MISSION
Established in 1986, Thunderbirds Charities is the charitable arm of The Thunderbirds, whose purpose is to grant the funds generated by the Waste Management Phoenix Open. Thirty-four years later, the mission of Thunderbirds Charities remains the same; to assist children and families, help people in need and improve the quality of life in the Greater Phoenix Metropolitan Area. Each year Thunderbirds Charities accepts grant proposals that support at-risk youth & families, community outreach/quality of life, education, improving the lives of the physically and mentally challenged and working to eliminate domestic violence, homelessness, and poverty.

GEOGRAPHIC PRIORITIES
Thunderbirds Charities accepts requests from organizations serving the Greater Phoenix Metropolitan Area, unless the project/program primarily benefits Greater Phoenix Metropolitan residents. Greater Phoenix Metropolitan Area is defined as Maricopa and Pinal Counties.

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. Our grant amounts vary, depending on revenues from the Waste Management Phoenix Open.

ELIGIBILITY: Thunderbirds Charities does not currently provide funding to the following:

- Nonprofit organizations whose 501 (c) (3) status has been in effect 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.
- Religious organizations, churches or programs that are purely denominational in purpose.
- Foundations or organizations which are themselves, grant-making entities.
- Endowments, Fellowships or Scholarships (for college purposes).
- Individual schools: public, charter, private, colleges, universities or their support organizations (to include but not limited to: Booster Clubs, PTA/PTO’s, athletic teams, bands, performing arts groups, alumni associations or school foundations).
- Debt reduction campaigns.
- Ongoing support or multi-year support.
• Projects or programs outside of Greater Phoenix Metropolitan area, unless the project/program primarily serves Greater Phoenix Metropolitan area residents.

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

Step 2: All proposals must be submitted through the Thunderbirds Charities website (www.thunderbirdscharities.org).

Step 3: Submit a proposal narrative (please do not use bullet points). Requirements include, but are not limited to:
A. The purpose of the request [maximum characters = 600 (approx. word count = 150)].
B. A Brief narrative overview of the organization [maximum characters = 665 (approx. word count = 225)].
   Be sure to include:
   1. History, mission, goals and the needs or problems that you work to address.
   2. A brief description of current projects/programs, activities, and accomplishments. Please include the geographic area, target population, and the number of individuals served.
C. A description of the project for which funding is being sought [maximum characters = 3,400 (approx. word count = 500)]. Please include in a narrative format:
   1. What problem or need does your project address in our community.
   2. What is your proposed solution to this problem or need and how do you plan to implement.
   3. The population and geographic area you plan to serve and how they will benefit from the project, including the number of individuals that will be served.
   4. The anticipated timetable of the program, and how the effectiveness will be measured or evaluated.
   5. How the project will be sustained going forward.

Step 4: Required supplemental materials include, but are not limited to:
A. The organization’s IRS 501(c) (3) tax-exempt determination letter. Using a ‘second party’ 501(c) (3) status is not permitted.
B. The organization’s IRS Form 990 or 990-EZ for the most recently completed fiscal year. IRS Form 990/990 EZ returns older than 15 months from the date of application will be rejected.
C. Financials for the two most recently completed fiscal years: audited, reviewed, compiled or internally generated financial statements for the most recently completed fiscal year and the fiscal year immediately prior. 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 older than 15 months and 27 months, respectively, from the application date will be rejected.
D. Annual operating budget for the current fiscal year with non-detailed, line items rolled up (instructions below, example at bottom of document).

ANNUAL OPERATING BUDGET INSTRUCTIONS - PLEASE TRY TO KEEP TO ONE PAGE

HEADING INSTRUCTIONS:
1. First line is charity’s name.
2. Second line is fiscal year during which the grant will be used (mm/dd/yy - mm/dd/yy).
3. Third line is previous fiscal year date range (mm/dd/yy - mm/dd/yy).
COLUMNS INSTRUCTIONS:
4. First column is your charity’s budget categories.
5. Second column is your charity’s current year budget (if you are within 3 months of your fiscal year end, please use your projected budget as current).
6. Third column is your charity’s most complete fiscal year budget.
7. Fourth column is your charity’s most complete fiscal year actual.
8. Please remember to include narrative on budget.

E. Budget for the specific project/program for which you are requesting funding (instructions below, example at bottom of document). Please be sure to add a column that outlines where funding would be applied.

SPECIFIC PROJECT / PROGRAM BUDGET INSTRUCTIONS - PLEASE TRY TO KEEP TO ONE PAGE

HEADING INSTRUCTIONS:
1. First line is charity’s name and project / program title.
2. Second line is fiscal year during which the grant will be used (mm/dd/yy - mm/dd/yy).

COLUMNS INSTRUCTIONS:
3. First column is your charity’s budget categories related to your specific request.
4. Second column is allocation of Thunderbirds Charities potential grant funds.
5. Third column is your charity’s current year budget.
6. Please remember to include narrative on budget.

F. A list of funds raised to date and from whom, for the specific program/project for which you are requesting funding (amounts of $5,000 and above). Please try to keep to one page.

G. A complete list of corporations and foundations that have given to the organization in the previous fiscal year (amounts of $5,000 and above). Please be sure to include the dollar amount per donor. Please try to keep to one page.

H. A list of the organization’s Board of Directors, including their primary business or professional affiliation. Please try to keep to one page.

FUNDING CYCLE DEADLINES

<table>
<thead>
<tr>
<th>Application process opens</th>
<th>Application submission deadline</th>
<th>Thunderbirds Charities notifies applicant regarding funding decisions</th>
</tr>
</thead>
<tbody>
<tr>
<td>FALL FUNDING CYCLE</td>
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<td>August 1, 2020</td>
<td>September 1, 2020</td>
<td>Early December 2020</td>
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<td>SPRING FUNDING CYCLE</td>
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<td>February 1, 2021</td>
<td>March 1, 2021</td>
<td>Late May 2021</td>
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Thunderbirds Charities accepts 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.
**Organization Name** | **Organization Name**
---|---
**Fiscal Year** | **Fiscal Year during which the grant will be used (mm/dd/yy - mm/dd/yy)**
**Previous Fiscal Year** | **Previous Fiscal Year (mm/dd/yy - mm/dd/yy)**

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<tr>
<th>COLUMN 1</th>
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<th>COLUMN 3</th>
<th>COLUMN 4</th>
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<tbody>
<tr>
<td>PLEASE MODIFY CATEGORY TITLES AS NEEDED.</td>
<td>Total Organization Budget</td>
<td>Previous Fiscal Year Budget</td>
<td>Previous Fiscal Year Actual</td>
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**Income Sources**
- Foundation and Corporate Grants
- Government Grants and Contracts
- Individual Contributions
- Earned Income
- In-Kind Income
- Investments
- Other Income *(please explain)*
- **Total Income**

**Expenses**
- Salaries and Wages *(please indicate FTE)*
- Employee Benefits and Taxes
- 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
- Administrative
- Other Expense *(please explain)*
- Miscellaneous
- **Total Non Personnel Costs**
- **Total Expenses**
- **Excess of Revenue Over Expenses**

**Budget Narrative:** Clearly explain what is specifically included in any budget revenue or expense line items that are not self-explanatory. For example: Personnel line item includes Program Coordinator, Program Assistance, Volunteer Coordinator and 12 other FTE.
### SPECIFIC PROJECT / PROGRAM BUDGET INSTRUCTIONS - PLEASE TRY TO KEEP TO ONE PAGE

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2. Second line is fiscal year during which the grant will be used (mm/dd/yy - mm/dd/yy).

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3. First column is your charity’s budget categories related to your specific request.
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