



*Helping Nonprofits and Funders
Nationally With All Grant Needs*



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Where We Are Headed



While we will happily present to your administration or board any time of year, we have a few locations on our calendar, and appointments are filling up quickly. Contact us today for an in-person meeting

Cari Campbell & Associates, LLC Newsletter

Dear Cari,

Exciting things are happening at Cari Campbell & Associates, LLC! In the last few months, we have helped nonprofits across the United States gain over a quarter of a million dollars in grant funding to support their valuable missions. Further, our team has written for another half a million dollars (plus) that is still pending. We continue to grow, add wonderful professionals to our team, and gain outstanding clients we thoroughly enjoy working with on a daily basis. I couldn't be prouder of the team of mission-driven specialists we have comprised in our Dubuque, Iowa, headquarters and in both our newly launched Washington branch based just outside of Seattle and Arizona branch based near Phoenix.

Additionally, in the last month CC&A associates have had the privilege of meeting many outstanding nonprofit executives at the Leading Age Annual Conference in Washington D.C. We are excited to grow more ingrained into the specialty niche of geriatric health and communities; one arm of CC&A has become solely dedicated to this mission in 2011.

In an effort to educate and better serve our current and prospective clients, I welcome you to this new monthly publication comprised of monthly blogging by our Associates, an introduction and showcase of one valuable nonprofit we are working with, and helpful grant information. I hope you enjoy this monthly publication. Moreover, I hope you find it beneficial as you work toward achieving your grant-funding goals.

All the Best,

Cari Campbell, J.D.
Owner / Lead Consultant

to learn how we can help you achieve your grant goals (no strings attached):

Seattle: Nov & Dec
Phoenix: Nov & Dec
Chicago: Nov 16-17
Dallas: Nov 22-23
Florida: Dec 5-8

A Few Recent Grant Success to Share



\$2,000 - Blanket Warmer for Cancer Center

\$5,500 - Low-Income Child Immunizations

\$1,079 - Pediatric Therapy Equipment

\$42,000 - Elderly Program

\$2,000 - Diabetes Education

\$11,500 - Educational Camps

\$Various - General Operating Dollars

\$10,000 - Domestic Violence Program

\$100,000 - Capital Campaign (Building)

\$2,020 - Literacy Program

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Nonprofit Sustainability From the Inside Out

In this day and age of reduced government grant funding, heightened poverty, and increased grant requests received from private and corporate foundations, it is crucial that nonprofits seriously reexamine their various organizational components since, to a funder, nonprofit sustainability involves more than just financial capacity.

[Read On.](#)



Nonprofit Showcase: Scott Helping Children; Gilbert, Arizona

Scott Helping Children is a nonprofit service-learning organization that provides educational programs to young people from kindergarten to high school. Based out of Gilbert, Arizona, and founded and directed by Colleen Walski after her son's passing, this organization is one we have grown to admire for its mission, passion, and exceptional leadership. We had a chance to ask Colleen a few questions this month:



Colleen Walski, Executive Director of Scott Helping Children, with son Scott (1979-2007).

Q. How did you develop SHC's Impact! program?

A. Inspired by Scott's love for children and his deep desire to make an impact, the SHC Foundation was formed just two days after his passing. It was over the two years that followed that clear purpose was discovered through our own community outreach activities. In an interesting turn of faith, we were presented with an opportunity to support a group of 7th & 8th Grade students who ultimately led us to the discovery and definition of the Impact! service learning program that we have in place today. Our unique approach was developed through intuitive skills gained by our own life experiences, a shift in perspective, and drawing upon a strong and diverse business background. Shortly after our program began, we were pleasantly surprised by the notification that our foundation was being recognized as a Registered National Service Learning Partner. We presently have 200 young people participating in service learning projects that actively integrate meaningful community service with instruction and reflection. Our pending reservation list for program

participation in the 2012/2013 school year includes expanded service requests with current Learning Partners in addition to 10 public elementary schools having an average of 1,600 students per school. Needless to say, it has been an amazing and exciting few years!

Q. What is one of your biggest accomplishments over the past year?

A. Without hesitation, the answer is "partnerships"; while we have many areas within the program to be proud of, it is our collaborative efforts with community members, young people, and educators that build our successful program foundation. Our partnership offers a creative mix-and-match approach to the old-style of giving-to-charities with an impactful community service strategy that addresses the increasingly complex social problems in our world today. It's personal for us... We recognize that everyone has a busy schedule, but we have turned what appears to be a problem, into an opportunity. Leveraging a large network of resources, we basically connect the dots for everyone to see how their personal contribution, however small or large, matters when we work together.

Q. What changes do you see occurring in the next year?

A. Our focus over the next year is to effectively manage growth while maintaining high program standards. The demand for the Impact! program far exceeded our initial expectations, resulting in the need to more rapidly position for increased financial support, staffing, and physical relocation. We are attracting lots of great attention right now; many organizations and individuals are offering support in the form of volunteer services and storage space. However grateful we are for their interest, our efforts remain fragmented as we skillfully balance dedicated program volunteers with other full-time positions they hold; in addition to the lack of a physical location due to financial constraints.

Ethics in the Grant Industry

Ethics are involved in most professions, and the nonprofit grant profession proves no exception. We are faced daily with decisions of honesty, integrity, and moral fiber. One question that is asked to our Outreach Associates on almost every visit with prospective clients is whether we will accept our fees to be paid on a contingency or percentage basis.

[Read On.](#)