



Common Grant Application - Overview

Simplifying the Art & Science of Giving®

November 2008

www.commongrantapplication.com

jeff@commongrantapplication.com

Company and Products

"Intuition is linear; our imaginations are weak. Even the brightest of us only extrapolate from what we know now; for the most part, we're afraid to really stretch."

- Rafe Needleman and Ray Kurzweil

Philanthropy

- **Game board**



- **Game pieces**



People



Data, information,
knowledge, experience



Technology



Capital

- **End of game**

- Fill needs
- Fix problems
- Change views, values or beliefs

- **Rules, Constraints, Boundaries**

- Non persistent
- Context sensitive

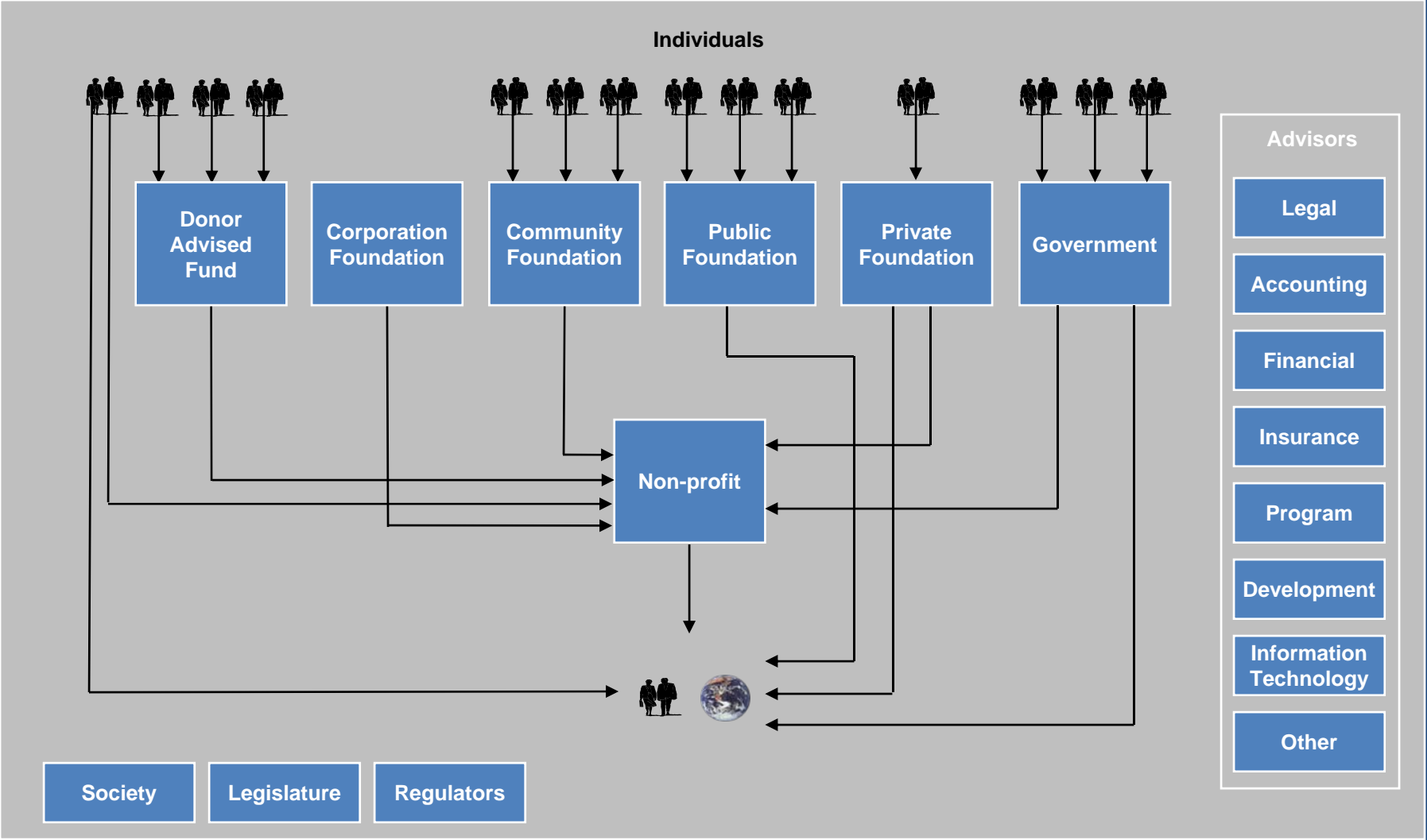
- **Strategy**

- Competitive and/or cooperative

- **Playing time**

- Indeterminate
- Intragenerational or intergenerational

Ecosystem



Grantmaking process

**Research,
discovery and
identification**



**Solicitation,
proposal or
application**



**Program
or
project**



**Reporting
and
evaluation**

Grantseeker	<ul style="list-style-type: none"> • Researching Web, publications and databases for potential grantmakers. • Reviewing grantmaker interests and determining eligibility. • Establishing contact with grantmaker. • Introducing organization and programs to grantmaker. 	<ul style="list-style-type: none"> • Finding the grant application. • Collecting and collating information. • Writing and submitting the letter of inquiry, grant proposal or grant application. 	<ul style="list-style-type: none"> • Running organization and project. 	<ul style="list-style-type: none"> • Collecting and collating results. • Writing and submitting the program report or evaluation. • Receiving feedback from grantmaker.
Grantmaker	<ul style="list-style-type: none"> • Providing information about organizational mission. • Providing helpful, accurate and timely information about funding interests and activities. • Researching Web, publications and databases for potential grantseekers. 	<ul style="list-style-type: none"> • Receiving and acknowledging the grant application. • Collecting and collating information. • Summarizing and entering the grant application. • Requesting additional information and/or clarifications. • Reviewing the grant application. • Approving or rejecting the grant application. • Notifying grantseeker of grant application status. 	<ul style="list-style-type: none"> • Providing funding and other support. 	<ul style="list-style-type: none"> • Receiving and acknowledging the report or evaluation. • Collecting and collating information. • Summarizing and entering the report or evaluation. • Requesting additional information and/or clarifications. • Reviewing the report or evaluation. • Providing feedback to the grantseeker.

Grantmaking challenges

Key Findings

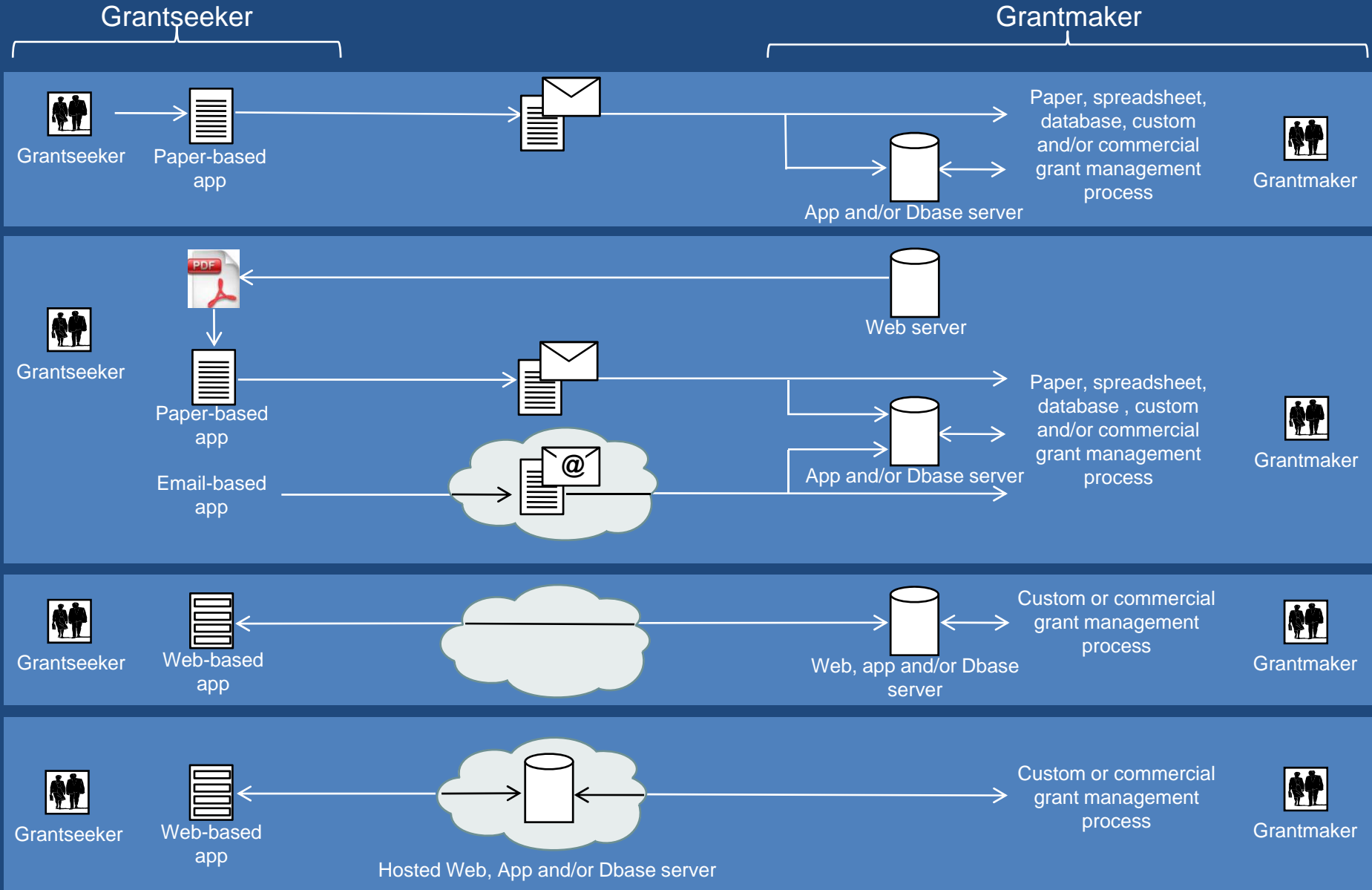
- **Enormous variability**
- **Requirements aren't "right-sized"**
- **Insufficient net grants**
- **Outsource burdens**
- **Trust undermined**
- **Reports on a shelf**
- **Fundraising gymnastics**
- **Due-diligence redundancy**
- **Double-edge swords**
- **Time drain for grantmakers**

Recommended Practices

- **Begin from zero**
- **Right size grant expectations**
- **Relieve burden on grantees**
- **Make communications and grantmaking process clear and straightforward**

Source: Drowning in Paperwork, Distracted from Purpose – www.projectstreamline.org
a collaborative initiative of the Grant Managers Network and others

Grant application and reporting



Solutions

- **Simple to complicated**
- **Inexpensive to expensive**
- **Efficient to inefficient**
- **Quick to time consuming**
- **Closed**
- **Transparent to non-transparent**
- **Internally collaborative**
- **Externally collaborative to non-collaborative**
- **Real time to non-real time**

Common Grant Application

History

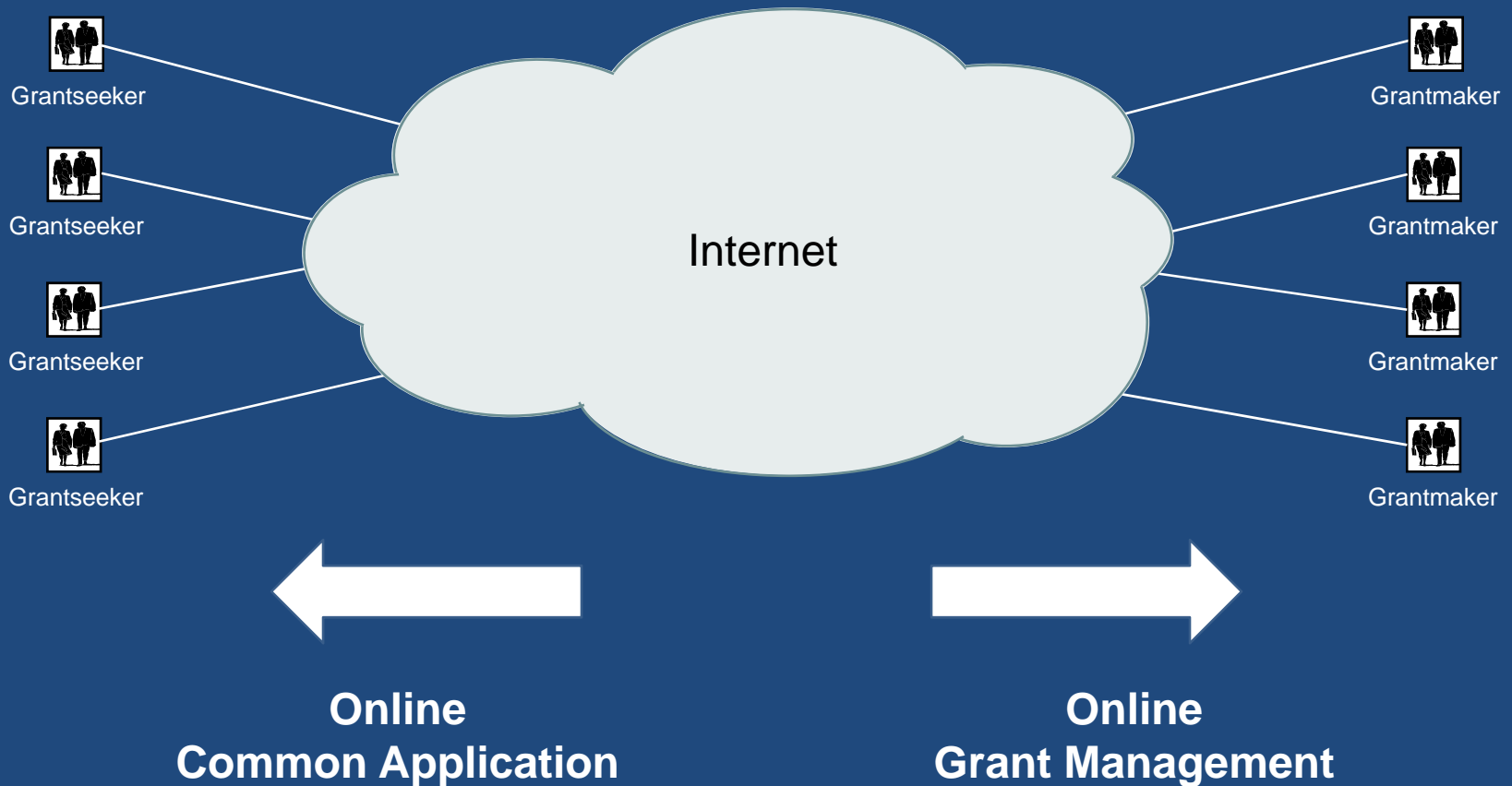
- Incorporated May 2007
- Headquarters in Santa Monica, CA
- Funded by founders
- Service opened to grantseekers in October 2007
- Service opened to grantmakers in late-summer 2008
- 4000+ users

Pre-history

- Communications software and hardware (Trillium and others)
- Computing and communications software and hardware (Intel)
- Grantmaker (The Lawrence Foundation)
- Grantmaker online application process (The Lawrence Foundation)
- Children applied to college using the Common App

Service

Web-based service that can be used by grantmakers to receive, review, track, and manage online grant applications from grantseekers.



Features - Grantseeker

- **No hardware or software installation required. Hosted service. Web browser based.**
- **Single grant application for all grantseekers. Information can be reused.**
- **Supports multiple users.**
- **Create, edit and save contact, organization, program, budget, staff, interest and focus and other information. Upload, save and manage documents for organization and programs. Manage different versions of program information.**
- **Privacy settings to manage which information is available for viewing by the general public, all registered users or specified registered users of the service.**
- **Review registered grantmakers and their funding interests and focus; or registered grantseekers and their programs and activities. Select grantmakers of interest.**
- **Submit online grant applications with supporting materials to grantmakers. The same information may be used for more than one grantmaker.**
- **Track and display status of online applications either individually or in aggregate.**

Features - Grantmaker

- **No hardware or software installation required. Hosted service. Web browser based.**
- **Complete solution for small grantmakers, front-end for large grantmakers.**
- **Supports multiple users.**
- **Create, edit and save contact, organization, budget, staff, interest and focus and other information. Upload, save and manage documents for organization .**
- **Standard and supplemental question settings to manage which questions must or may be answered.**
- **Privacy settings to manage which information is available for viewing by the general public, all registered users or specified registered users of the service.**
- **Filter settings for grantmakers to manage which grant applications will be accepted for consideration (including cause, type of funding, geography, solicited/unsolicited)**
- **Per application charge to grantseeker provides backpressure on spamming. Waivers may be issued if the grantmaker doesn't want the grantseeker to pay.**
- **Manage the grant application tracking, review, approval and outcome evaluation process.**
- **Export grant application and outcome evaluation information in electronic formats for use by business information systems.**
- **Track, manage and display status of online applications either individually or in aggregate.**

Value

General

- Saves time
- Saves money
- Improves visibility
- Improves grantmaker transparency
- Improves grantseeker and grantmaker experience
- Decreases opportunity costs

Usage

- Simple
- Easy to navigate and use
- Information and documents are persistent
- Flexible workflow
- Private and secure
- Collaborative as it scales
- Real-time
- Low risk
- Inexpensive
- Responsive Web, email and phone support (usage questions, new feature suggestions)

Competition

Organizations

- **Commercial**
 - Altum Group
 - Bromelkamp Company LLC
 - Closerware
 - CyberGrants
 - Foundant
 - MicroEdge
 - PhilanTech, LLC
 - Universal Grants, LLC
- **Non-commercial**
 - Individual organizations
 - Regional associations of grantmakers

Issues

- **Features**
- **Performance**
- **Reliability and availability**
- **Security and privacy**
- **Ease of use**
- **Scale**
- **Flexibility and adaptability**
- **Pricing**
- **Support**
- **Ease of migration and integration**

Pricing

Grantmakers

- Pay a monthly subscription fee
- Assets under management based
- Fee waivers may be issued by the grantmaker (i.e. application is free to grantseeker)
- No per user fees
- Free initial month subscription
- Fees start at \$10 a month for less than \$100,000 in assets, \$100 month for \$5 million in assets

Grantseekers

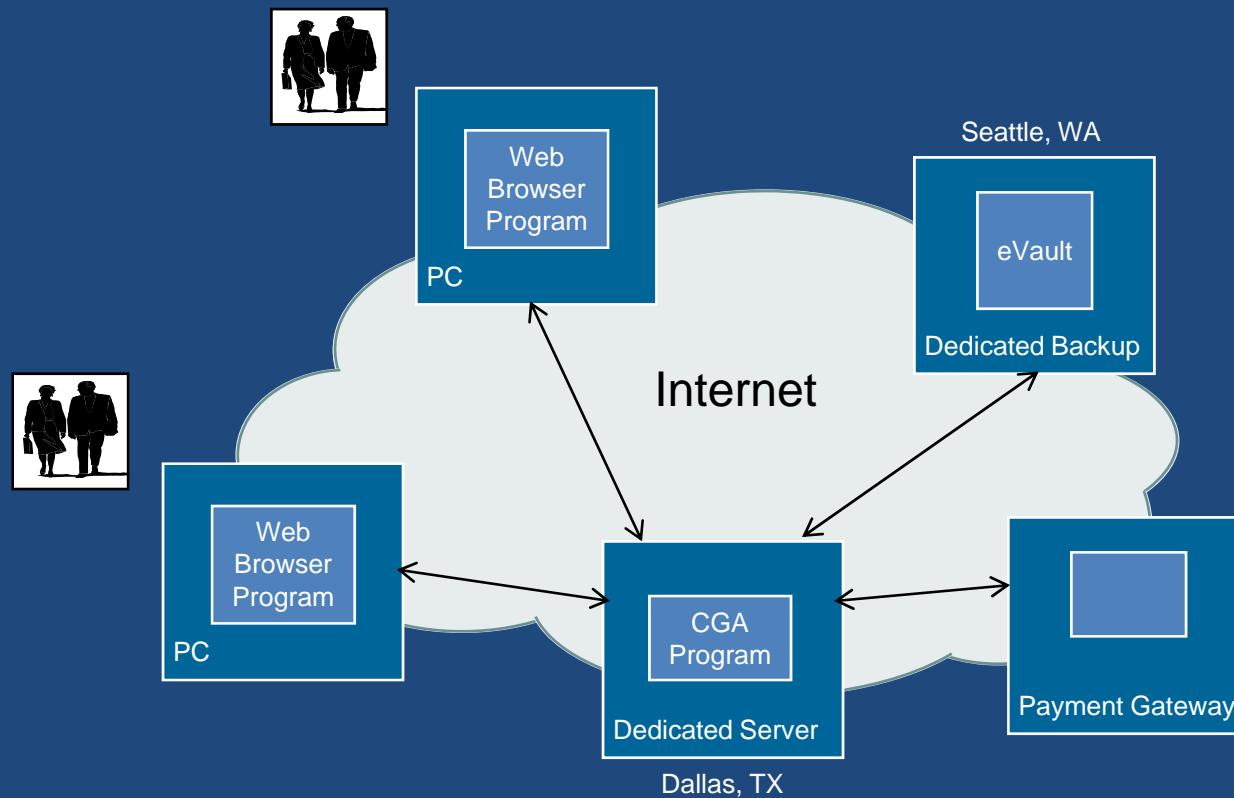
- Pay a small fee per application submitted
- Volume based
- Fee waivers may be issued by the grantmaker (i.e. application is free to grantseeker)
- No monthly subscription fees
- No per user fees
- Free introductory application
- Fees range from \$10 - \$15 per application

Technology and Development

"Don't fight forces; use them."
- R. Buckminster Fuller

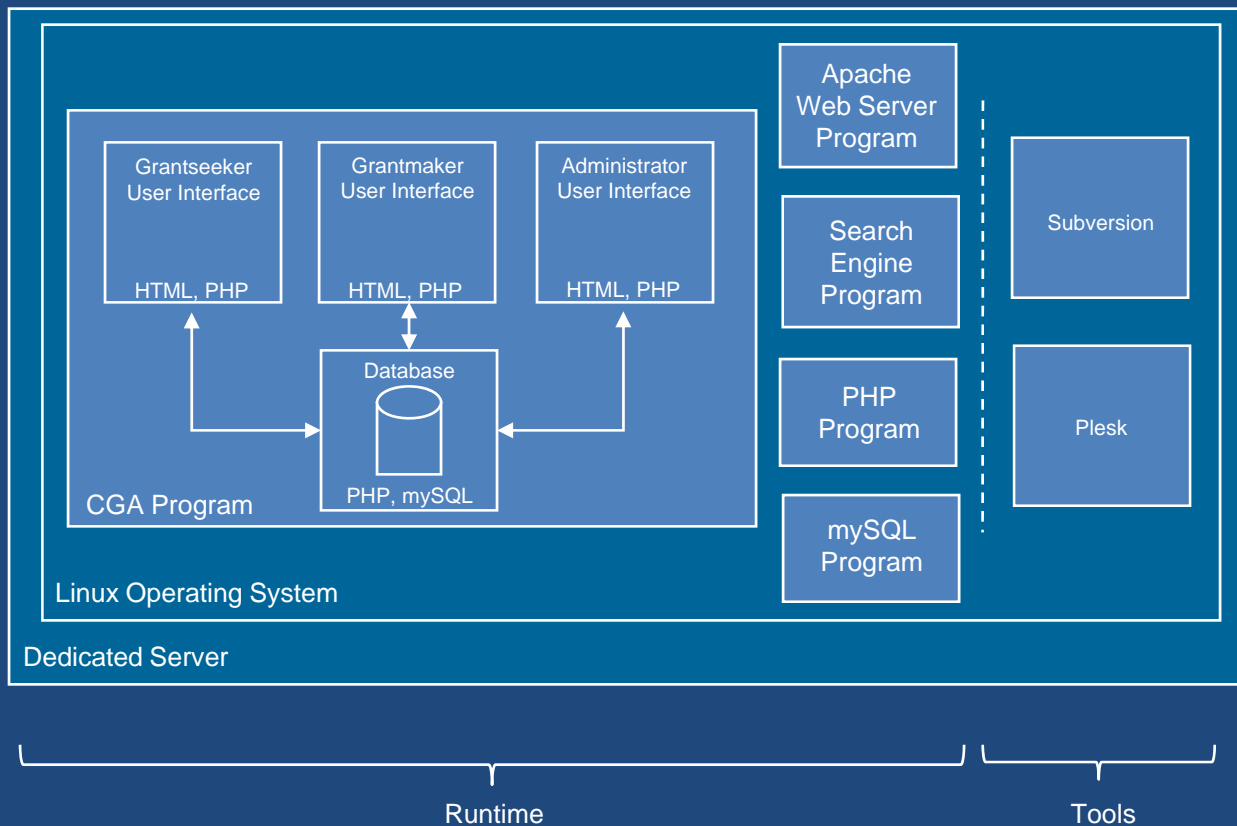
Topology

- Software as a Service (SaaS)



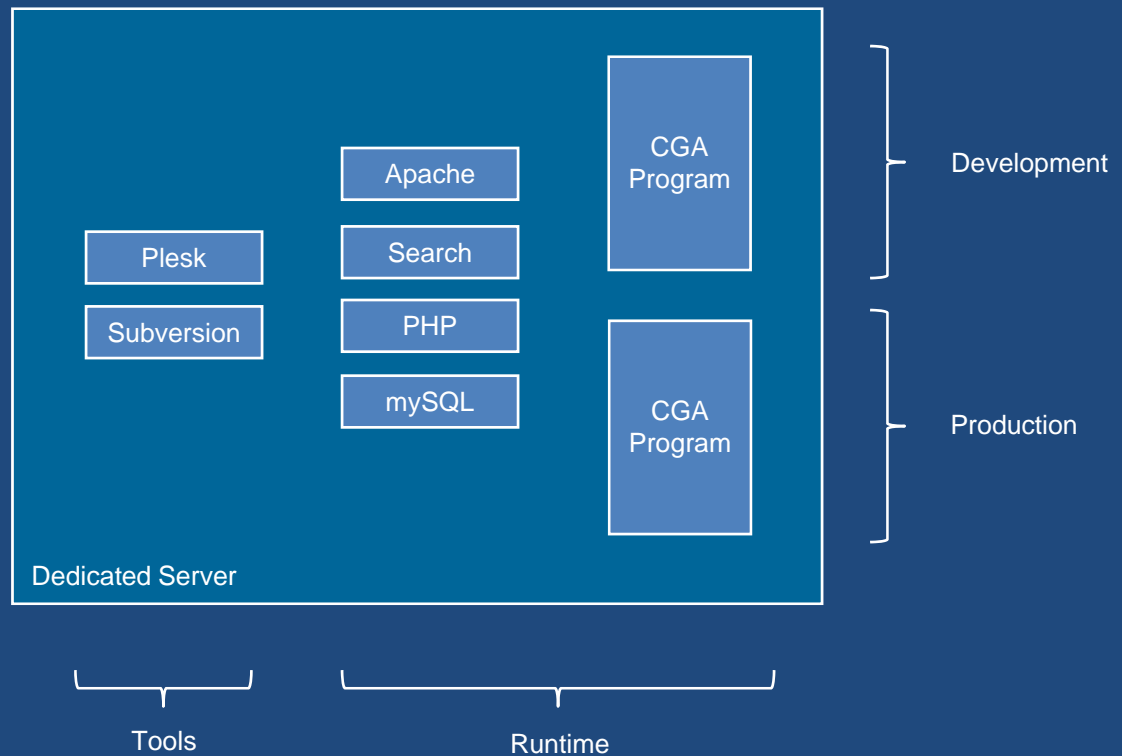
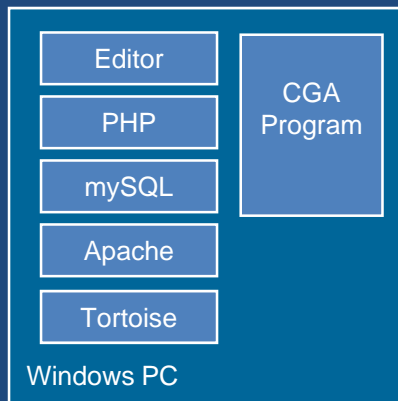
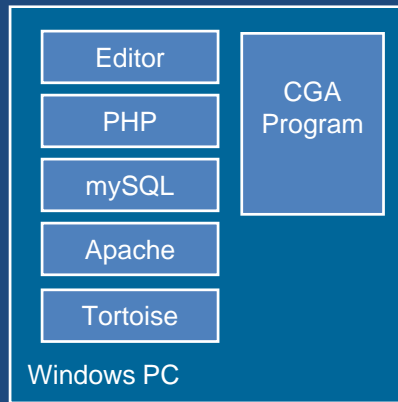
Architecture

- Linux, Apache, mySQL, PHP (LAMP) platform



Development

- Agile and distributed



Scale


- 125,000+ lines of PHP code (not including comments, blanks)
- 60+ mySQL data base tables (grantseeker, grantmaker, applications, administrative)
- 1,500+ mySQL data base columns (grantseeker, grantmaker, applications, administrative)

Demonstration

"Make sure you finish speaking before your audience has finished listening."
- Dorothy Sarnoff

Grantseeker

[←](#) [→](#) [↻](#) [☆](#) http://www.commongrantapplication.com/gsk/bin/gsk_appall.php [▶](#) [📄](#) [⚙️](#)


COMMON GRANT APPLICATION
 Simplifying the Art & Science of Giving™

SEARCH:

User:

[Summary](#) | [Account](#) | [Organization](#) | [Programs](#) | [Grantmakers](#) | [Submit](#) | [Applications](#) | [Grants](#) | [Networks](#) | [Actions](#) | [Help](#) | [Logout](#)

All [Statuses](#)

APPLICATIONS

This section lists all applications and grants you have submitted to grantmakers. These are applications and grants that are either open or closed. The Cancel action may be used to withdraw a grant application from consideration by a grantmaker. The program used as the basis for the application may be reviewed by clicking on the Program ID. The grant application as seen by the grantmaker may be reviewed by clicking on the CGA App #. Please note, once submitted, the grant application cannot be changed directly by the grantseeker (i.e. changes to the organization background, budget, staff and documents as well as changes to the program background, budget, staff and documents will not change the grant application).

Allowable Status values are: Not Approved, Withdrawn, Review, Approved, Received, Deferred and Complete. Detail about the meaning of status values is available at the [Applications -> Statuses](#) tab.

For more specific information about the status of an application, click on the link in the Status column.

Please note, additional applications might have automatically appeared on the list below. If you have previously applied to The Lawrence Foundation, any applications (and their associated programs) that you may have submitted previously have been merged into this account. If you have any questions about this please contact us.

Search for: Grantmaker Name:

Showing 1-3 of 3 << First Page | Prev | Next | Last Page >> | All

#	Program		Grantmaker				Application					
	Name	Version	Name	Program	City	State/Province	CGA App #	Amount requested	Amount approved	Submission Date and Time	Status	Action

(portion)

Grantmaker

[←](#) [→](#) [↻](#) [☆](#) http://www.commongrantapplication.com/gmk/bin/gmk_appall.php?priNav=gmk_appall.php&secNav=A [▶](#) [📄](#) [🔧](#)

COMMON GRANT APPLICATION
 Simplifying the Art & Science of Giving™

SEARCH:

User: as Grantmaker

[Summary](#) [Account](#) [Organization](#) [Grantseekers](#) [Applications](#) [Grants](#) [Networks](#) [Actions](#) [Reports](#) [Help](#) [Logout](#)

[All](#) [Open](#) [Closed](#) [Standard App](#) [Supplemental App](#) [Statuses](#) [Reasons](#)

ALL APPLICATIONS

This section lists all applications and grants. These are applications and grants that are either open or closed.

Search for:

Grantseeker name or app #:

Grant cycle:

Type:

Cause:

Grant application status:

Showing 1-30 of 3169 [<< First Page](#) | [Prev](#) | [Next](#) | [Last Page >>](#) | [All](#)

App #		Grantseeker			Application							
#	CGA	Own	Name	City	State/Province	Grant Cycle	Type	Cause	Summary	Status	Memo	Action
			Add Application									Add Application

(portion)

Epilogue

"If you don't know where you're going, you could wind up someplace else."
- Yogi Berra

Revolutions

Scientific revolutions

- **Relatively sudden**
- **Unstructured transformation**
- **Experience and knowledge sorts itself out differently**
- **Displays patterns not visible before**

Structure of scientific revolutions

- **Holistic - Live with incoherence or revise a number of interrelated generalizations together**
- **Meaning change - Change in language alters criteria by which terms attach to nature also, massively, the set of objects or situations to which those terms attach**
- **Model, metaphor or analogy change - Change in one's sense of what is similar to what and of what is different**

Based on: "The Structure of Scientific Revolutions" Thomas S. Kuhn

Contact Information



COMMON GRANT APPLICATION
Simplifying the Art & Science of Giving®

Common Grant Application
A project of Oceanpeak, Inc.
530 Wilshire Blvd Suite 207
Santa Monica, CA 90401

Main: +1 (310) 490-1277

Direct: +1 (310) 451-7520

Fax: +1 (310) 451-7580

jeff@commongrantapplication.com

www.commongrantapplication.com

All trademarks referenced herein are trademarks (registered or otherwise) of the respective trademark owners.