



Nonprofit Nomination Presentation Tips

Keep it focused, information-filled, engaging and brief.



Introduction

- State your name and the name of the organization you would like to receive the funding.
- Share the mission of the organization and summarize what it does and who it serves.



Community Impact

- Describe the need that this program will meet.
- How many people will it serve in Antrim County?
- Why is it important?
- What is the impact on our community?



Program Funding

- Describe the specific program or item that will be funded, including a dollar amount or budget.
- Summarize its primary funding sources – private donations, government grants, foundation grants, etc.



Personal Connection

- Share why YOU care about this organization and project.
- End with a heartfelt ask, a thank you and invite questions.

Q&A prep (sample questions):

- What other organizations are doing this work? Why is your organization unique?
- Your organization is headquartered elsewhere. How many people does it serve in Antrim County? How can we be sure the money will go to Antrim residents?
- The total budget of your project is \$50,000. Have they raised the rest of the money and what happens if they don't? We don't want to see 100 Women's donation unutilized if they can't pull off the project.
- Your organization sounds great but doesn't have much of a track record. Do they have the expertise and other funding sources to succeed?



SAMPLE

Sample script for a completely fictional nonprofit.

Hi. I'm Caring Carla and I'm excited to be presenting Backpack Sacks tonight. Backpack Sacks' mission is to provide healthy weekend meals to kids in Northern Michigan including Antrim County. It is a 501(c)(3) organization and has been operating for four years. They focus on school districts where the poverty level is highest. BPS is funded primarily by individual donations of food and cash and a few small grants from family foundations. They also partner with food banks and local grocery stores for fresh fruits and vegetables.

One of the greatest needs for BPS is a dedicated refrigerator in which they can store perishables. The estimated cost of a commercial grade refrigerator is \$10,500. Currently they have refrigerators in other counties but not in Antrim which requires that volunteers store food at their individual homes making inventory control and transportation challenging. First Holy Church has agreed to let them use their space for the refrigerator and assembling the backpack meals. This will streamline the process and better ensure that the most needed food is stored safely. First Holy Church will serve as the central distribution spot for Antrim County. They estimate they'll be able to double their reach in Antrim County from 150 children to 300 children by centralizing food storage and assembly. These are kids who might otherwise lack access to healthy weekend meals.

I'm passionate about this nonprofit because I've seen firsthand how it helps families. As a volunteer I've worked distribution and the gratitude of those kids is just heartwarming. Most of them are so excited to see what's for lunch and dinner that weekend, something that most of us take for granted! I really appreciate your attention and hope that you'll join me in supporting Backpack Sacks. Any questions?

