



COMMUNITY RESOURCE CENTER

## RPD Roundtables, From the Funder Perspective

Thank you for taking part in the 2014 Southwest Rural Philanthropy Days Funder Roundtables! We hope that these five sessions give you the opportunity to connect with potential nonprofit partners across the region. Here are a few basic guidelines to create a positive experience for you and your table participants:

- The RPD Funder Roundtable event is scheduled from 9:00 am – 12:30 pm on Friday, June 13, 2014:
  - There are five, 30-minute roundtable sessions scheduled.
  - There is a five-minute passing period between each session.
  - There is a 15-minute break between sessions three and four.
  - The passing periods and formal break are your opportunity to organize notes and have a mental rest from active listening. Grantseekers are encouraged to respect your time during these breaks and to save their pitches for the roundtable sessions.
- The grantmaker runs the table during each roundtable session. You manage the flow of conversation:
  - Begin each roundtable session by briefly introducing the funding entity purpose and focus area. Keep your introductions to a maximum of three minutes, so as not to take any time from the grantseekers. Most nonprofits will be generally familiar with your foundation giving priorities.
  - Our primary goal is to allow each nonprofit to be represented. The grantseekers at your table are each allotted approximately two minutes to present their pitch. It is appropriate for you to help keep the pitch within a reasonable time limit. The sand timer is provided as an optional tool.
  - You may have time to ask brief follow-up questions, depending on the number of table participants.
  - We encourage you to keep your eye on the clock and allow grantseekers equal time.
- Respond to each grantseeker with a sense of enough fit to move forward with a grant proposal. Grantseekers are advised that funders will have one of three responses to their pitch:
  - **Green light:** *You may be a good candidate for our funding. Please submit a grant application.*
  - **Yellow light:** *I need more information before I can determine if your organization might be a good candidate for our funding. Please follow up with me to discuss your proposal in more detail.*
  - **Red light:** *Your organization does not seem like a good fit for our funding priorities at this time.*
  - Feel free to provide feedback in another format, if you prefer it.
  - If you are open to follow-up conversations, share your preferred contact information.
- Some RPD attendees are new to the nonprofit sector. This could be their first experiences directly asking a stranger for financial support. Please help these nonprofit representatives feel comfortable.



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### What's next?

- **Tracking sheets:** CRC tracks the roundtable sessions outcomes and encourages attending nonprofits to follow up with specific proposals. The enclosed tracking sheets provide a space for you to note which grantseekers spoke with your foundation and the response they received. The top copy of the tracking sheet is yours to keep. Please leave the duplicate copy at your roundtable for our records.
- **Conference evaluation:** CRC strives to tailor RPD conferences to best meet the funding community needs. Please complete the enclosed evaluation form and leave it at your table.
- **Post-conference expectations:** This summer, CRC will continue to offer technical assistance to Southwest nonprofits to improve their grant writing and fund development capacity. Additionally, grantseekers often view the conference as an opportunity to build future funding relationships, sometimes a few years prior to submitting a proposal. Consequently, you may not receive proposals from Southwest grantseekers by your next grant deadline. In these cases, the RPD experience may have given them a sense of the things that need to be accomplished before they are ready to submit a winning application.