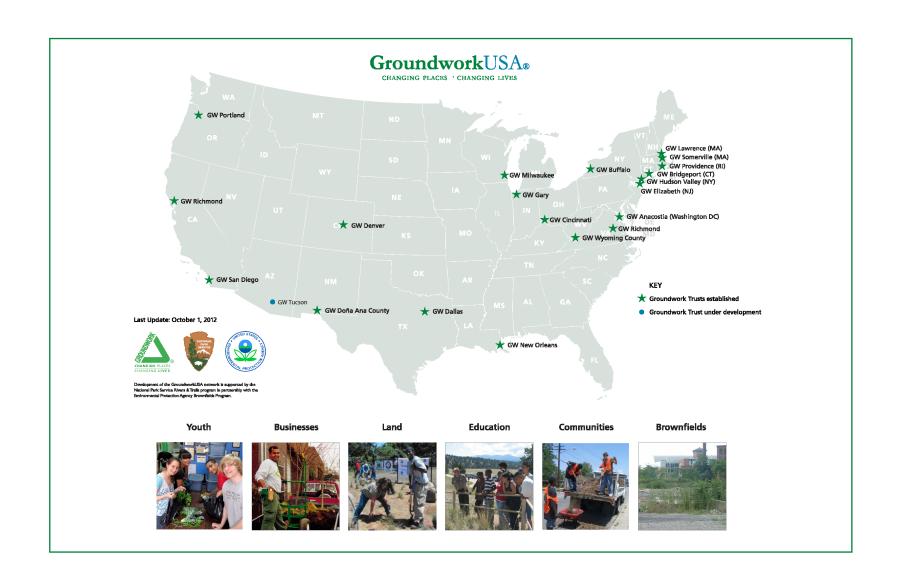




Groundwork USA Network





Urban Waters Work

- > 86,789 feet of riparian habitat cleaned-up, conserved or restored in 2011
- 4,153 youth, 276 schools, 135,000 volunteer hours in 2011









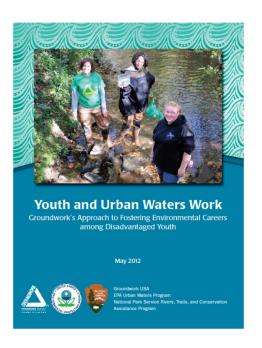


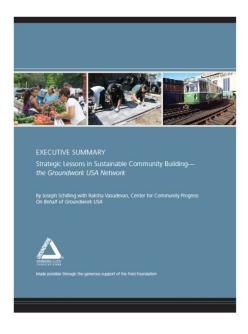


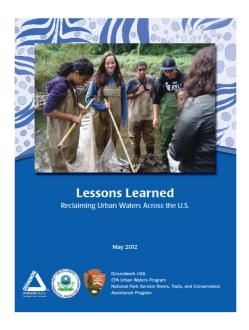


Sharing Lessons Learned

- Three Reports on decade-long experience
- National Urban Waters Capacity Building Grant Program with River Network







Keeping Funding Flowing

Urban Waters Learning Network 2012 Urban Waters Grantee Conference

Rick Magder Groundwork USA

Diana Toledo River Network



Who Funds YOUR Organization?

What percentage of your income comes from:

- Government grants?
- Members?
- Donors?

- Foundations?
- Business?
- Other sources?

"Typical" funding profile for staffed environmental nonprofits*

Events 3%

Individual Donors 13%

Earned Income 13%

Grants 48% Foundation, Government, Corporate

Membership 17%

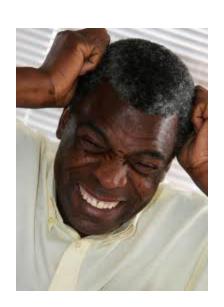
*Source: Mott Foundation survey of 758 groups in the Great Lakes and Southeast States

No money, no staff





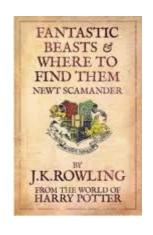
Do I really have to?



The Grant Cycle



Know what's out there





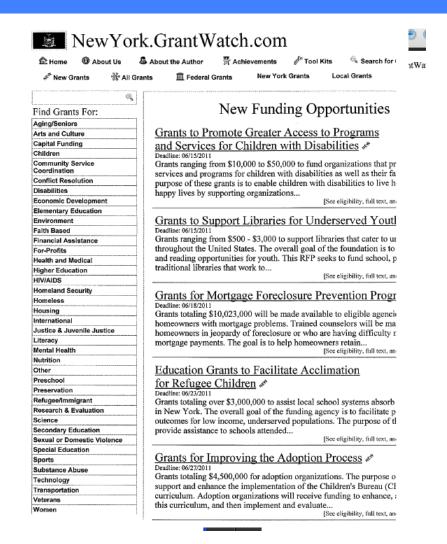








Know what's out there now



Creative Funding



Creative Funding









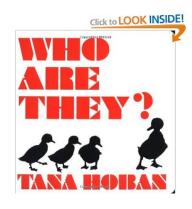




The Art of Grants













Anticipate the Future



The Art of Grants











