

How to Navigate the Murky and Complex World of Foundation Giving

Funding from foundations is a key part of many nonprofit organisations' annual fundraising goals. There are many generous Christian individuals and organisations that are eager to support the Lord's work in Europe and around the world. But interacting with foundations can be tricky. Different foundations have different requirements for grant applications, different expectations for follow-up reporting, and different personalities on the boards. How can a ministry organisation successfully navigate the sometimes murky and always complex world of foundation grantmaking? If you are seeking a grant from a foundation, thinking about applying for a grant, or have ever received a grant, this workshop is an essential guide as you work toward collaboration with grantmaking organisations.

Jeremy Taylor spent much of his professional life in Christian publishing, working as an editor at Tyndale House Publishers for nearly twenty years, assisting many of the industry's top authors in making their messages clear and compelling. Currently, he serves as president of Tyndale House Foundation, an international organization with partnerships throughout the world, many related to publishing and literature. He has a BA in Communications from Wheaton College and an MA in Intercultural Studies from Fuller Theological Seminary. He and his wife, Nancy, have five children and live in Wheaton, Illinois.

I. What is a foundation?

- a. General definition
- b. Some background—the Tyndale House Foundation story
- c. Types of foundations

II. What is a grant?

- a. Application
- b. Assessment
- c. Allocation
- d. Utilization
- e. Impact measurement
- f. Reporting

III. The biblical model for philanthropy

- a. Giving to receive
- b. Whole-LIFE generosity

- c. Wise stewardship
- d. Compassionate care
- e. Joyful participation
- f. Building (and operating within) a culture of generosity

IV. Putting principles in action—what does a foundation do?

- a. Grantmaking
- b. Programs
- c. Partnership
- d. Other concepts in foundation work and philanthropy
 - i. Donor Advised Funds
 - ii. Trust Based Philanthropy
 - iii. Relational grantmaking

V. What do foundation leaders want you to know?

- a. Working with foundations is not as complicated as it seems
- b. “We’re here to help” and other frightening sayings
- c. Board dynamics
- d. Striving for genuine partnership (negotiating your non-negotiables)

VI. What should you expect to contribute to a foundation partnership?

- a. Expectations, ideals, and reality
- b. The NGO’s side of due diligence
- c. Honesty, transparency, and accountability
- d. Dealing with disappointment

VII. What's the next step?

- a. Confident humility
- b. Self-assessment
- c. How to ask for help
- d. Applying for your first (or next) grant

VIII. Eight principles for a fruitful partnership

- a. Always start with a relationship
- b. Strive for biblical equity
- c. Build consensus
- d. Partnership should be field-driven and vision-driven, not fund-driven
- e. Be humble and ask questions
- f. Observe what God is doing
- g. Ask God what he wants you both to do
- h. Remember Jesus is the center

Recommended Reading

Christopher M. Hays, *Renouncing Everything: Money and Discipleship in Luke*, Paulus Press, 2016.

Henry Kaestner, J. D. Greer, and Chip Ingram, *Faith Driven Entrepreneur: What It Takes to Step into Your Purpose and Pursue Your God-Given Call to Create*, Tyndale, 2021.

Rob Martin, *When Money Goes on Mission: Fundraising and Giving in the 21st Century*, Moody Publishers, 2019.

Scott Morton, *Funding Your Ministry: A Field Guide for Raising Personal Support* (3rd edition), NavPress, 2017.

John Rinehart, *Giving Together: An Adventure in Generosity*, Reclaimed Publishing, 2018.