2016/2017 Funding Guidelines

HISTORY OF THE THUNDERBIRDS
It's been well documented; the Waste Management Phoenix Open attracts some of the largest crowds in the world. And while record attendance numbers attract most of the headlines, a much smaller, seldom-named group works tirelessly behind the scenes to not only put-on the Open, but also have a powerful impact on their community – the Thunderbirds. In 2016 alone, more than $9 million in proceeds from the Waste Management Phoenix Open was raised by the tournament host Thunderbirds to benefit 250 local non-profit organizations. In the tournament's 81-year history, more than $102 million has been raised for charities in Arizona.

The Thunderbirds began in 1937, when the Phoenix Chamber of Commerce formed a special events committee to attract tourism to the Sonoran Desert. Five young executives were selected to lead the group, and each hand-picked 10 additional members to form a committee of 55.

Bob Goldwater, Barry's brother, often dubbed the "Father of the Phoenix Open," was one of the first Thunderbirds inductees. An avid golfer, Goldwater thought it would be a great idea to sponsor a golf tournament. That first year, Goldwater sold tickets, recruited volunteers and set up the golf course, then at the Phoenix Country Club. Popularity of the Phoenix Open grew, and in the 80 years since, has developed into one of the leading stops on the PGA Tour. It has also become the single largest fundraiser for the Thunderbirds.

To learn more about the Thunderbirds or the Waste Management Phoenix Open, visit
www.wmphoenixopen.com

MISSION
Thunderbirds Charities was established in 1986 as the charitable arm of the Phoenix Thunderbirds. Its purpose is to grant funds generated by the Waste Management Phoenix Open. The mission of Thunderbirds Charities is to assist children and families, help people in need and improve the quality of life in our communities Each year, Thunderbirds Charities solicits grant proposals that support; at-risk youth & families, community outreach/quality of life, education, improving the lives of the physically and mentally challenged or works to eliminate domestic violence/homelessness/poverty.

GEOGRAPHIC PRIORITIES
Thunderbirds Charities only accepts requests from organizations serving Maricopa County, unless the project / program serves primarily Maricopa County residents.

FUNDING ELIGIBILITY & GUIDELINES:
To be eligible, a charity must hold a 501 (c) (3) non-profit status and be based in Arizona. Thunderbirds Charities reserves the right to accept or reject any application and to approve or disapprove any

proposal for funding. Thunderbirds Charities also reserves the right to change the application criteria at any time. Please refer to the list below for more detailed information. Other guidelines may apply and will be evaluated on an individual basis. Thunderbirds Charities provides grants ranging in size from $5,000 to $500,000, depending on revenues.

Thunderbirds Charities currently does not provide funding to any of the following organizations or activities:

- A nonprofit organization whose 501 (c) (3) status has been in operation for less than three years.
- Organizations that discriminate on the basis of race, color, gender, national origin, marital status, age, disability or veteran status.
- Individuals.
- Political, labor or fraternal organizations.
- Advocacy or lobbying activities for issue related topics.
- Medical or scientific research.
- Endowments, Fellowships or Scholarships (for college purposes).
- Religious organizations, churches or programs that are purely denominational in purpose.
- Foundations or organizations, which are themselves, grant-making entities.
- Individual schools and their support organizations (including Booster Clubs, PTA/PTO's, athletic teams, bands, performing arts groups, alumni associations reunions or school foundations) .
- Debt reduction campaigns.
- General operating needs or ongoing support.
- Project's / Program's outside of Maricopa County, unless the project / program serves primarily Maricopa County residents.

Before submitting a proposal:
Step 1: Read the Grant Guidelines and Frequently Asked Questions.

Step 2: Organizations submitting a proposal must do so through the Thunderbirds Charities website (www.thunderbirdcharities.org).

Step 3: Narratives required in the proposal include (but not limited to)
- Summarize the purpose of the request (maximum word count 100).
- Organization purpose: please give us an overview on your organization; history, mission and goals; need or problem that you work to address; brief description of current projects/programs, activities and accomplishments; geographic area and target population you serve, please include the number of individuals served (maximum word count 225).
- Project/Program details: please describe the project for which you seek funding; briefly describe the specific problem/need or opportunity in our community this request will address; population and geographic area you plan to serve and how they will benefit from the project, include the number of individuals this project will serve; summarize the activities or strategies that you will employ to implement the project; anticipated timetable of the project; how will you measure or evaluate the effectiveness of this project; what is your plan to sustain this project going forward (maximum word count 500).

Step 4: Supplemental materials required in the proposal include (but not limited to):
1. The IRS 501(c) (3) tax-exempt determination letter. Using a "second party" 501(c) (3) status is not permitted.

2. The organization's IRS form 990 or 990-EZ for the most recently completed fiscal year, 990/990-EZ returns covering a fiscal period in excess of 15 months from the time of the application will be rejected – you may reapply in the next funding cycle.
3. Audited, reviewed, compiled or internally generated financial statements for the most recently complete fiscal year and the immediate prior fiscal year. Each financial statement must include a balance sheet (or equivalent), income statement (or equivalent), cash flow statement, appropriate footnotes and accountant's reports. Financial statements covering periods in excess of 15 and 27 months, respectively, from the application date will be rejected – you may reapply in the next funding cycle.
4. Annual operating budget for current year (non-detailed, line items rolled up).
5. Program / project budget, specifically for which you are requesting funding (sample budget template below). Please be sure to add a column that outlines where funding would be applied.
6. A list of any funds raised to date and from whom, for the specific program/project for which you are requesting funding (amounts $5,000 and above).
7. A complete list of corporations and foundations that have given to the organization in the previous fiscal year and how much each has given (amounts $5,000 and above).
8. A list of the Board of Directors of the organization, including primary business or professional affiliation of each.

FUNDING CYCLE DEADLINES

Application process opens	Application submission deadline	Thunderbirds Charities notifies applicant regarding funding decisions
FALL FUNDING CYCLE		
August 1, 2016	September 1, 2016	Late November 2016
SPRING FUNDING CYCLE		
February 1, 2017	March 1, 2017	Late May 2017

Thunderbirds Charities will accept proposals on or before the due date, and appreciates those organizations that submit prior to the deadline.

All materials must be received online no later than 5:00 p.m. MST the day of the deadline.

If you have questions, please contact Cheryl Ruggiero at 602-216-7325 or cruggiero@wmphoenixopen.com.

Thunderbirds Charities Sample Project/Program Budget

Please see sample template below to use as a guide when formulating the budget for the specific project/program you are requesting funding for, from Thunderbirds Charitie. Please be sure to indicate where requested grant funds will be allocated to the overall specific project/program budget. If possible, add a column that reflects your organization's overall budget for the fiscal year in which the grant funds will be used.

Below is a brief explanation of how to fill out each column. **Applicants should add or modify the individual line items to match their budget categories**.

Amount Requested: Indicate how a Thunderbirds Charities grant will support the proposed project/program's budget.

Total Project/Program Budget: List all income and expenses related to the project/program adding or modifying necessary individual line items to match your budget categories.

Total Organizational Budget: List organization's budget, including both income and expense line items for the fiscal year in which the grant funds will be used.

Applicants should add or modify the line items to match their specific budget categories.

Project/Program Income Projections: List Confirmed, Anticipated, Submitted and Prospect sources of income for the project/program, noting the amount in the appropriate column. "Individual Contributions" can be listed as a general source, but other sources such as foundation grants, corporate contributions and government grants/contracts should listed indvidually, specifying the name of each foundation, corporation or government entity with the amount of funding in the appropriate column.

SAMPLE BUDGET TEMPLATE - MODIFY AS NEEDED

Organization Name	Insert Organization Name Here			
Project Title	Insert Project/Program Title Here			
Fiscal Year	Insert Fiscal Year (in which the grant will be used) Here mm/dd/yy - mm/dd/yy			
SAMPLE TEMPLATE - PLEASE MODIFY AS NEEDED.	**Total Project/ Program Budget**	**Thunderbirds Charities Request Amount**	**Total Organization Budget**	
Income Sources				
Foundation and Corporate Grants				
Government Grants and Contracts				
Individual Contributions				
Earned Income				
In-Kind Income				
Interest				
Endowment				
Other Income (please explain)				
Total Income	$ -	$ -	$ -	
Expenses				
Salaries and Wages *(please indicate FTE)*				
Employee Benefits and Taxes				
Total Personnel Costs	$ -	$ -	$ -	
Consultants				
Depreciation				
Equipment				
Fundraising/Development				
Insurance Expense				
Marketing/Advertising				
Postage and Delivery				
Printing				
Professional Development				
Rent and Occupancy				
Supplies and Materials				
Telephone and Technology				
Travel				
Overhead *(please include percentage rate)*				
Other Expense *(please explain)*				
Miscellaneous				
Total Non Personnel Costs	$ -	$ -	$ -	
Total Expenses	$ -	$ -	$ -	
Excess of Revenue Over Expenses	$ -	$ -	$ -	
Income Projections				
Confirmed = an income source that has already been secured.				
Anticipated = an income source for which a proposal has been submitted **and** the applicant has a reasonable expectation of receiving funding.				

Submitted = an income source for which a proposal has already been submitted, but no feedback regarding a funding award has been received.

Prospect = an income source that the applicant intends to solicit, but to which a request for funding has not yet been submitted.

"Individual Contributions" can be listed as a general source, but other sources such as foundation grants, corporate contributions and government grants/contracts should listed indvidually, specifying the name of each foundation, corporation or government entity with the amount of funding in the appropriate column.

Income Sources	Confirmed	Anticipated	Submitted	Prospect
Total Income	$ -	$ -	$ -	$ -