

## GLOSSARY OF TERMS

**Affiliate Organization** – A charitable entity that undertakes a formal arrangement with a partner serving a charitable need.

**Capital Request** – A planned undertaking to purchase, build or renovate a space or building, or to acquire equipment.

**Corporate Grants** – Financial support given to nonprofit organizations through varied types of charitable efforts of for-profit entities.

**Diversity Equity & Inclusion Statement** – a statement explaining an organization’s experiences and commitments to diversity. It may include the values related to diversity, the organization’s experiences working with diverse populations and the organization’s future-plans related to inclusivity. Also known as a DEI statement, or Diversity Statement.

**Endowment Funds** – a permanent financial asset, typically held by a non-profit organization, which contains capital investments and related earnings with a percentage of the annual earnings used by the non-profit organization for a specific, charitable purpose.

**Federated Campaigns** – Funds contributed from a variety of sources and dispersed broadly throughout the community. The best-known federated campaign is the United Way.

**Fiscal Sponsor** – A Fiscal Sponsor is a nonprofit, tax-exempt organization that acts as a sponsor for a project or group that does not have its own tax-exempt status.

**Foundation Grants** – Financial support given by a public or private charitable organization to further charitable efforts.

**Government Grants** – Financial support given by a unit of government to charitable organizations.

**In-Kind Support** – A contribution of equipment/materials, time, and or services that the donor has placed a monetary value on for tax purposes.

**Letter of Inquiry** – a letter that introduces an organization to a prospective funder and tries to convince the funder that the organization is a good fit, that its mission aligns with theirs, and that working together would have a positive impact on the community.

**Operational Support** – A grant given to cover an organization’s day-to-day expenses such as salaries, utilities, office supplies, etc.

**Outcomes** – The changes in (or benefits achieved by) individuals or communities due to the existence of programs, projects, or activities. This may include changes to participants’ knowledge, skills, values, behavior, or condition of status. In general, outcomes are described in quantitative or qualitative terms.

**Quantitative (or Measurable) outcomes** are changes or benefits that can be measured or counted and expressed with a numerical value. For example, 30 of the 40 third-grade students participating in the literacy program will increase their reading level by one grade level.

**Qualitative outcomes** are changes or benefits that refer only to the characteristics of something being described, rather than exact numerical measurement. Qualitative changes can be observed (or detected through the senses) and are generally described in a narrative form. For example, the mother of a student participating in the literacy program stated that her daughter no longer feared reading aloud in class now that she could read at the same level as her classmates.

**Program** – An organized set of services designed to achieve specific outcomes for a specified population that will continue beyond the grant period.

**Project** – A planned undertaking or organized set of services designed to achieve specific outcomes that begins and ends within a specified time-period. (A successful project may become an ongoing program.)

**Sponsorship** – A cash or in-kind payment to an organization in return for a marketing benefit (i.e., signage, television, radio, print or online advertising, etc.) or an entertainment opportunity.

**Supporting Organization** – Charities that carry out their exempt purposes by supporting other exempt organizations, usually other public charities. The key feature of a supporting organization is a strong relationship with an organization it supports. Examples of supporting organizations are University endowment funds and organizations that provide essential services for hospital systems. Supporting Organizations have a 509(a)(3) status and are classified as Type I, Type II or Type III. For more information about supporting organizations, visit [www.irs.gov](http://www.irs.gov).