

Funder Prospecting Made Easy



GRANT
CONNECT



Community Foundation
of Campbellford/Seymour
and Northumberland

Welcome!

I would like to begin by acknowledging that the land on which we gather is the traditional territory of the Wendat, the Anishinaabeg, Haudenosaunee, Métis, and the Mississaugas of the New Credit First Nation.

For thousands of years it has been the traditional land of the Huron-Wendat, the Seneca, and most recently, the Mississaugas of the Credit River. Today, this meeting place is still the home to many Indigenous people from across Turtle Island and we are grateful to have the opportunity to work on this land.

Introduction

Presenters



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Coordinator,
Client Success
(Bilingual)

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Agenda

- Introductions
- Learn how to:
 - Identify and qualify prospects using Grant Connect
 - Use Community Edition features like Funder Search and Funder Profiles
 - Navigate the Help Centre resources
 - How to Access Grant Connect Community Edition
 - Q&A

Introduction

About Imagine Canada

- National charitable organization
 - Programs and resources that strengthen charities and their operations
 - Membership
 - PRISM
 - Standards
 - Public Policy
 - Research & Sector Intel
 - Grant Connect
- one of Canada's oldest social enterprises!*

Introduction

What is Grant Connect?

- Prospect research tool & all-in-one solution for fundraising research
- Multiple data sources compiled by in-house experts
- Thousands of funding opportunities:

Thousands of funders

Grant Connect provides access to information on:



11,990
Canadian
foundations



560
Corporate
giving programs



633
Government
grant programs



70
American
funders



311
Other grant
opportunities

Identifying and Qualifying Prospects

The foundation of good prospect research is to **start by mapping out your organization's needs** to determine funding “fit.”

[Webinar -
How to Identify and Qualify Funders](#)



LINKAGE refers to a contact, a bridge or a point of access to a potential funder.



ABILITY (or capacity) refers to the capability of a funder to give at a certain level.

INTEREST refers to a funder's understanding of and enthusiasm for an organization's mission and accomplishments



Identify and Qualify Prospects

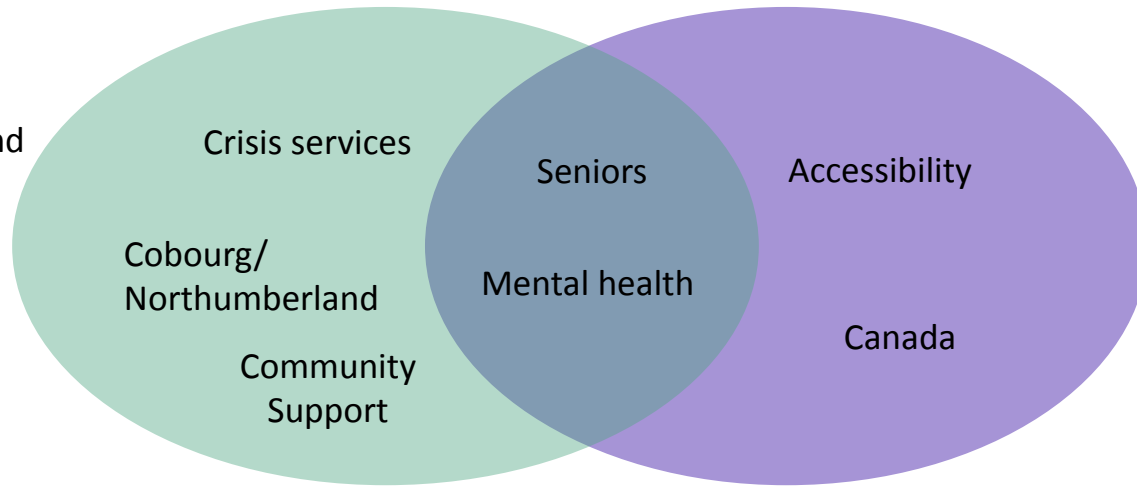
Overlapping Circles

- Another way to frame your thinking around LAI is to look at **overlapping circles!**

**“It’s a question of identifying those overlapping circles:
our capacity, our interests, your needs and your
activities.”**

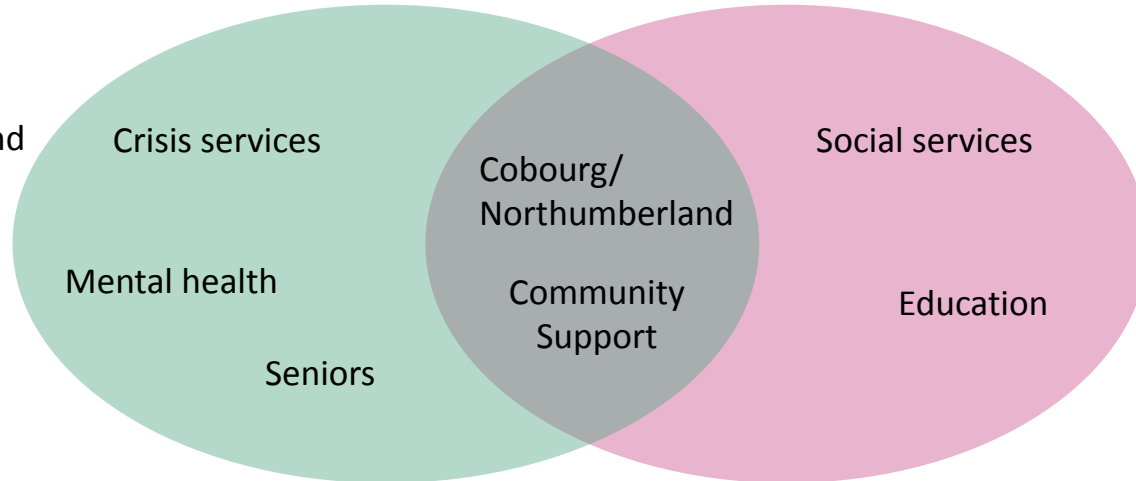
— **Kelly Meighen**, *President of the TR Meighen Family Foundation*

Cobourg/
Northumberland
Mental Health
Charity



Foundation ABC

Cobourg/
Northumberland
Charity



Foundation XYZ

Features

Profile

Laidlaw Foundation

Family foundation/Foundation

[WEBSITE](#)

Gifts Last Year	Median Gift	Median Recipient Size
\$2M	\$13K	\$4M

Funding Programs: 4 ✓ Open to Requests 📍 Toronto, ON
🕒 Next deadline: June 29, 2026

Indigenous culture

Community improvement

Access to education

Climate change

Antidiscrimination

Indigenous relations and reconciliation

Justice system

Children and youth (0 to 18 years)

Black communities

Indigenous communities

At-risk youth

Ontario

Direct Charitable Programming

Grantmaking

About

Programs

Gift Analysis

Profile Updated: May 8, 2026

[View profile:](#)
[Laidlaw](#)
[Foundation](#)

Features

Profile

Terence & Svea McKillen Foundation

Family foundation/Foundation

[WEBSITE](#)

Gifts Last Year	Median Gift	Median Recipient Size
\$56K	\$9K	\$1M

Funding Programs: 1 ✓ Open to Requests 📍 Rockwood, ON
🕒 Next deadline: June 30, 2026

Music

ESL and second language acquisition

Early childhood education

Health

Social Services

Children and youth (0 to 18 years)

Youth with intellectual and development disabilities

At-risk youth

Canada

Ontario

Grantmaking

About

Programs

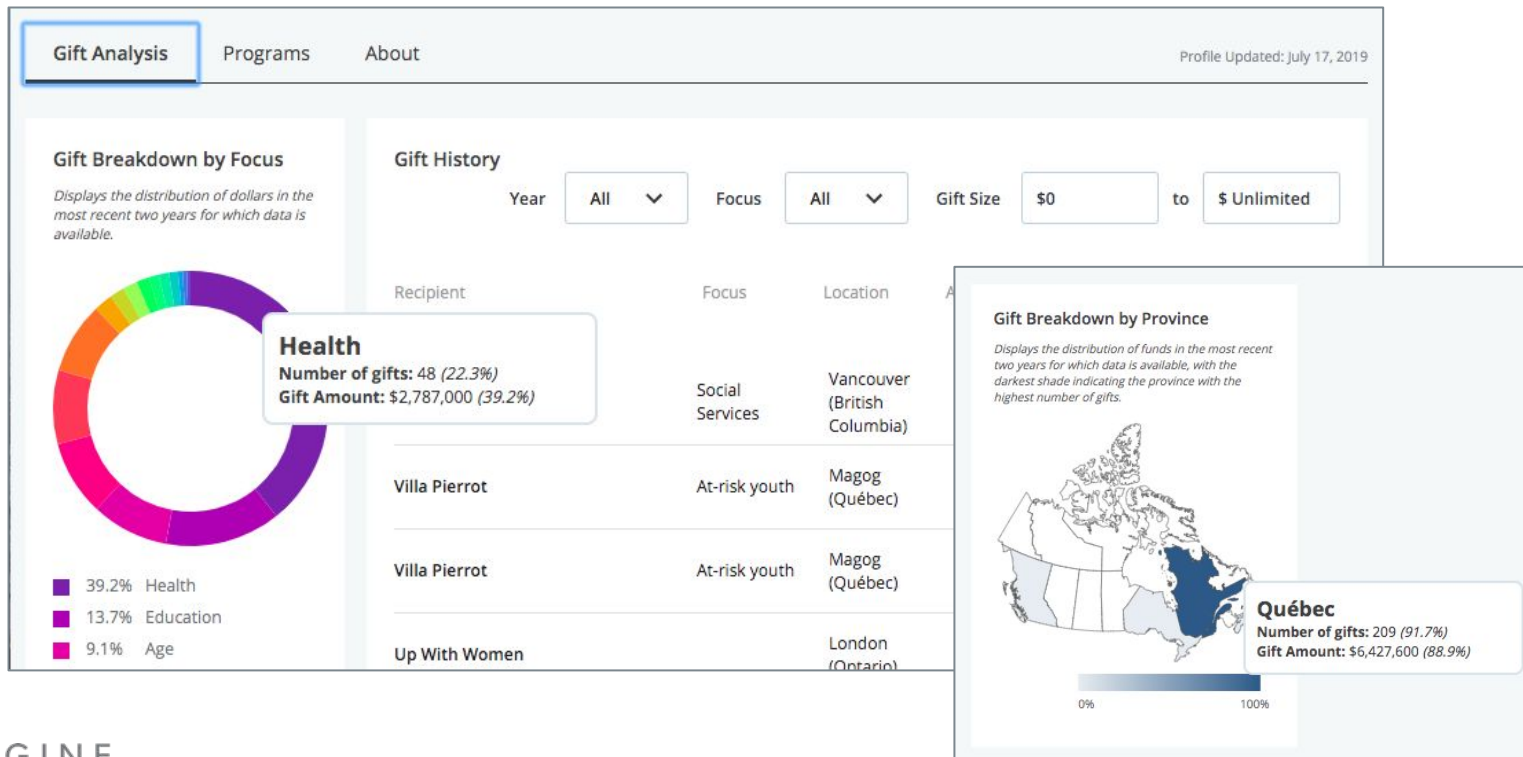
Gift Analysis

Profile Updated: April 22, 2026

[View profile:](#)
[Terence & Svea](#)
[McKillen](#)
[Foundation](#)

Features

Profile - Gift Analysis



Features

Profile - Programs

[Gift Analysis](#) [Programs](#) [About](#)

Profile Updated: July 17, 2019

Funding Program

Since 1965, the Foundation has intervened in four sectors: arts and culture, education, health, and community support.

The Foundation favours organizations and projects that make an innovative and sustainable contribution to the development of individuals and communities, in accordance with our philanthropic intentions and our sector of intervention.

 **Funding Program - General deadline: Ongoing**

Eligible Costs

This funder has indicated what costs it generally will and will not consider funding for:

Eligible Costs	Ineligible Costs
• Project funding • Program funding	• Funding for religious purposes • Support for fundraising

Features

Profile - About

Gift Analysis

Programs

About

Profile Updated: July 17, 20

J. Armand Bombardier Foundation

Established: 1965

Mission/Philosophy

The J. Armand Bombardier Foundation, established in 1965, has the mission to perpetuate the humanitaria...

[See More](#)

Affiliations

Bombardier Inc.

Business Number

118923440RR0001

Contact Information

1155 Rue Metcalfe,
Suite 2100,
Montreal, QC,
H3B2V6

Phone:
514-8764555

Email:
fondation@fjab.qc.ca

Language:
Bilingual

Financial Data

	2019	2018	2017
Assets	\$176,239,565	\$176,550,301	\$178,336,211
Direct charitable activity	\$5,217,417	\$5,225,795	\$5,322,631
Number of gifts	117	123	118
Revenues	\$9,363,489	\$7,930,965	\$21,658,297
Total gifts	\$3,715,600	\$3,717,000	\$3,710,500

Fiscal Period End: April 30

Past Officers

Officers

Features

Searching

The screenshot displays the GRANT CONNECT Funder Search interface. At the top, a yellow header bar contains the GRANT CONNECT logo, a search bar with the placeholder text "Keyword or funder", and navigation icons. Below the header, a dark grey bar prompts the user to "Search by keyword or funder name".

The main content area is divided into three sections:

- Filters:** A sidebar on the left with a "RESET" button. It includes sections for "Cause" (with checkboxes for Health (2100), Social Services (1589), Religion (1203), Education (1123), Arts and culture (1077), Community and economic development (933), and Environment (666)), "Region" (with a checkbox for Canada (837)), and "International" (with a checkbox for International (601)). A "SHOW 8 MORE" button is located at the bottom of the Cause section.
- Funder Search:** The central search area with a "SAVE MY SEARCH" button, a "VIEW MY SAVED SEARCHES" button, and a "RESET" button. It includes filters for "Language" (All), "Open to Requests" (All), "Median Gift" (\$0 to \$ Unlimited), and "Sort By" (Match). Below these filters, it indicates "1 - 10 of 10,000 results on 1,000 pages".
- Results:** A list of funders with details and action buttons:
 - Live Green Toronto:** Urban agriculture, Climate change, Energy resources, Renewable energy, Natural spaces and resources, Air... Headquarters: Toronto, ON. Funding Programs: 3, Median Gift: N/A. Button: ADD TO PIPELINE.
 - Grants in Aid:** Arts and culture, Social Services, Sports and recreation, Ladysmith, One-time initiatives, Program funding, Project... Headquarters: Ladysmith, BC. Funding Programs: 1, Median Gift: \$1,500. Button: ADD TO PIPELINE. Next deadline: December 31, 2022.
 - Greater Sudbury Arts & Culture Grant Program:** Arts and culture, Greater Sudbury, Support for ongoing operating costs / overhead, Project funding, One-time... Headquarters: Sudbury, ON. Funding Programs: 1, Median Gift: \$3,500. Button: ADD TO PIPELINE. Next deadline: February 11, 2023.

A "Feedback" button is located on the right side of the interface, and a "Support" button is at the bottom right.

Run a search

Features

Searching - Filters and Sorting

Filters

RESET

Cause

▼

Region

▼

Special Populations

▼

Type of Support

▼

Category

▼

Headquarters

▼

Funder Search

SAVE MY SEARCH

VIEW MY SAVED SEARCHES

RESET

Language

Open to Requests

Median Gift

Sort By

All

▼

All

▼

\$0

to

\$ Unlimited

Name

Match

Median Gift

Deadline

Capacity

Showing all results

Manitoba Heritage Trust Program (MHTP)

Funding Programs: 1

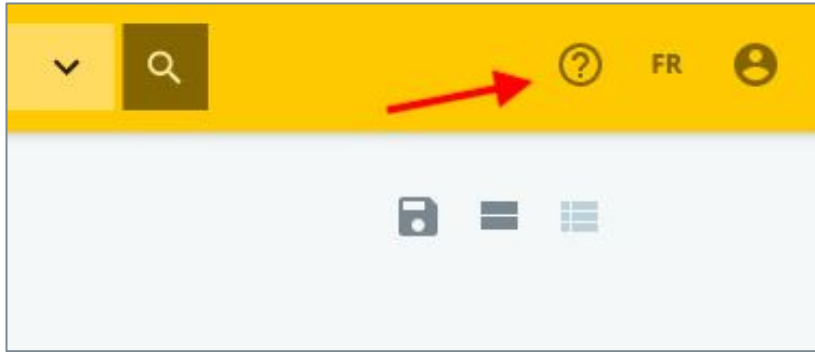
ADD

Historic preservation, Historical activities, Manitoba

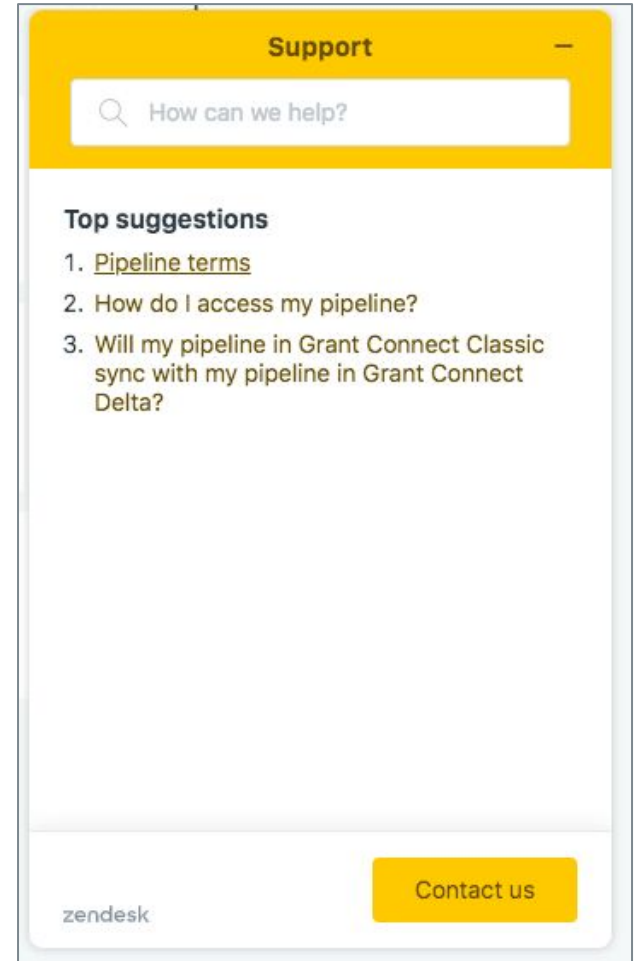
Headquarters: Winnipeg, MB

Ongoing

Help Centre

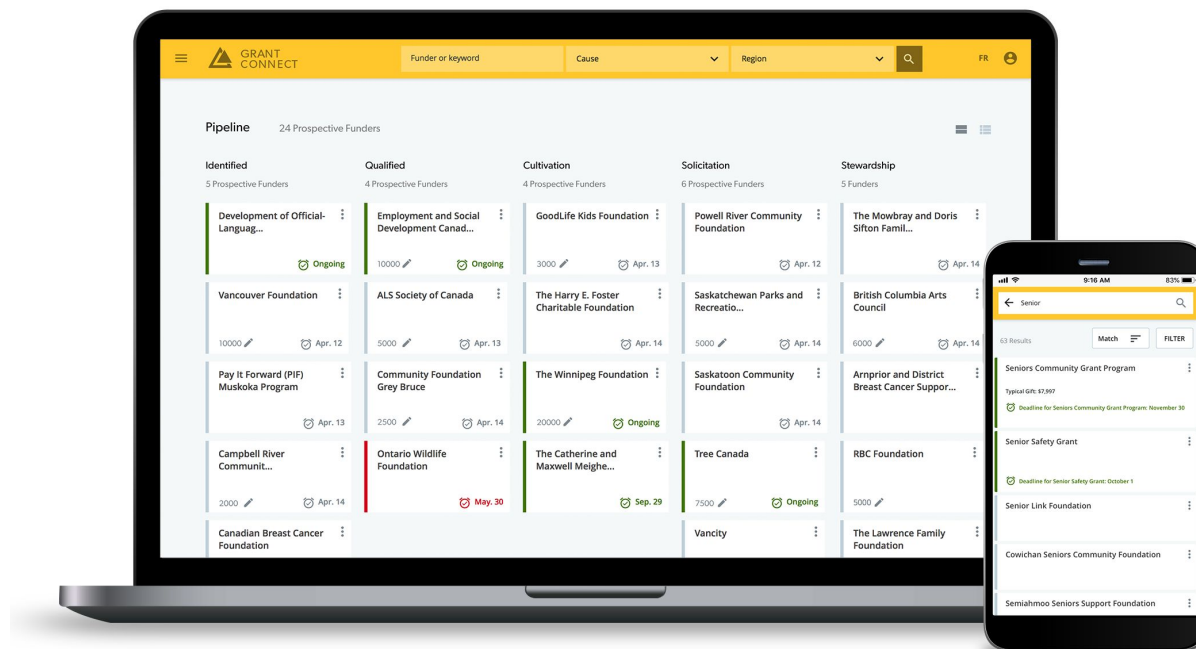


grantconnecthelp.zendesk.com



Q&A

Thank you!



Stay up to date with the latest trends, tips, and stories to fuel your fundraising success with our monthly newsletter: [Grantseeker](#).

IM△GINE

CANADA

Strong Charities. Strong Communities.

