**MIDDLESEX CANAL ASSOCIATION MUSEUM BUILDING PROJECT**

**Report compiled by Ruth Roper at the request of Thomas Raphael,**

**February 2014**

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**GENERAL FUNDRAISING SUGGESTIONS**

**AND FOUNDATION GRANT PROSPECTS**

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**GENERAL FUNDRAISING SUGGESTIONS**

1. Create a Fundraising Plan, which should include the following:

1. Grant proposals. Tom Raphael has submitted (separately) a working plan for a committee to work on this. The prospects for large (over $100,000) grants are very few, so many small grants will need to be written in addition to whatever large grants are suitable. A realistic evaluation of what can be raised through grant writing should be part of the overall fundraising plan.
2. Donations from Business, and Corporations. Targeted appeals, by phone, mail, and in-person.
3. Philanthropists. Direct requests to persons of means known to MCA Board members.

d) Large Individual Donations from the Board of Directors, membership, and community**.** Those who feel passionate about this project should be challenged to dig deep to make it happen. Many small museums are powered by the vision of its founder(s), who sustain it with large (six-figure and more) contributions.

e) Local elected and commissioned officials**.**  Solicit town/city/county/state participation and expense sharing.

f)Fundraising events. These tend to require significant time and energy with minimal profit, but double as community-builders and opportunities to reach out to and harness energy from the wider community.

g) Crowd-sourcing appeals such as Kickstarter or IndieGo.

2. Solicit advice and leads from colleagues

To gather leads for all of the above, members of the fundraising committee should systematically call neighboring museums & similar who have accomplished building projects, and ask how they raised their funds and from whom. Once leads are collected, committee members or a secretarial assistant will research the leads and take action.

3. Consult with experienced Museum and Grants Professionals

The Board should seriously consider hiring a professional grant writer or museum consultant to guide (or at least launch) this process. Such a professional would have connections and experience to help the committee focus on appropriate projects, and work efficiently.

4. Conduct a Feasability Study

I would very strongly urge the Board to conduct a Feasability Study for this project. (Some small grants are available for such studies, which cost in the range of $4,000 - $10,000.) This step would be invaluable for setting an appropriate course based on professional advice, reality-checks, and clarification of best-practices in the field. It also reassures a potential donor that your funding requests are part of a feasible, appropriate Strategic Plan.

**TOP GRANT PROSPECTS**

My research\* focused on foundation grants, as compared to government (federal or state) grants, which should be researched separately by someone familiar with that complex process. Only a few high-potential grants emerged as suitable for this project. Several others, while not apparently promising from their online profile, were recommended by board members, and their connections may prove helpful. Summaries are below, and details can be found in the appended “Grant Prospect” files.

\* *I began this project by taking two courses on grant research and writing offered by Northern Essex Community College at their Riverwalk campus in Lawrence. I would highly recommend them to other committee members. They are inexpensive, well-organized, and pack as much into their 3-hours as many courses do in several days.*

*There are follow-up privileges such as free use of the Foundations Center database (at their site in Danvers), a vital source which is costly to subscribe to individually. It is from this database that my prospects were drawn, by searching keywords such as: museum, historical, preservation, building, restoration.*

[*http://www.necc.mass.edu/academics/courses-programs/non-credit/bus-skills/grants-research-and-writing/*](http://www.necc.mass.edu/academics/courses-programs/non-credit/bus-skills/grants-research-and-writing/)

***Prospect: A*** *(strongest) to* ***D*** *(unlikely)*

**1**. **Bloomberg L.P. Corporate Giving Program D ??**

(Note: there are at least 4 Bloomberg family foundations. All are invitation only.)

Their website is discouraging (“by invitation only”; mainly NY; very high standards for arts organizations; no portal to access an application). However, Betty Bigwood did contact them in 2012 and was encouraged to send a proposal. This connection should be renewed, clarification requested about what they require from us, and a focused proposal sent.

Potential for large grant, although local orgs hoping for Medford connection have not had great success.

*See appended file: MCA Bloomberg Philanthropies Prospect=??.docx*

*URL: www.bloomberg.org*

**2. Cummings Foundation (“One World”) “$100,000 for 100” grant A**

**and new “priority” $10million to 10 local organizations A**

An extraordinary grant, with 100 grants of $100,000 given annually to organizations in Cummings’ home region, surrounding Woburn MA. The deadline for 2014 has passed, but this should be a top priority for the January 2015 deadline.

A new grant, which will distribute $10 million to local organizations, is by invitation only. Research should be done to learn how to be considered.

*See appended file: MCA Cummings Foundation Prospect=A.docx*

*URL: www.Cummingsfoundation.org*

**3. Koch Foundations: D,** but included at request of Tom

Raphael, as he has personal connection

**Charles Koch Foundation**  Wash DC & VA. Supports academic and public policy research directed at free

Markets and “science of liberty.” (Possible link-in.) Does not fund capital

construction.

*See appended file: MCA Koch (Charles) Prospect=d.docx*

*URL:* [www.cgkfoundation.org](http://www.cgkfoundation.org" \t "_blank)

**The Fred C. and Mary R. Koch Foundation, Inc.**

Kansas projects only.

*See appended file: MCA Koch (Fred & Mary) Prospect=d.docx*

*URL:* [www.fmkfoundation.org](http://www.fmkfoundation.org/" \t "_blank)

**David H Koch Foundation**

Wash DC & NY. Only “pre-selected organizations.”

*See appended file: MCA Koch (David) Prospect=d.docx*

*URL: [www.kochfamilyfoundations.org/FoundationsDHK.asp](http://www.kochfamilyfoundations.org/FoundationsDHK.asp" \t "_blank)*

Prospects: huge, strings attached; Tom Raphael’s connection only possibility.

**4. American Express Foundation A**

National foundation. Funds historic preservation. Potential: $5000- million+

*Note: There appears to be both a Foundation and a Charitable Trust, but web links seem to lead to the same place.*

*See appended file: MCA American Express Fndtn Prospect=A.docx*

URL: [about.americanexpress.com/csr/?inav=about\_CorpResponsibility](http://about.americanexpress.com/csr/?inav=about_CorpResponsibility" \t "_blank)

**5. Bafflin Foundation**  **A ?**

Providence-based. Funds almost exclusively land trusts, but some building renovation. Total millpond project may appeal to them.

Potential: $25K-$300K.

*See appended file: MCA American Express Fndtn Prospect=A.docx*

**6. Richard K. & Nancy L. Donahue Charitable Foundation A**

Small amounts, but local Lowell emphasis.

Potential: $500-$40,000

*See appended file: Donahue, Richard&Nancy Charitable Fndtn Prospect=A.docx*

**7. Jaharis Family Foundation, Inc. A**

Large multi-state grants. Museums, buildings OK.

Potential: $200 – over $3 million (to Tufts)

*See appended file: Jaharis Family Fndtn Prospect=A.docx*

**8. Grayce B. Kerr Fund Inc. A**

Large multi-state grants. Mostly MD but some MA; mostly education, but some museum. Specifies maritime museum (and largest grant is to Islands Institute in Maine) so probably a sailing family. Emphasize maritime?

Potential: $5K - $150K

*See appended file: Kerr, Grayce B Fund Prospect=A.docx*

**9. Amelia Peabody Charitable Trust A**

Boston-based trust supports museums and historical “bricks and mortar” building projects. Potential: $3000-$100,000 (probably around $50,000). Deadline: July 1.

*See appended file: MCA Amelia Peabody Charitable Fund Prospect=A.docx*

URL: [www.apcfund.org](http://www.apcfund.org/" \t "_blank)

**10. The Nathaniel and Elizabeth P. Stevens Foundation A**

**and The Abbot and Dorothy H. Stevens Foundations**

Based in North Andover, and stresses Lawrence/Lowell area. Small grants, but local.

Separate foundations, but share address and staff. Best to check if there are differences if applying.

Potential: $5K - $30K.

*See appended file: Stevens, Z&D and N&E Fndtn Prospect=A.docx*

**11. The Fred Harris Daniels Foundation, Inc. A-B**

Another almost exclusively Worcester. Research what that means.

Potential: $500 - $100K but mostly low

*See appended file: Daniels, Fred Harris Fndtn Prospect=A-B.docx*

**12. The George F. and Sybil H. Fuller Foundation A-B**

Massachusetts, especially Worcester. Museums and buildings OK.

Potential: $1K - $200K but mostly low

*See appended file: Fuller, George&Sybil Fndtn Prospect=A-B.docx*

URL: [www.gsfullerfoundation.org](http://www.gsfullerfoundation.org" \t "_blank)

**13. Grayson Family Foundation A-B**

History Museums identified. General/operating support OK.

Potential: $500 - $100,000

*See appended file: Grayson Family Fndtn Prospect=A-B.docx*

**14. Montauk Foundation A-B**

Historic preservation, historical societies, buildings/renovation.

Potential: most under $10K but at least one $100,000.

*See appended file: Montauk Fndtn Prospect=A-B.docx*

**15. Esther Simon Charitable Trust A-B**

Historic preservation, historical societies, buildings/renovation

Potential: $5000 - $50,000

*See appended file: Simon (Esther) Charitable Trust Prospect=A-B.docx*

**16. Stoddard Charitable Trust A-B**

Almost exclusively Worcester area. (??) Focus not exact match; consider adapting to their criteria. March 1 deadline coming up, but others later.

Potential: grants to $325K but most are less. (One is listed as $3!)

*See appended file: Stoddard Charitable Trust Prospect=A-B.docx*

**17. David P. Wheatland Charitable Trust A-B**

Specialized interest in historical scientific instruments. Prefers family-initiated referrals, but perhaps could be approached: “We understand you to be interested in historical scientific instruments…”

Potential: $5,000 - $180,000.

*See appended file: Wheatland (David) Charitable Trust Prospect=A-B.docx*