

They're Just Not *That* Into You

Following Up to Declined Grants

Facilitated by:

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*NO is the beginning of
a beautiful relationship.*

– Tony Silbert

*NO has several meanings, many of which have
positive future implications.... This small word
does not necessarily mean “no” forever.*

- Rebecca Vermillion Shaw

We Regret to Inform You...

“We carefully reviewed your application”

“The decision was a difficult one”

“We have every respect for your work.”

“The application process was very competitive.”

“Our funding was limited.”

“We wish you success in finding other funding.”

“The Trustees decided to go in a different direction”

It's NOT all about YOU!

Many factors may have contributed:

- Organization reputation
- Project design
- Relationships
- External environment
- Economic factors
- Other applicants



Why Follow Up?

- Evaluate which factors led to decline and what you can improve for the future
- Valid reason to communicate with funder
- Opportunity to see if this relationship is worth time of organization AND funder
- Shows you care and are doing your due diligence as a grants professional
- Learn how to work with funder better

When to Follow Up?

- Should you **ALWAYS** follow up on declines?
- Are there times when you decided **NOT** to follow up? Why?

How to Follow Up?

- Do your research
- Respect the funder's preferences
- Keep it positive and be gracious!



Informal Follow Up

“We do not respond to inquiries as to why an organization was not selected to receive funding, due to the high volume of funding requests received.”

- Use your connections
 - Board members
 - Colleagues
- Other creative ideas?

Get Feedback About:

- Project: design, sustainability, budget, evaluation, partnerships, timing, other funding/support, service area
- Presentation
- Organization
- Fit with foundation's priorities/giving capacity
- Timing
- Other organizations funded

Questions to Ask

- Do you have any suggestions for strengthening this proposal?
- What impressed you/stood out about the projects you funded?
- Can/should we resubmit? When?
- Are you aware of other funders who might be interested in this project?

What helpful information did you learn when following up after a decline?

Have you heard from a funder that following up on a declined request was noted/noticed and given consideration for future successful requests?

Questions?

Comments?

