



The MCC Grant Team

- 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

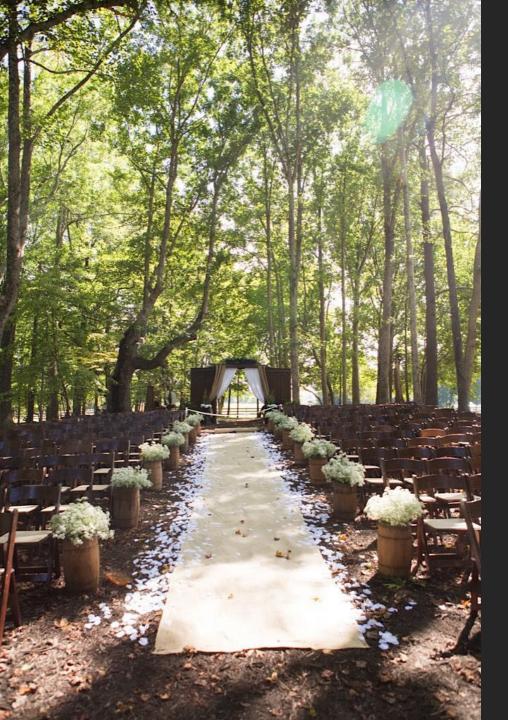
Tier 2: Grant Specific Needs

- 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

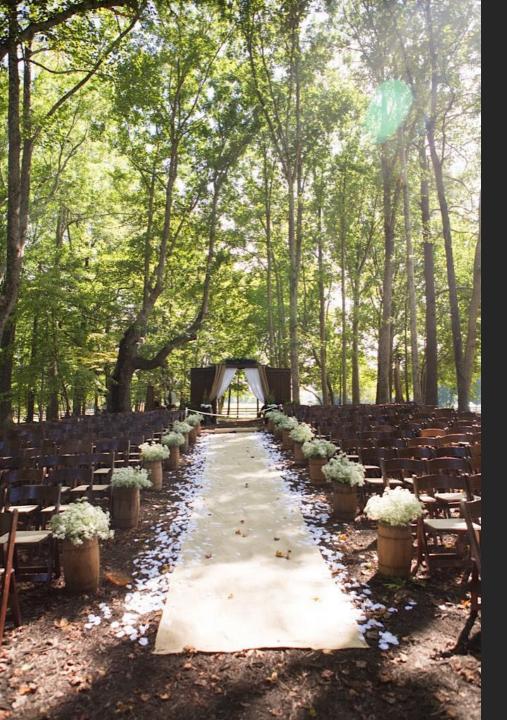
- Develop and execute a grant funding plan specific to a local council. Including understanding opportunities/needs, prospecting, evaluation, and qualified prospects to submit proposals.
- Role of the local council:
 - Provide prospects and related info to develop content
 - Identify priority areas for 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





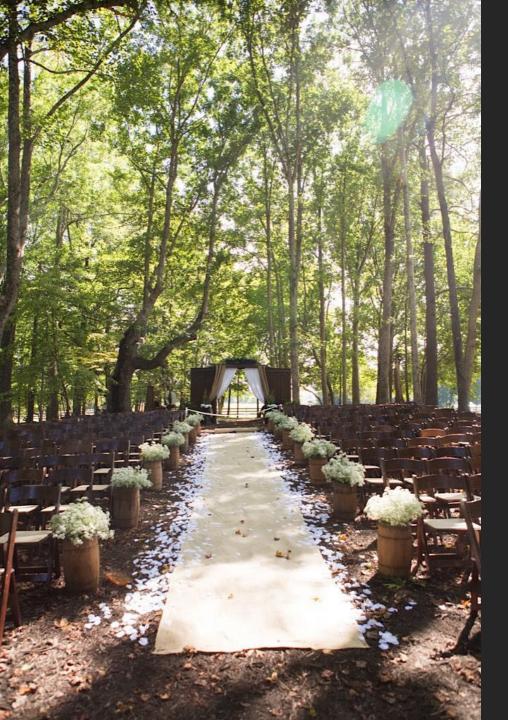
What does Business Development mean to us?

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



Target Audiences

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



Considerations for success

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



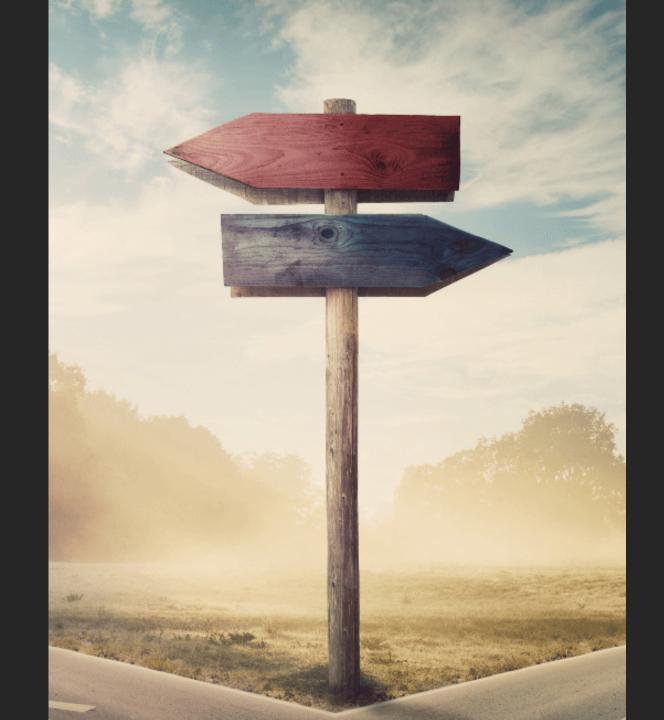
Market Development Board Focus

- 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

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



Questions and Answers

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