**The ABCs of Grants**

Presented by Sue Metz for NJ Choral Consortium

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| **Abbreviations** | |
| FEIN Federal Employer Identification Number – IRS |  |
| NAICS North American Industry Classification System |  |
| 711130 Musical Groups and Artists |  |
| NGO Non-governmental organization - outside USA |  |
| NJ Business Entity Identification Number – all businesses |  |
| <https://www.njportal.com/dor/businessrecords/> |  |
| NJ Charities Registration Number – nonprofits |  |
| <https://www.njconsumeraffairs.gov/charities> |  |
| NTEE National Taxonomy of Exempt Entities |  |
| A6BSinging & Choral Groups |  |
| RFP Request for Proposal |  |
| SIC Standard Industrial Classification |  |
| 79290102 Classical music groups or artists |  |
| UEI Unique Entity Identifier – Federal grants & contracts |  |

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| **Documents** | |
| IRS Tax Exempt Organizations 501(c)(3) approval letter |  |
| <https://www.irs.gov/charities-non-profits/tax-exempt-organization-search> |  |
| IRS 990 Tax Exempt Organizations tax return |  |
| <https://candid.org/research-and-verify-nonprofits/990-finder> |  |
| NJ Charities Registration Bureau screenshot or CHI form |  |
| <https://www.njconsumeraffairs.gov/charities> |  |

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| **Grantee Types** | |
| Artist |  |
| Business |  |
| Charity |  |
| Enterprise |  |
| Entrepreneur |  |
| Fiscal sponsor |  |
| Nonprofit organization |  |
| Not-for-profit corporation |  |
| Performing organization |  |
| Presenting organization |  |

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| **Grantor Types** | |
| Community bank |  |
| Community foundation |  |
| Donor-advised fund |  |
| Family foundation |  |
| Government |  |
| Grantmaker |  |
| Grantor |  |
| Non-operating foundation |  |
| Operating foundation |  |
| Philanthropist |  |
| Public |  |
| Private |  |

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| **Grant Types** | |
| Capacity building |  |
| Capital project |  |
| Charitable contribution |  |
| Community reinvestment |  |
| Corporate social responsibility |  |
| Creative placemaking |  |
| Donation |  |
| Education |  |
| Endowment |  |
| GOS General operating support |  |
| Program support |  |
| Project support |  |
| Scholarship |  |
| Sponsorship |  |

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| **Grant Specifications** | |
| Criteria |  |
| Eligibility |  |
| Guidelines |  |
| Policies |  |
| Priorities |  |
| Scoring |  |

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| **Application Components** | |
| Activities |  |
| ADA Americans with Disabilities Act Plan |  |
| Application |  |
| Board affiliations |  |
| DEI or DEAI  Diversity, Equity, Accessibility, Inclusiveness |  |
| Evaluation |  |
| Goals |  |
| History |  |
| Inputs |  |
| LOI Letter of inquiry |  |
| Logic model |  |
| Measurement |  |
| Mission |  |
| Narrative |  |
| Need |  |
| Objectives |  |
| Outcomes |  |
| Outputs |  |
| Sustainability plan |  |

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| **Finances** | |
| Administrative expenses |  |
| Admissions |  |
| Annual budget |  |
| Assets |  |
| Audit |  |
| Cash reserves |  |
| Concessions |  |
| Contracted services |  |
| Contributions |  |
| Corporate support |  |
| Deficit |  |
| Direct costs |  |
| Donations |  |
| Earned income |  |
| Eligible costs |  |
| Endowment |  |
| Financial statement |  |
| Fiscal sponsor |  |
| Foundation grants |  |
| Government grants |  |
| Indirect costs |  |
| In-kind |  |
| Operating budget |  |
| Operating expenses |  |
| Personnel |  |
| Private support |  |
| Program expenses |  |
| Project budget |  |
| Revenue |  |
| Salary |  |
| Surplus |  |
| Unearned income |  |

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| **Personnel** | |
| Contractor |  |
| Consultant |  |
| Employee |  |
| Member |  |
| Pro bono |  |
| Professional |  |
| Staff |  |
| Stipend |  |
| Volunteer |  |

**Online Resources**

Form 990 – Grantor tax returns <https://www.erieri.com/form990finder>

Grant announcements newsletter <https://grantstation.com/>

Grantors database <https://candid.org/>

Learning about grants <https://learning.candid.org/>

Grantsmanship Center <https://www.tgci.com/>

In-kind dollar value

<https://middlesex.smapply.io/protected/resource/eyJoZnJlIjogMTA0MDc0OTU2LCAidnEiOiAxMzYxNjl9/>

Logic model

<https://extension.psu.edu/the-role-of-outputs-and-outcomes-in-grant-writing>

Economic impact of the arts

<https://www.forbes.com/sites/timothyjmcclimon/2023/10/16/the-economic-impact-of-local-arts-and-culture-businesses/?sh=37876fa625aa&fbclid=IwAR238GECcot3GYYv8j0smJBOLxP6fQKcVM4UznySyjBHubIVP44zd5aPeLY>

Nonprofit fundraising blog

<https://www.bonterratech.com/blog>

ADA resources

<https://njtheatrealliance.org/cultural-access-resources/>