

## The Funding Exchange

Cynthia Adams started the Funding Exchange, Inc./Alaska Funding Exchange (AFE) in 1992 -- a time when changes in the state's economy had begun to impact the fundraising efforts of Alaska nonprofits. There was a critical need for Alaska organizations to build their internal capacity and expand the resources available to them. Alaska Funding Exchange was the result of Ms. Adams' efforts to meet that need.

In 1995, AFE pioneered an online database of grantmakers. In 1999, AFE launched the national database as an independent product called GrantStation, and in 2001 GrantStation became a separate corporation. The Funding Exchange evolved into a technical assistance, training, and direct services provider to compliment GrantStation's grantseeking services.

In 2008, Cindy sold The Funding Exchange to Ron & Sharon (Charnell)



Gherman. Sharon's background in rural development, fundraising and evaluation, and Ron's in technology and education have expanded AFE's products and services and positioned AFE as the state's premier fundraising technical assistance and training provider.

To the pleasure of Ms. Adams and the Ghermans, Funding Exchange and GrantStation remain closely aligned as 'sister companies', and Cindy continues to be involved with The Funding Exchange as their Senior Consul-



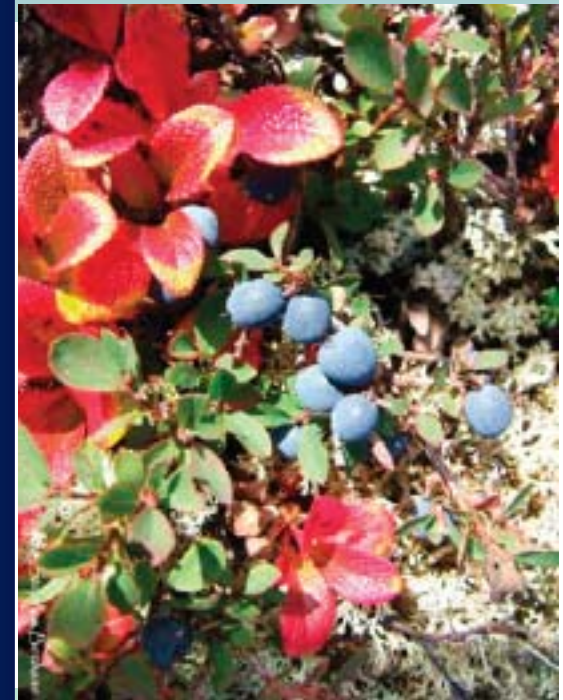
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[www.funding-exchange.org](http://www.funding-exchange.org)

## AFE Clients include:

University of Alaska  
Alaska Humanities Forum  
AK Native Health Board  
AK Village Initiatives  
Health Partners for Africa  
Arctic Village Tribal Council  
Central Council Tlingit & Haida Tribes of AK  
AK Dept. of Labor  
Council of Athabascan Tribal Governments  
Doyon Foundation  
First Alaskans Institute  
Iilisagvik College  
Chugach School District  
RuralCAP  
Anchorage Fire Dept.  
Tanana Chiefs Conference

*Building Healthy Communities since 1992*

# Funding Exchange Inc.



# Strengthening & Assisting Nonprofits



## Research

Whether you need a simple funding search, background or historical information for a funding proposal, or another type of research, AFE can gather the information you need quickly and economically. AFE's monthly newsletter The Exchange is an excellent resource for grant-maker information.

## Consulting

AFE's professionals can help you organize and communicate your message in clear, convincing language. We have a number of tools we've found effective to help you clarify your planning process and simplify complex projects into understandable steps that can be communicated to your board or supporters. AFE professionals are available to guide you in thoroughly thinking through your project and documenting the steps you need to take to meet your goals. Our consulting services include:

- Long-term strategic plans

- Complex program funding plans
- Funding strategy reports
- Program planning
- Organizational or program troubleshooting
- Meeting or retreat facilitation
- Conference presentations

## Writing & Editing

You know the heart and mission of your organization. The key to successful, sustainable programs is how effectively you're able to communicate and transfer passion to others who will contribute to your cause. AFE's grant writers can help you organize and communicate your message in clear, convincing language:

- Case for Support
- Letter of Interest
- Full proposals:
  - Private (foundation or corporate)

- Government (state, federal, international)

- Edit your grant proposal before submission
- Analyze your unsuccessful proposal and recommend changes that will make future requests more competitive

## Evaluation

The Funding Exchange provides program evaluation planning, design and analysis by Alaskans who are experts in the unique conditions of our state.

The information provided by an effective program evaluation can:

- verify the program accomplished its objectives;
- create opportunities to build on the existing grant award;
- reveal logical connections for follow-on funding, and
- expose weaknesses or vulnerabilities early to allow minor corrections before they have a negative impact on the program.

## Training

AFE offers an array of training workshops and classes ranging from 90-minute webinars to 5-day intensive classes:

- Grantwriting: webinars, 2-day overview, 5-day 'hands-on' intensive
- Sustainable Pathways: Building Financially Healthy Organizations (3-day or 8-session webinar)
- Webinars (see web site for current list -- [www.fundingexchange.org](http://www.fundingexchange.org))

## Coaching and Mentoring

One-on-one training and assistance

## Temporary Help

AFE can keep your development plan on track during staff turnovers or busy periods.

*"Thanks for your program evaluation -- this is a very useful document. It will be helpful as we move forward and make improvements and changes to the program."*

*"Thanks for all your work on the proposal. It was written beautifully."*

*"Our proposal was funded -- thank you!!"*

*"I would tell anyone who writes proposals or even needs to manage a grant to take this class....I also liked that there is somewhere to go for help (after the class)..."*