



GRANT GUIDELINES

Updated May 2023

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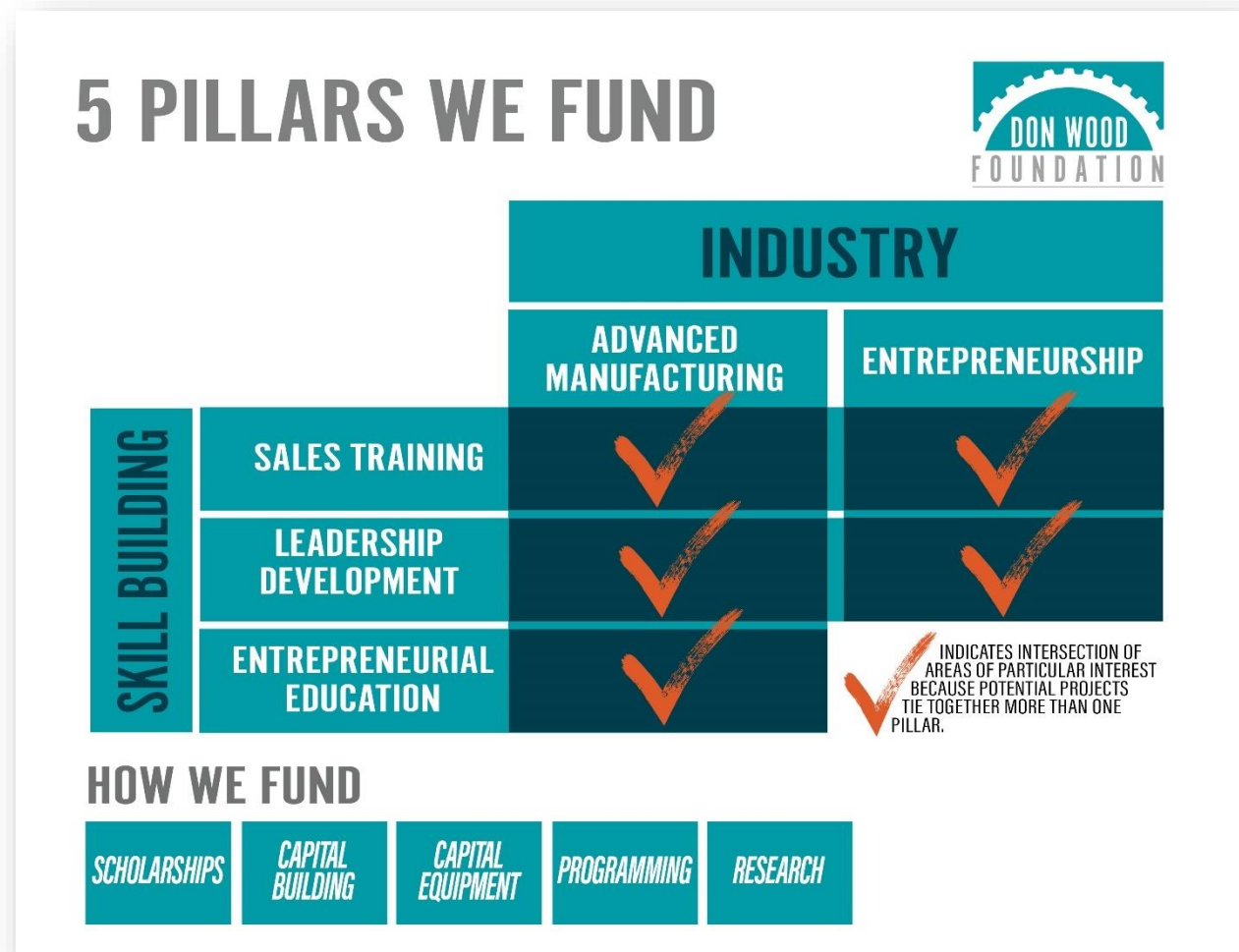
I. ABOUT THE DON WOOD FOUNDATION

The Don Wood Foundation is committed to growing and strengthening the manufacturing sector in the Midwest region. Formerly known as the 80/20 Foundation Trust, the Don Wood Foundation was founded in 2018 by Don Wood, the late founder of 80/20 Inc. Today, the Don Wood Foundation is an independent, private foundation governed by a 7-member Board of Trustees.


II. GRANT PRIORITIES

A. PILLARS

The Don Wood Foundation accepts applications that align with five pillars.



5 PILLARS WE FUND



		INDUSTRY	
		ADVANCED MANUFACTURING	ENTREPRENEURSHIP
SKILL BUILDING	SALES TRAINING	✓	✓
	LEADERSHIP DEVELOPMENT	✓	✓
	ENTREPRENEURIAL EDUCATION	✓	

✓ INDICATES INTERSECTION OF AREAS OF PARTICULAR INTEREST BECAUSE POTENTIAL PROJECTS TIE TOGETHER MORE THAN ONE PILLAR.

HOW WE FUND

SCHOLARSHIPS	CAPITAL BUILDING	CAPITAL EQUIPMENT	PROGRAMMING	RESEARCH
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INDUSTRY PILLARS

1. **Advanced Manufacturing** – includes, but is not limited to, organizations, projects, and programs that:

- Support skill development in and awareness of industrial technology, machine tool technology, engineering technology, and other fields related to advanced manufacturing.
- Support the development of a highly skilled workforce for northeast Indiana manufacturers by researching and aligning industry and workforce needs.
- Provide scholarships for students who are pursuing a degree or credential in fields related to advanced manufacturing.
- Address social determinants and barriers that prevent individuals from accessing training, education, and career opportunities in fields related to advanced manufacturing.

2. **Entrepreneurship** – includes, but is not limited to, organizations, projects, and programs that:

- Support the development of new, scalable businesses in all fields.
- Address social determinants and barriers that prevent individuals from starting a business.

SKILL-BUILDING PILLARS

3. **Sales Training** – includes, but is not limited to, organizations, projects, and programs that:

- Support sales training, credentials, and degrees for university students and adults, especially programs that incorporate best practices and have highly qualified instructors. Applicants should demonstrate that participants benefit by gaining new skills that they can apply to their career development or community service.
- Provide scholarships for students pursuing a degree or credential in sales and related fields.
- Address social determinants and barriers that prevent individuals from pursuing a degree or credential in sales or a related field.
- **Note:** The Don Wood Foundation does not fund professional development for individuals (i.e., an employer sending employees to a conference for the company's benefit.) Applicants should be able to demonstrate how their program benefits the broader community and aligns with industry needs.

4. **Leadership Development** – includes, but is not limited to, organizations, projects, and programs that:

- Provide leadership development opportunities for teens, university students, and adults, especially those that incorporate best practices and have highly qualified instructors. Applicants should demonstrate that participants benefit from the leadership development programs by gaining new skills that they can apply to their career development or community service.
- Integration of leadership skills in programs and activities that engage young children.

- Provide scholarships for students pursuing a degree or credential in leadership and related fields.
- Address social determinants and barriers that prevent individuals from pursuing a degree or credential in leadership or a related field.
- **Note:** The Don Wood Foundation does not fund professional development for individuals (i.e., an employer sending employees to a conference for the company's benefit.) Applicants should be able to demonstrate how their program benefits the broader community or aligns with industry needs.

5. Entrepreneurial Education – includes, but is not limited to:

- Organizations and programs that provide entrepreneurial skills for teens, university students, and adults, especially those that incorporate best practices and have highly qualified instructors. Applicants should demonstrate that participants benefit from the program by gaining new skills that they can apply to their career development or community service.
- Provide scholarships for students pursuing a degree or credential in entrepreneurship and related fields.
- Address social determinants and barriers that prevent individuals from pursuing a degree or credential in entrepreneurship or a related field.
- **Note:** The Don Wood Foundation does not fund professional development for individuals (i.e., an employer sending employees to a conference for the company's benefit.) Applicants should be able to demonstrate how their program benefits the broader community or aligns with industry needs.

B. TYPES OF REQUESTS

The Don Wood Foundation accepts one-year and multi-year requests for:

- Scholarship Programs*,
- Capital Building,
- Capital Equipment,
- Programming, and
- Research.

*The Don Wood Foundation supports organizations that oversee scholarship programs. The Don Wood Foundation does not offer scholarships to individuals at this time.

Typical grantees include but are not limited to:

- Career academies,
- Community colleges,
- Community foundations,
- Entrepreneur Support Organizations (ESOs),
- K-12 public and private schools,
- Nonprofit organizations,
- Technical colleges,

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- Trade schools,
- Universities, and
- Vocational schools.

The Don Wood Foundation does not support the following:

- Advocacy groups,
- Lobbying,
- Political elections,
- Annual funds,
- Endowments or endowed funds,
- General operating expenses,
- Reimbursement to individuals to attend conferences or seminars,
- For-profit needs,
- Individuals or private foundations,
- Religious organizations, except for non-sectarian activities,
- Tickets and goodwill advertising, or
- Organizations that discriminate by age, race, national origin, ethnicity, color, creed, sexual orientation, gender, or disability.

The Don Wood Foundation rarely supports the following:

- General operating expenses within a program request without a plan for long-term financial sustainability beyond the grant period. General operating expenses include salaries and fees, contractors, rent or mortgage payments, utilities, space rental, promotion and marketing, printing, security, insurance, and building maintenance.
- Activities and expenses typically covered by state or federal grant dollars
- Activities and expenses outside of the grant period (i.e., funds already expensed for the project before the beginning of the grant)
- Activities that are solely for the purpose of fundraising or marketing

Returning grantees may request funds for a program or project that was previously supported by the Don Wood Foundation. Because the Don Wood Foundation does not support annual funds or general operating expenses, the grantee should be prepared to describe how the funds will not be used as such. Returning grant seekers should be prepared to describe:

- How they have implemented leading indicators and lagging outcomes from prior applications and reports, and what they have done in response to their results; an
- How they plan to improve or expand the program or project in the future.

C. DEMOGRAPHICS

The Don Wood Foundation accepts applications from organizations serving youth and adults. Applicants are asked to describe which age ranges they serve through their programming from the list below.

- Preschool through 5th Grade
- Middle School (6th – 8th Grade)
- High School (9th – 12th Grade)
- Young Adult (Traditional College Age)
- Adult (23+ or Non-Traditional)

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FILLING THE FUNNEL

Applicants should be prepared to explain how their proposed project or program meets the needs of the people they serve and contributes to the development of a highly skilled workforce through advanced manufacturing and technical education, entrepreneurship, sales training, leadership development, and entrepreneurial education. Please see the “Filling the Funnel” graphic on page 5 for considerations about age-appropriate content.



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III. ELIGIBILITY REQUIREMENTS

A. ORGANIZATION TYPE

Applicants must be a 501c3 nonprofit organization, a unit of state or local government, or an institution of higher education.

A 501c3 organization may act as a fiscal agent for an organization that has not secured its federal tax-exempt status.

B. IN GOOD STANDING

To receive funds from the Don Wood Foundation, the applicant must maintain good standing during the grant period. A grant applicant is in good standing if it:

- Does not have overdue or unresolved Final Grant Reports with the Don Wood Foundation,
- Accurately represents its organization and activities in all documents submitted to the Don Wood Foundation. This includes, but is not limited to, the LOI/Grant Ideas Form, Grant Application, Grant Agreement, Interim Reports, and Final Reports,
- Continues to meet the eligibility criteria, and
- Complies with all federal, state, and local laws and ordinances, including but not limited to those that prohibit discrimination on the basis of age, race, national origin, ethnicity, color, creed, sexual orientation, gender, or disability.

C. LOCATION

The Don Wood Foundation accepts applications from organizations that serve or provide services in Indiana, Michigan, or Ohio.

The Don Wood Foundation's primary region of focus includes the communities of northeast Indiana, especially those within the following 12 counties:

1. Adams
2. Allen
3. DeKalb
4. Grant
5. Huntington
6. Kosciusko
7. LaGrange
8. Noble
9. Steuben
10. Wells
11. Wabash
12. Whitley

Applicants that are headquartered outside of northeast Indiana may be asked to demonstrate one of the following:

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- They serve a geographic footprint that includes or overlaps with the northeast Indiana region (i.e., a university that draws students from northeast Indiana communities or provides talent to employers in northeast Indiana);
- They support the workforce of the northeast Indiana region; and/or
- They provide a novel or innovative solution that could be expanded to or replicated in the northeast Indiana region.

IV. HOW TO APPLY

A. ROLLING GRANT CYCLE

The Don Wood Foundation accepts grant requests on a rolling cycle. This means that an organization can apply when the project is ready. **However, we ask that all applicants begin working on their grant proposals at least 180 days before they need funding.** This gives foundation staff adequate time to meet with the applicant, research the proposal, and ask any follow-up questions.

B. APPLICATION PROCESS

Applications are accepted online only using the grant portal. All documents will be accepted in the grant portal.

STEPS

- **APPLYING TO THE DON WOOD FOUNDATION? LET'S GET STARTED.**
Determine your eligibility to apply for a grant. Take our [Eligibility Quiz](#) at least **60 days** before you plan to apply.
- **COMPLETE A GRANT IDEAS FORM IN THE GRANT PORTAL.**
If you pass the Eligibility Quiz, you'll be invited to share up to 3 project ideas. You can access the [Grant Ideas Form](#) here and submit your ideas after completing the Eligibility Quiz.
- **MEET WITH A PROGRAM OFFICER.**
Upon submitting your LOI - Grant Ideas Form, you'll be prompted to schedule a meeting with a Program Officer. We prefer to hold meetings after you submit a Grant Ideas Form in the grant portal so that we can be of the greatest assistance to you. Please schedule this meeting **at least 30 days** before you plan to apply. Since the Don Wood Foundation receives many more requests than it can fund, you should not interpret a meeting as an indication of likely support.
- **IF INVITED, SUBMIT A FORMAL APPLICATION.**
The invitation to apply will come from an automatically generated email from our grant portal. The Don Wood Foundation does not accept uninvited proposals. The Don Wood

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Foundation Grant Committee will review your application and present its findings and recommendations to the Board of Trustees.

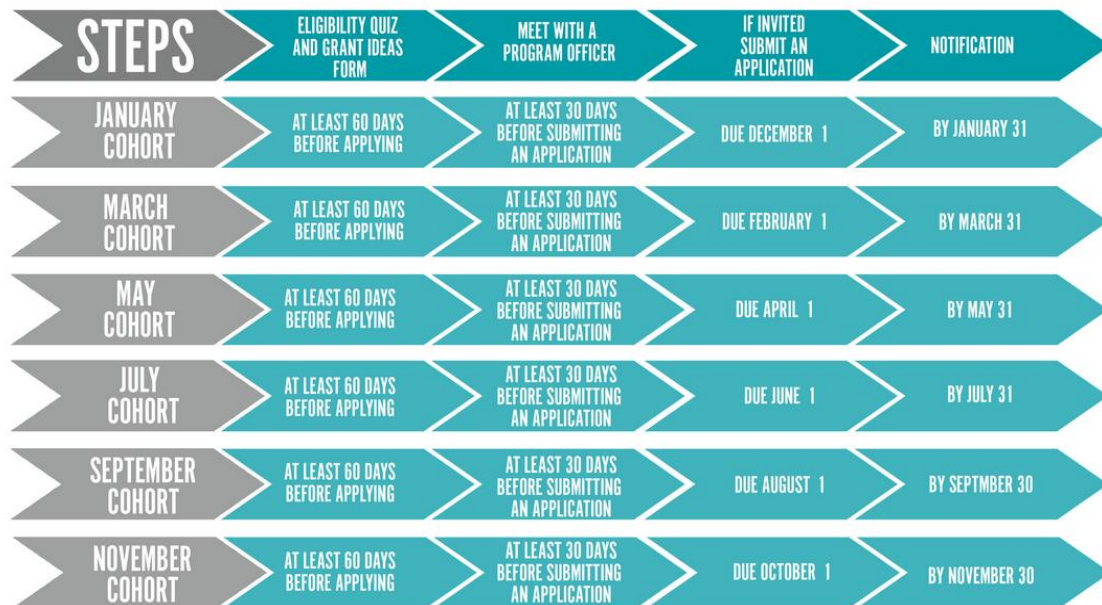
- **FINAL DECISION.**

Your Program Officer will notify you of a final decision following the Don Wood Foundation Board of Trustees meeting.

C. PROGRAM OFFICER

A Don Wood Foundation staff member will be assigned to each application. The Program Officer will be the applicant’s point of contact throughout the application process and, if a grant is awarded, during the grant cycle and reporting process. The Program Officer is available by email and for scheduled phone calls, Zoom meetings, and in-person meetings during regular business hours to answer questions and offer guidance to the applicant. During the review process, the Program Officer may consult with individuals who are knowledgeable about the proposed activities.

D. GRANT DUE DATES



V. GRANT REVIEW AND DECISION

All applications receive an initial review by a Program Officer to ensure that all required information was submitted and that the application meets eligibility criteria. If discrepancies are found (such as incomplete answers or uploads), the application may be deemed ineligible to move forward for review.

Applications are reviewed by a Grant Committee that consists of subject-matter experts. The Grant Committee's review of the application will include, but is not limited to, the following considerations:

1. Alignment with the Don Wood Foundation's grant pillars and giving priorities.
2. Demonstration of community impact and benefit for the individuals served, including:
 - **Leading Indicators** – *Measurable actions (X) you take to progress toward your goal. "If I change X, then Y will happen."*
 - **Lagging Outcomes** – *Measurable results (Y) that demonstrate community impact. "I did X, so Y happened."*
3. Demonstration of the applicant's capacity to effectively implement the proposed program or project, such as:
 - Strong and stable leadership
 - Knowledgeable and experienced support staff or contractors
 - A clear, reasonable, and professionally presented budget
 - A clear, reasonable, and professionally presented plan for financial sustainability after the grant period
 - Ability to track, evaluate, and report metrics for leading indicators and lagging outcomes
4. Applicant's ability to form effective partnerships and collaborations. Applications that are duplicative or create negative competition with other effective organizations are rarely successful.

The Grant Committee presents applications to the Board of Trustees with a recommendation to approve or decline the grant. The recommendation may also include special requirements or conditions.

VI. GRANT AGREEMENT, COMPLIANCE, AND PAYMENTS

After deliberation by the Board of Trustees, the Program Officer will inform the applicant of the Board's decision and next steps as appropriate.

To receive the grant award, the applicant will be expected to:

- Complete a Grant Agreement, which will be prepared and sent by DocuSign within four weeks of the Board of Trustee meeting.
- Follow the Don Wood Foundation's funding acknowledgment requirements as specified by the Grant Agreement. This will include but is not limited to adhering to marketing guidelines when using the Don Wood Foundation's name or logo in press releases, websites, annual reports, brochures, and other public communications.

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- Submit interim and final grant reports by the due date specified on the Grant Agreement and provide detail (including documents as required) on how the funds were used, the implementation of leading indicators (actions), and the production of lagging outcomes (results).

The timing of payments will be determined on a case-by-case basis. Payments are made by check and sent by certified mail.

VII. APPENDIX

A. ELIGIBILITY QUIZ QUESTIONS

Is your organization tax-exempt under Section 170(b)(1)(A)(v) of the Internal Revenue Code?

Please note: The Don Wood Foundation only considers requests from tax-exempt charities, organizations with tax-exempt status as noted in Section 170(b)(1)(A)(v)s of the internal revenue code, or organizations with a fiscal sponsor.

- No
- Yes
- We have a fiscal sponsor

Please indicate the location where your organization provides services.

- Central Indiana
- Northern Indiana
- Northwest Ohio
- Southern Indiana
- Central Michigan
- Southern Michigan
- None of these apply.

Does your request meet the below criteria?

Charitable Grant - A charitable grant occurs when a charitable trust provides a gift to a charitable organization to further its charitable mission and in which the foundation receives no tangible benefit in return for having made the charitable gift.

- Yes
- No

Is your request an event sponsorship?

Event Sponsorship - We do not fund media promotion, program booklet recognition, packaged admission/tickets to an event, logos/brands on giveaway items and/or a branded table at a function, or financial support in exchange for brand exposure as part of a grant.

- My request is NOT an event sponsorship.
- My request is an event sponsorship.

Please confirm that you are not requesting funding for:

- Advocacy groups

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- Lobbying
- Political elections
- Annual funds or endowments of hospitals or colleges and universities
- Reimbursement to individuals to attend conferences or seminars
- For-profit needs
- Individuals or private foundations
- Religious organizations, except for non-sectarian activities
- Tickets and goodwill advertising
- Organizations that discriminate in any manner

- I am NOT requesting funding for any of these items.
- I am requesting funding for an item on this list.

The Don Wood Foundation does NOT gift to organizations that discriminate by age, race, national origin, ethnicity, color, creed, sexual orientation, gender, or disability.

Please note the area that best describes your request.

- Advanced Manufacturing
- Entrepreneurship
- Leadership
- Sales
- Scholarships
- None of these apply

B. LOI - GRANT IDEAS FORM QUESTIONS

You are invited to share preliminary ideas, even if they still need to be fully fleshed out. Your Grant Ideas Form will be reviewed privately by a Program Officer. Your submission will not be reviewed by the Grant Committee. If your preliminary ideas align with the foundation's priorities, your Program Officer will meet with you to provide guidance to help you prepare a successful application. If your ideas do not align with the foundation's priorities, your Program Officer will meet with you to provide feedback.

Grant Project Idea 1* (Required Field)

10,000 characters

Please list a program idea that includes the following:

- a. Project Name
- b. Brief project description
- c. Anticipated amount of your request
- d. Why this project is important
- e. Impact this project would have
- f. Partnerships and collaborations
- g. Projected outcomes
 - i. Leading indicators
 - ii. Lagging indicators

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Grant Project Idea 2* (Required Field)

10,000 characters

Please list a program idea that includes the following:

- a. Project Name
- b. Brief project description
- c. Anticipated amount of your request
- d. Why this project is important
- e. Impact this project would have
- f. Partnerships and collaborations
- g. Projected outcomes
 - i. Leading indicators
 - ii. Lagging indicators

Grant Project Idea 3 (Optional Field)

10,000 characters

Please list a program idea that includes the following:

- a. Project Name
- b. Brief project description
- c. Anticipated amount of your request
- d. Why this project is important
- e. Impact this project would have
- f. Partnerships and collaborations
- g. Projected outcomes
 - i. Leading indicators
 - ii. Lagging indicators

Organization Mission Statement

Organization History

Please briefly describe the history of your organization or program.

Annual Operating Expenses

Most recent fiscal year

Additional Information

2,500 characters

Please select from the following:

- My organization is classified as a 501(c)(3) organization or a public charity by the IRS
- My organization has a nonprofit fiscal sponsor

C. MEETING WITH A PROGRAM OFFICER

After you submit your Grant Ideas Form, you will be prompted to schedule an in-person or Zoom meeting with a Program Officer. During the meeting, the Program Officer will ask questions to understand your ideas better and ensure alignment with the foundation's giving priorities. The Program Officer may also offer guidance to strengthen your request.

Likely questions may include, but are not limited to, the following:

- **Help us learn more about your organization.**
 - What is your mission?
 - Where is your organization located, and what is your geographic service footprint?
 - Is your organization classified as a 501(c)3 organization or public charity by the IRS, or are you working with a nonprofit fiscal sponsor?

- **Tell us more about your project.**
 - Tell us more about the community or people you plan to serve through your project.
 - What are their ages?
 - Where are they located?
 - What are their needs?
 - Please help us understand the positive change your project will bring to the community or people you serve including your leading indicators (actions) and lagging outcomes (results). How do you plan to measure your leading indicators and lagging outcomes?
 - Do you plan to work with partners or collaborators to implement your project?

- **Tell us about your project timeline.**
 - When do you anticipate your project will start?
 - When do you anticipate your project will end?
 - When will you need funding?

- **Help us understand your project budget.**
 - How did you develop your plan for expenses?
 - What other sources of revenue are committed or pending?
 - Are you planning to make a one-year or multi-year request to the foundation?
 - Do you have the capacity to carry out the project today? Do you plan to include additional capacity in your project budget?
 - The Don Wood Foundation does not provide ongoing operational support. What is your sustainability plan?

D. GRANT APPLICATION QUESTIONS AND DOCUMENTS TO UPLOAD

Project Name

Brief Project Description *1,000 characters*

Amount Requested

Total Project Budget

Requested Payment Schedule

- One Year Request
- Two Year Request
- Three Year Request
- Four Year Request
- Five Year Request
- Other

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Project Start Date - DD/MM/YYYY

Project End Date - DD/MM/YYYY

Focus Area

- Advanced Manufacturing CTE
- Entrepreneurship
- Leadership
- Scholarship
- Sales

Primary Population Served (select one)

- Preschool – 5th Grade
- Middle School – 6th – 8th Grade
- High School – 9th – 12th Grade
- Young Adult (Traditional College Age)
- Adult (23+ or Non-Traditional)

Additional Populations Served (select all that apply)

- Preschool – 5th Grade
- Middle School – 6th – 8th Grade
- High School – 9th – 12th Grade
- Young Adult (Traditional College Age)
- Adult (23+ or Non-Traditional)

Primary Geographic Area Served (select one)

- Northeast Indiana
- Northwest Indiana
- Central Indiana
- Southern Indiana
- Southern Michigan
- Central Michigan
- Northwest Ohio
- Other

Additional Geographic Areas Served (select all that apply)

- Northeast Indiana
- Northwest Indiana
- Central Indiana
- Southern Indiana
- Southern Michigan
- Central Michigan
- Northwest Ohio
- Other

Project Outcome 1 – Please list a positive change this project will bring.

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Brief Description of Outcome 1 – At the end of the project, describe how you will know the outcome was achieved. 2,500 characters

Outcome Indicators 1 (Lagging) – What measures will you have achieved at the end of your project to know that Outcome 1 was successful? Be as specific as possible. Please note that these are the lagging indicators as discussed in your grant ideas form. 2,500 characters

Outcome Indicators 1 (Leading) – What steps will you take throughout the project and how will you measure them? Please note that these are the leading indicators as discussed in your grant ideas form. 2,500 characters

Project Outcome 2 – Please list a positive change this project will bring.

Brief Description of Outcome 2 – At the end of the project, describe how you will know the outcome was achieved. 2,500 characters

Outcome Indicators 2 (Lagging) – What measures will you have achieved at the end of your project to know that Outcome 2 was successful? Be as specific as possible. Please note that these are the lagging indicators as discussed in your grant ideas form. 2,500 characters

Outcome Indicators 2 (Leading) – What steps will you take throughout the project and how will you measure them? Please note that these are the leading indicators as discussed in your grant ideas form. 2,500 characters

Project Outcome 3 – Please list a positive change this project will bring.

Brief Description of Outcome 3 – At the end of the project, describe how you will know the outcome was achieved. 2,500 characters

Outcome Indicators 3 (Lagging) – What measures will you have achieved at the end of your project to know that Outcome 3 was successful? Be as specific as possible. Please note that these are the lagging indicators as discussed in your grant ideas form. 2,500 characters

Outcome Indicators 3 (Leading) – What steps will you take throughout the project and how will you measure them? Please note that these are the leading indicators as discussed in your grant ideas form. 2,500 characters

Sustainability and Funding Variance – What will you do if you receive less or more funding than the desired amount? How will this change the project/program? 3,500 characters

Project/Program Status – Will your project/program continue if you do not receive funding from the Don Wood Foundation?

- Yes
- No

If your project will not continue, please provide an explanation.

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Project/Program Challenges – Are there any challenges you anticipate during this program/project, and what steps have you taken to address these challenges? *1,000 characters*

Funding Partners – Please list your current funding partners for this project or program, including the amount of ask or commitment. Please be sure to list state or federal funding, private donors, other foundations, corporate support, and/or any other source of income for this project. *5,000 characters*

Uploads:

- Proof of nonprofit status letter from the IRS
- Organization budget
- Project budget including funders and sustainability. Please ensure your budget is similar to the templates below. To use one of these templates, click on the link to download, save to your computer, and complete. Then, reupload completed template. Grant request: <https://www.donwoodfoundation.org/budgettemplate.html>. Scholarship request: <https://www.donwoodfoundation.org/scholarshipbudgettemplate.html>.
- Project quotes – Requests for capital items should include current quotes.
- Support letters – For requests over \$500,000, include letters of support from two of your largest collaborating partners.
- Fiscal sponsorship – If you are working with a fiscal sponsor, please upload your letter of agreement, MOU, or written documentation of your organization's partnership with the fiscal sponsor organization.
- Additional resource – Optional upload
- Additional resource – Optional upload

Focus Area – Advanced Manufacturing/CTE

The following questions are only for applications seeking support for Advanced Manufacturing and Technical Education. If you are requesting support for another category, your application will not include these questions.

Individuals Served – How many individuals are served in your program?

Who do you partner with? - Please select all that apply.

- Adult Training and Certification Center
- Alternative School
- Area Employers
- Chamber
- College/University
- Community College
- CTE Center
- High School
- LEDO (Local Economic Development Organization)
- WorkOne
- Other Government Entities
- Other partners not listed above

Partnerships Defined – Please provide details on your partnerships listed above. *5,000 characters*

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Enrollment – Effect on the number of individuals currently enrolled in CTE programming.

Explanation of Enrollment – If enrollment will not increase, please provide an explanation.

Who provides your credentialing?

Barriers addressed – How does this project address a reason(s) why students or adults AREN'T participating or succeeding, and completing programs currently? Describe how this project addresses the issues. 5,000 characters

Regional Considerations – Will this project have impact outside of your current region? 5,000 characters

Program Interest – What data or research have you collected to determine the level of interest in this new or expanded program? 2,000 characters

Job Security – How can this project translate to jobs that will continue to be available within the next 5-10 years? Will any of these jobs become extinct? What evidence do you have of this? 5,000 characters

Identify which priorities this proposal addresses:

- Higher student or adult enrollment in a priority CTE content area.
- Higher student or adult retention/continuation rates.
- Higher student or adult pathway completion.
- Higher student or adult work-based learning in this content area.
- Higher student or adult employment in the region.
- More equipment in a priority CTE content area.
- Better or improved equipment in a priority CTE content area.
- New or expanded facilities for a priority CTE content area.
- Increased employer engagement in a priority CTE content area.
- Hiring of new staff.
- Increased retention of current staff.

Provide a brief explanation of your answers. 2,500 characters

Project Alignment – After reviewing the FAQs on the Don Wood Foundation website, please describe how your project aligns with and creates community impact in the area of Manufacturing. 2,500 characters

Focus Area – Entrepreneurship

The following questions are only for applications seeking support for Entrepreneurship. If you are requesting support for another category, your application will not include these questions.

Who do you partner with? - Please select all that apply.

- Area Employers
- Colleges/Universities
- K-12 Schools
- Other Nonprofits
- Public Economic Development Organizations
- Other partners not listed above

Partnerships Defined – Please provide details on your partnerships listed above. 5,000 characters

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Individuals Served – How many individuals are served in your program?

Project Alignment – After reviewing the FAQs on the Don Wood Foundation website, please describe how your project aligns with and creates community impact in the area of Entrepreneurship. 2,500 characters

Focus Area – Leadership

The following questions are only for applications seeking support for Leadership. If you are requesting support for another category, your application will not include these questions.

Who do you partner with? - Please select all that apply.

- Area Employers
- Colleges/Universities
- K-12 Schools
- Other Nonprofits
- Public Economic Development Organizations
- Other partners not listed above

Partnerships Defined – Please provide details on your partnerships listed above. 2,500 characters

Individuals Served – How many individuals are served in your program?

Project Alignment – After reviewing the FAQs on the Don Wood Foundation website, please describe how your project aligns with and creates community impact in the area of Leadership. 2,500 characters

Focus Area – Scholarships

The following questions are only for applications seeking support for Scholarships. If you are requesting support for another category, your application will not include these questions.

Who do you partner with? - Please select all that apply.

- Area Employers
- Colleges/Universities
- K-12 Schools
- Other Nonprofits
- Public Economic Development Organizations
- Other partners not listed above

Partnerships Defined – Please provide details on your partnerships listed above. 2,500 characters

Individuals Served – How many individuals are served in your program?

Project Alignment – After reviewing the FAQs on the Don Wood Foundation website, please describe how your project aligns with and creates community impact in the area of Scholarships. 2,500 characters

Focus Area – Sales

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The following questions are only for applications seeking support for Sales. If you are requesting support for another category, your application will not include these questions.

Who do you partner with? - Please select all that apply.

- Area Employers
- Colleges/Universities
- K-12 Schools
- Other Nonprofits
- Public Economic Development Organizations
- Other partners not listed above

Partnerships Defined – Please provide details on your partnerships listed above. *2,500 characters*

Individuals Served – How many individuals are served in your program?

Project Alignment – After reviewing the FAQs on the Don Wood Foundation website, please describe how your project aligns with and creates community impact in the area of Sales. *2,500 characters*