



# Scouting America<sup>TM</sup>







# Grant Services

Management of Full Service



# The MCC Grant Team

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- Historically average a 60% rate of grant proposals being funded
- In 2025, will raise \$1.2 million for council operations, summer camp, special assistance, ScoutReach, and capital projects
- Experience with private, community and corporation foundations, as well as local municipal, state, and federal grant awards and management.
- Have resources to immediately get to work for your Council. WE speak YOUR language, unlike outside grant consultants.



### **Tier 1: Grant Proposal Submission**

- Develop grant proposals for local councils to submit.
- Role of the local council:
  - Provide prospects and related info to develop content
  - Submit proposals developed by grant writer
  - Complete all funder correspondence, reporting, and logging into Blackbaud CRM.
  - Maintain relationship with funder through ongoing cultivation
- Role of MCC Grant Team
  - Develop proposals and narratives for councils to submit

### **Tier 2: Grant Specific Needs**

- Provide menu of options to local councils to support grant needs. Including, but not limited to:
  - Prospect and evaluation
  - Grant and funder research
  - Proposal development
  - Reporting resources
  - Portfolio development
  - Cultivation and marketing

### **Tier 3: Grant Plan Development**

- Develop and execute a grant funding plan specific to a local council. Including understanding opportunities/needs, prospecting, evaluation, and qualified prospects to submit proposals.
- Role of the local council:
  - Provide prospects and related info to develop content
  - Identify priority areas for funding
  - Maintain relationship with funder through ongoing cultivation
- Role of MCC Grant Team
  - Research established number of qualified prospects to submit proposals
  - Write proposals, narratives, and budget for submission
  - Manage administrative duties of grant team including: reporting, correspondence, and documentation.
  - Create cultivation resources specific to grant funding to support local council efforts in relationship management





# Outside Business Strategies

Utilizing current resources for revenue generation





# What does Business Development mean to us?

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- Leadership Development
- Day Camps
- Corporate Relationships
- Maximize the use of your current property





# Target Audiences

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- School Groups
- Networking Groups
- Social Gatherings
- Area Tourism
- Municipalities





# Considerations for success

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- Is the location inviting?
- What are the unique or best features?
- Can you meet expectations?
- Are you customer service ready?
- Contracts, promotions, and insurance





# Market Development Boards

Empowering Local Communities



# Market Development Board Focus

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- Business and community leaders.
- The chair can be a member of the council board.
- Other members have the option to register.
- Identify their own boundary.
- Goals of the board align with the Council Development Plan.
- Create opportunities and structure





# A Tale of Two Boards

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- Kent County Market Development Board
- Capital Area Market Development Board





# Questions and Answers

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