



OUTCOME FUNDING

**A New Approach
to Targeted Grantmaking**

by
Harold S. Williams,
Arthur Y. Webb and William J. Phillips

- Third Edition -

Outcome Funding A New Approach To Targeted Grantmaking

Colin Austin, Robert Giloth



Outcome Funding A New Approach To Targeted Grantmaking:

Outcome Funding Harold S. Williams, Arthur Y. Webb, William J. Phillips, 1993 At all of its levels a primary function of government is to give out money Government funds many groups to carry out public purposes This book presents a new approach which shifts funding to investment It replaces the traditional Request for proposal process with a sharp focus on key investor questions What are we buying they no longer have to write one long document to get money another to spend it The framework presented has been tested in a number of states local governments throughout the US Authors are Harold S Williams President of The Rensselaerville Institute Arthur Y Webb President Chief Executive Officer of the Village Care of NY William J Phillips Vice President Chief Operating Officer of Programs Products at The Rensselaerville Institute Web site is www.tricampus.org

The Nonprofit Manager's Resource Directory Ronald A. Landskroner, 2002-04-30 A newly revised and updated edition of the ultimate resource for nonprofit managers If you re a nonprofit manager you probably spend a good deal of your time tracking down hard to find answers to complicated questions The Nonprofit Manager s Resource Directory Second Edition provides instant answers to all your questions concerning nonprofit oriented product and service providers Internet sites funding sources publications support and advocacy groups and much more If you need help finding volunteers understanding new legislation or writing grant proposals help has arrived This new updated edition features expanded coverage of important issues and even more answers to all your nonprofit questions Revised to keep vital information up to the minute The Nonprofit Manager s Resource Directory Second Edition Contains more than 2 000 detailed listings of both nonprofit and for profit resources products and services Supplies complete details on everything from assistance and support groups to software vendors and Internet servers management consultants to list marketers Provides information on all kinds of free and low cost products available to nonprofits Features an entirely new section on international issues Plus 10 bonus sections available only on CD ROM The Nonprofit Manager s Resource Directory Second Edition has the information you need to keep your nonprofit alive and well in these challenging times Topics include Accountability and Ethics Assessment and Evaluation Financial Management General Management Governance Human Resource Management Information Technology International Third Sector Leadership Legal Issues Marketing and Communications Nonprofit Sector Overview Organizational Dynamics and Design Philanthropy Professional Development Resource Development Social Entrepreneurship Strategic Planning Volunteerism

Results that Matter Paul D. Epstein, Paul M. Coates, Lyle D. Wray, David Swain, 2006-02-10 Today s communities whether they are currently strong or struggling to survive face difficult challenges if they want to be tomorrow s healthy vibrant communities The challenge for leaders and citizens of modern communities is not just to solve specific problems today Their real challenge is to keep learning from their experience so they can keep improving their communities tomorrow Results That Matter will provide a new governance framework for using valuable tools of community improvement especially performance measurement and

citizen engagement to empower communities to achieve the outcomes their citizens most desire Government and nonprofit managers will learn how to combine these tools in new ways not only to achieve one time improvement of their organizations and communities but to foster continual community renewal and improvement The benefits and practicality of the framework and related practices will be reinforced by case examples from 25 communities across the country The book will offer how to guidance to public and nonprofit managers including promising practices for effective communities and new roles for citizens community leaders and managers

Grants for Medical Research Jones Williams Jones,1997 f *Market-Based Governance* John D. Donahue,Joseph S. Nye,2004-05-26 A Brookings Institution Press and Visions of Governance for the 21st Century publication The latest in a series exploring twenty first century governance this new volume examines the use of market means to pursue public goals Market based governance includes both the delegation of traditionally governmental functions to private players and the importation into government of market style management approaches and mechanisms of accountability The contributors all from Harvard University assess market based governance from four perspectives The demand side deals with new revised or newly important forms of interaction between government and the market where the public sector is the customer Chapters in this section include Steve Kelman on federal procurement reform Karen Eggleston and Richard Zeckhauser on contracting for health care and Peter Frumkin The supply side section deals with unsettled questions about government s role as a provider rather than a purchaser within the market system Contributors include Georges de Menil Frederick Schauer and Virginia Wise A third section explores experiments with market based arrangements for orchestrating accountability outside government by altering the incentives that operate inside market institutions Chapters include Robert Stavins on market based environmental policy Archon Fung on social markets and Cary Coglianese and David Lazer The final section examines both the upside and the downside of the market based approach to improving governance Contributors include Elaine Kamarck John D Donahue Mark Moore and Robert Behn An introduction by John D Donahue frames market based governance as an effort to engineer into public work some of the intensive accountability that characterizes markets without surrendering the extensive accountability of conventional government A preface by Joseph S Nye Jr sets the book in the context of a larger inquiry into the future of governance

Getting Funded Mary S. Hall,Susan Howlett,2003 The definitive how to guide covering every aspect of writing a grant proposal Drawing on 60 years of experience in the fields of nonprofits grantwriting and grantmaking The authors take the reader step by step through the entire process from planning getting started assessment of capability development of the ideas and finding source solutions to writing and submitting the proposal title pages abstracts the purposes of need procedures evaluations qualifications budget and review submission notifications and renewal Numerous checklists useful websites and other valuable tools help keep the reader informed

Writing Grant Proposals That Win Phale D. Hale,1999-10 This bestseller keeps getting better The author gives you step by step instructions and clear examples of how to write winning grant

proposals Outcome funding Harold S. Williams, Arthur Y. Webb, 1991 At all of its levels a primary function of government is to give out money Government funds many groups to carry out public purposes This book presents a new approach which shifts funding to investment It replaces the traditional Request for proposal process with a sharp focus on key investor questions What are we buying What is the probability we will get it OUTCOME FUNDING asks grant seekers to define their customers their product their performance target The long proposal becomes a short plan as government as well as foundations other donors seek to make their money work as hard as do their people A key gain to grant seekers they no longer have to write one document to get money another to spend it The framework presented has been tested in a number of state local governments throughout the U S Authors are President of The Rensselaerville Institute Director of New York State Division of Substance Abuse Services *The Nonprofit Outcomes Toolbox* Robert M. Penna, 2011-04-04 An invaluable guide to the outcome based tools needed to help nonprofit organizations increase their effectiveness The Nonprofit Outcomes Toolbox identifies stages in the use of outcomes and shows you how to use specific facets of existing outcome models to improve performance and achieve meaningful results Going beyond the familiar limits of the sector this volume also illustrates how tools and approaches long in use in the corporate sector can be of great analytical and practical use to nonprofit philanthropic and governmental organizations An outstanding resource for organizational and program leaders interested in improving performance there is nothing else like this work currently available Shows how to identify and set meaningful sustainable outcomes Illustrates how to track and manage with outcomes Offers guidance in assessing capacity and using outcome based communications Features a companion Web site with the tools found in this book Providing the tools and explanations needed to achieve program success this book is a complete resource for the nonprofit governmental or philanthropic professional striving for greater effectiveness in programs or organizations **The Business of Giving** P. Grant, 2011-12-06 The Business of Giving reviews current thinking and surveys the key techniques any philanthropist or grantmaker should adopt It also outlines a generic social investment process that can be utilized for all philanthropic or grantmaking programmes Essential reading for all engaged in or with an interest in philanthropy or civil society in general

Mistakes to Success: Learning and Adapting When Things Go Wrong Colin Austin, Robert Giloth, 2010-09-03 Throughout the nonprofit sector successes are celebrated and mistakes tend to be deliberately forgotten But as Mistakes to Success Learning and Adapting When Things Go Wrong makes clear this is a lost opportunity Discussing analyzing and learning from mistakes should be a common practice which can strengthen the work of nonprofits Breaking new ground Mistakes to Success provides a rich collection of revealing essays focused on failures in the field of community economic development The authors leaders in the nonprofit field write with firsthand knowledge about a range of projects including an ethnic marketplace in Chicago a childcare assistance initiative in New York City national workforce development initiatives and an innovative program to help working families purchase affordable used cars These compelling stories provide valuable

insights into what it takes to shape and manage complicated initiatives designed to improve opportunities for lower income people and communities This collection will be a valuable resource for anyone interested in the challenges associated with social innovations including program leaders nonprofit advocates policymakers elected officials foundation officers and members of the public Researchers and practitioners jump at the chance to show their latest program impact results and share best practices Asking them to acknowledge much less discuss their mistakes is like inviting them for a root canal Yet we learn some of our most useful lessons from our mistakes The authors deserve gratitude from those interested in improving the practice of workforce and community development Chris King Director Ray Marshall Center LBJ School of Public Affairs University of Texas at Austin This volume offers a fascinating walk through a variety of social innovation programs that didnt succeed or at least didnt work as planned Key themes such as defining what constitutes success determining when a projects success should be judged balancing or prioritizing among the multiple goals social projects often reach for and building and sustaining organizational capacity are addressed in a variety of contexts providing a rich set of insights for both program leaders and investors Maureen Conway Director The Aspen Institute Workforce Strategies Initiative

Demonstrating Results Rhea Joyce Rubin, 2006 I became a librarian because of my interest in how reading affects people how it can lead to insights and help people transform their lives library services and materials help them in their efforts to change and grow Outcome measurement can assess how well libraries do that Rhea Joyce Rubin from the Preface Library services and programs that not only meet goals but can also demonstrate these results are more likely to secure repeat funding By evaluating and presenting outcomes libraries can document the positive work they do in a concrete way and gain financial support According to Planning for Results expert Rubin outcome measurement lets libraries evaluate how they affect their users quality of life This latest addition to the PLA sponsored Results Series uses familiar task breakdowns along with key terms in a step by step service oriented format so that readers can master the outcome measurement process as they Enhance library programs using evaluation techniques Use and customize the 14 step by step workforms to address unique needs Gather and interpret statistically accurate data to demonstrate outcomes Measure evaluate and present outcomes to attract funding Applying these concepts in examples and in two running case studies an Internet class for seniors and a teen mother tutoring program brings the model to life The Toolkit includes tips on creating evaluations coding data and selecting a sample By assessing the impact of services in users lives public library directors and program managers demonstrate to funding bodies their accountability and the effectiveness of programs thus positioning their libraries to secure maximum funding

Grants for Scholarships Unyoung E. Chang, 1997 Scholarship Funds for Education Institutions

Accountability and Effectiveness Evaluation in Nonprofit Organizations James Cutt, Vic Murray, 2000-07-06 This unique volume provides new perspectives on assessing the performance of nonprofit organizations whilst meeting the information needs of decision makers both internal such as resource providers regulators and clients and

external including boards managers staff and volunteers Whilst most discussions of accountability focus exclusively on financial accountability this title offers a significant contribution to a relatively untouched area by combining the treatment of both evaluation and accountability from a managerial perspective With increased interest in the concept that nonprofit organizations must be accountable this topical volume fills a gap in the literature that postgraduates and scholars of business studies and management will find invaluable *Grantsmanship for Small Libraries and School Library Media Centers* Sylvia D. Hall-Ellis, Doris Meyer, Frank W. Hoffmann, Ann Jerabek, 1999-04-15 Need extra funding for your library or for another educational project Check this handy guide Designed for educators and administrators in school and small public libraries this book is filled with the practical information you need to prepare and execute a successful grant proposal Learn what types of grants are available and which ones are most suitable to your needs then follow the step by step guidelines for locating sources and securing grants A wealth of examples anecdotes and suggestions will help you through the process Also included are an annotated bibliography of resources and lists of helpful Internet sites [Reaching Public Goals](#) Albert Gore, 1998-04 Job well done Your clear user friendly guide certainly fills a void A great resource for people interested in government performance It will be a great resource for state and local practitioners who are grappling with these issues To our knowledge it is unique and should prove helpful to government managers and policymakers This is one of the best most useful guides ever produced This document will be well used Contents web sites publications by organization other publications and resources periodicals and organizations **Cost-and-performance-based Contracting**, 1998

Strategic Tools for Social Entrepreneurs J. Gregory Dees, Jed Emerson, Peter Economy, 2004-01-30 A complete set of tools for applying entrepreneurial strategies and techniques to your nonprofit As a follow up to their book *Enterprising Nonprofits* the authors of *Strategic Tools for Social Entrepreneurs* provide a full set of practical tools for putting the lessons of business entrepreneurship to work in your nonprofit The book offers hands on guidance that helps social sector leaders hone their entrepreneurial skills and carry out their social missions more effectively than ever before This practical and easy to use book is filled with examples exercises checklists and action steps that bring the concepts frameworks and tools to life Detailed explanations of all the tools and techniques will help you personalize and apply them to your nonprofit organization making it stronger healthier and better able to serve the needs of our communities Praise for *Strategic Tools for Social Entrepreneurs* I search constantly for resources that can help provide insight and guidance to take Teach For America to a higher level *Strategic Tools for Social Entrepreneurs* does this and more The book takes the best practices of for profits and social enterprises and adapts them to the needs of entrepreneurial mission driven nonprofits *Strategic Tools for Social Entrepreneurs* is a tremendous contribution to social entrepreneurs and to the nonprofit sector many thanks to the authors for identifying this need and filling it Wendy Kopp Founder and President Teach For America All of the royalties from this book will be used by the Ewing Marion Kauffman Foundation to support continuing work on social entrepreneurship **Education**

3.0 and eLearning Across Modalities Borden, Jeff D., 2021-08-20 For many years there has been a quest to discover the best teaching and learning methods in order to strengthen the classroom and the mind Researchers now know more than ever before about the brain's impact on learning historical triggers that lead to deep learning and how to scale education with technology Yet much of what is known is underutilized in the classrooms of today if leveraged at all Education 3.0 and eLearning Across Modalities showcases effective practices based on innovative initiatives research and practitioner experiences from the past two decades The effective practices of multi-modal learning which are well known to practitioners but largely unknown to the general academic are explained in detail while making each technique approachable and attainable regardless of institution size or modality Covering topics such as distance learning modern learning technologies and learning innovation this book is essential for teachers educational software developers IT consultants instructional designers curriculum developers graduate students undergraduate students academicians administrators higher education faculty and researchers

Strategic Giving Peter Frumkin, 2008-09-15 The philanthropic landscape is changing dramatically as a new generation of wealthy donors seeks to leave its mark on the public sphere Peter Frumkin reveals in Strategic Giving why these donors could benefit from having a comprehensive plan to guide their giving And with this thoughtful and timely book he provides the much needed framework to understand and develop this kind of philanthropic strategy After listening for years to scores of individual and institutional funders discuss the challenges of giving wisely Frumkin argues here that contemporary philanthropy requires a thorough rethinking of its underlying logic Philanthropy should be seen he contends as both a powerful way to meet public needs and a meaningful way to express private beliefs and commitments He demonstrates that finding a way to simultaneously fulfill both of these functions is crucial to the survival of philanthropy and its potential to support pluralism in society And he goes on to identify the five essential elements donors must consider when developing a philanthropic strategy the vehicle through which giving will flow the way impact will be achieved the level of engagement and profile sought the time frame for giving and the underlying purpose of the gift Frumkin's point is that donors must understand strategic giving as the integration of these five critical dimensions to giving Essential reading for donors researchers and anyone involved with the world of philanthropy Strategic Giving provides a new basis for understanding philanthropic effectiveness and a promising new way for philanthropy to achieve the legitimacy that has at times eluded it

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Outcome Funding A New Approach To Targeted Grantmaking Introduction

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