



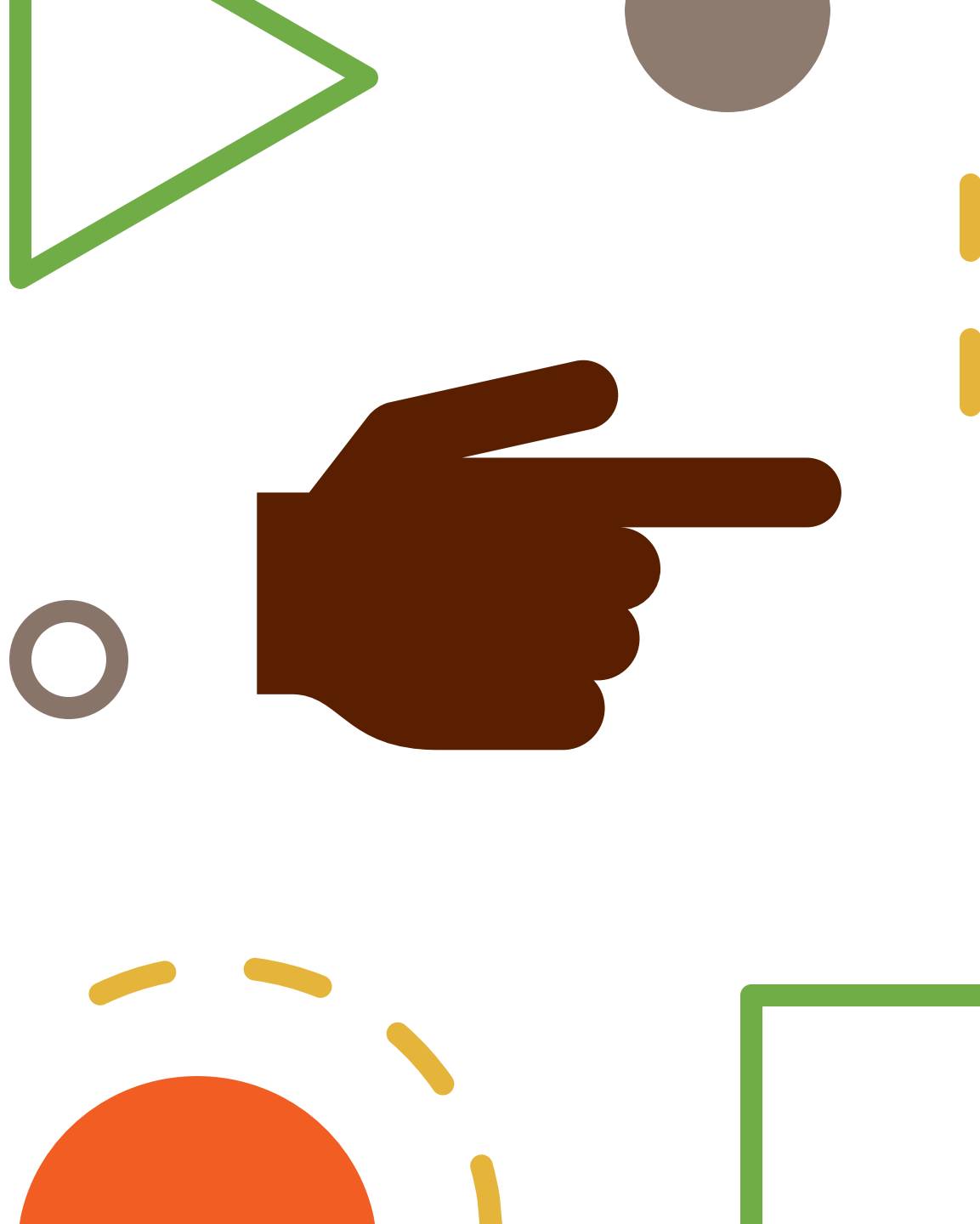
All Together Now

A Matching Grant from the Harold Grinspoon Foundation

Agenda

1. Updates
2. **Field reports:** Sharing from Camps & discussion
3. Answer your questions
4. **What's next?** A look up ahead
5. Recap and Resources

**Please
enter your
questions
into the
Chat!**



jcamp | 80.org/all-together-now



A survey of non-profits*

93.5% believe that donors will be less able to give

A survey of donors

52.5% say they expect to give about the same as before the virus hit

30% plan on giving more

24.5% say they will look for ways to help the unemployed directly

(*BBB Wise Giving Alliance through its website [Give.org](https://www.give.org) conducted first week of April)

Strategy and Tactics

April

May / June

Fall / December

Major Gifts Phase

Public Phase

End of Year Campaign
+
Celebration Phase

Major Gifts

Many Gifts

Finish line

Strategy and Tactics

April

May / June

Fall / December

1. Gather your **volunteer team**
2. Engage your **Inner Circle**
3. One or a few **Major Gifts?**

Major Gifts

Many Gifts

Finish line

What are you doing and learning?

On Engaging an Inner Circle

John Magoulas,
Camp Ramah in California

Aaron Pearlman, BB Camp

On Asking Major Donors

Joanna Wasel, Camp Hatikvah






Your Questions?

Recap And Resources





What Next?

Planning for the Public Phase

April 21 – 28

TOOL BOX

- Marketing and PR resources
- Case for support
- Appeal Letters
- Thank you Letters
- Social media campaign ideas
- Webpage wording suggestions
- Logos and icons

Recap – Do Now

Gather your volunteer team
Start with **Inner Circle**
Make Asks of Major Donors now

Resources

JCamp 180 Mentor
Weekly drop-in session on Tuesdays at 2pm
jcamp180.org/all-together-now



Grant Rules

- **1:2 match** of donations received **March 30, 2020 – Dec. 31, 2020**
- **1:1 match** for some or all **camp fees and tuition** converted to donations
- Gifts of any amount will be matched
- Donations from any source (excluding government relief funding) are accepted
- Grant funds are **unrestricted**, must be used for Camp
- Gifts must be received by the camp prior to December 31, 2020

HGF Grants System





Please Sign In

Welcome to the **Harold Grinspoon Foundation's Online Grant System**.

You may use this system to:

- Start a new application or grant report
- Access and continue working on applications and reports previously started and saved
- View applications and reports previously submitted

If you are new to our Online Grant System, click the **"New Applicant"** button to create an account.

To **transfer an account** or to access past applications without a login, please contact the **Grants Office** by calling (413) 276-0700 or by sending an e-mail to grants@hgf.org.

If you have **login information**, enter it below.

<p>E-mail <input type="text"/></p>	<p>Password <input type="password"/></p>
<input type="button" value="New Applicant?"/>	<input type="button" value="Forgot Password?"/>
<input type="button" value="Login"/>	

Need help?

Your Camp Mentor or

Erica Ryan

operations@hgf.org

413-276-0794