

Digging deeper: Questions for a previously funded nonprofit organization.

Did you call or visit the foundation before writing the proposal?

Who did you find most helpful on the funding source staff?

Did you have any special advocates working on your behalf?

Did the funding source review a preproposal or proposal draft prior to final submission?

Was there a hidden agenda to the program's guidelines?

What materials did you find most helpful in developing your proposal?

Did you have a site visit? If one occurred, ask what took place, who attended, how long the visit lasted, to whom did you speak, and so forth.

How close was your initial budget to the awarded amount?

What would you do differently next time?