

Frequently Asked Questions – 2023 Grant Cycles

Note: This contains additional information not covered in the “What to Know about the Longwood Foundation’s Grantmaking” document. Please be sure to review that document as well, as many FAQs are addressed there.

How competitive will the grant cycles be?

While it is hard to predict, historically, our long-term average is that we have around \$2.50 of demand for every \$1 we have available to give.

Who is eligible to apply?

The Foundation accepts grant requests from nonprofit 501(c)(3) organizations located in and/or benefiting the state of Delaware and/or within a four-mile radius of Longwood Gardens in Kennett Square, Pennsylvania. Organizations that have previously applied are asked not to re-approach the Longwood Foundation with a funding request within two years of a previous request, regardless of whether the proposal was approved or declined. Therefore, if you are not eligible for Spring 2023 because of a past grant request, please reference your past grant agreement or declination letter to determine when you can return to Longwood for another request.

If an organization is headquartered outside of the Longwood funding geography, but doing work inside of our region, are they eligible to apply?

Yes. If you are working to benefit the residents and/or communities in our region, you are eligible to apply. Please describe the nexus of operations and/or benefits that lies within our geography. If the program you're applying for is solely (or largely) based in our geographic region, then you are eligible and our other funding guidelines apply. If the programming you plan to apply for includes other geographic regions, we'd encourage you to think about a proportional request. For example: If the program you're applying for would cost \$100,000 across all participants and 20% of the participants are from within our geographic region (and it is expected to stay around that number throughout the grant), we're unlikely to contribute more than \$20,000.

What scale of requests is Longwood willing to entertain?

The maximum an organization may request is \$2 million. In 2022, we issued grants in a range between \$6,000 and \$2 million. The long-term average is around \$150,000-\$200,000. We'll entertain the scale of request you need to succeed but encourage you to use these benchmarks in planning your request.

Does the amount of funding awarded impact the length of time an organization must wait before returning?

Organizations receiving funding greater than \$800,000 will be asked to wait more than two years before returning to the Foundation with another proposal. The details of this will be covered during a pre-meeting and/or site visit with Foundation staff.

Will you consider requests above 50% of the project/operating cost?

We continue to want to pay no more than 50% of the cash needed to a project or operations over the time period you define.

If an organization applies for a grant, when can they apply again?

If you apply in the spring of 2023, you will not be eligible for another request until the spring of 2025 – whether funded or declined. Similarly, if you apply in the fall of 2023, you will not be eligible for another request until the fall of 2025 – whether funded or declined.

Can organizations meet with a Longwood team member ahead of submitting an application?

Yes. Prospective applicants may request a pre-meeting ahead of the submission of a proposal. During this meeting, organizations may update the Foundation on their planned request and ask questions pertinent to drafting their application. Note that this meeting is optional for requests less than \$500,000 and requesting one neither improves nor harms an organization's likelihood of receiving funding. **Organizations planning to request \$500,000 and above must have a pre-meeting prior to submitting an application.** In order to schedule a pre-meeting, please refer to the Foundation's website for instructions.

How should organizations think about the timing of proposed outcomes?

The timing of your outcomes should coincide with the length of the grant. Funds for the spring cycle will arrive around June 2023, with those for the fall cycle arriving in December 2023. Outcomes tied to this grant request should not start before that date. Additionally, we ask that before you return to Longwood with a future request that performance against your last grant is known. Given that most organizations in the Spring cycle will not be eligible to reapply until the spring of 2025, we suggest your proposed outcomes span the time interval between June 2023 and year-end 2024. Similarly, because most organizations in the Fall cycle will not be eligible to reapply until the fall of 2025, we suggest your proposed outcomes span the time interval between January 2024 and summer 2025.

An important note about timing: in our most recent round of grant closeout meetings (where we visit organizations at the end of their grant period), we discovered that only 35% of grantees were nearing completion of their outcomes. It may be harder to deliver the outcomes you propose than you anticipate. You will likely feel pressure, some of it from us, to increase the scale or pace of your outcomes. Please do so with caution. If you ask us in 18-20 months if you can come back for your next request and you have not achieved the outcomes in your last one, you will not start the process from the strongest position. It will not be impossible to receive another grant award, but since most applicants are worthy of a grant, your chances are not as strong.

Should nonprofits partner with one another and/or will Longwood favor organizations that have partnered?

We believe it's likely that there will be more demand for services from nonprofits and less sources of funds in the years to come. Therefore, it's logical that new forms of partnerships should be explored and/or executed in the months to come. However, partnering is not a simple exercise. It can make execution more complicated and sometimes reduce the likelihood of success. So, it's not for everyone. We encourage you to explore any and all solutions that benefit your clients. If you do partner, as always, there needs to be a lead organization that is primarily accountable for the results. They should be the applicant organization.

Will Longwood fund endowments?

No, we will not.

Will you reimburse for previously purchased items?

No, we will not.

Will you fund scholarships for students whose families may be experiencing hardship?

It's been our practice not to fund scholarships. It remains highly unlikely that we will.

Will you provide economic relief for individuals (e.g. relief or direct support for vulnerable/impacted communities)?

It's been our practice not to fund such programs. It remains highly unlikely that we will.

Will Longwood fund religious organizations?

Longwood will fund provide funding for the social service endeavors of religious entities. However, we do not provide funding for explicitly religious or membership-related purposes. If seeking additional clarification, please contact the Foundation staff.

Will Longwood offer challenge grants?

If the Trustees decide to fund a grant and the applicant has requested a challenge or match format, the Trustees generally find this feature attractive.

How will awarded funds be paid?

We will not be issuing paper checks for the foreseeable future. Once you are notified of the award, you will be assigned a form in our Grants Management System to supply your bank wiring information so that we can distribute the funds quickly.