

Why Grantmakers Make Site Visits

GRANTMAKERS MAKE SITE VISITS TO:

- Get to know the staff and the work of the organization firsthand;
- See the neighborhood in which the organization is located;
- Observe programs in action;
- Speak with clients served by the organization;
- Develop a better understanding of how they can help the organization;
- Broaden their understanding of issues in their program areas;
- Shape their thinking about future grants;
- Judge whether the proposal accurately represents the organization; (Proposals can be deceiving. Those written by professional grantwriters can make a so-so organization shine. Conversely, a less artfully written proposal can disguise the merits of an excellent program.)
- Build relationships with grantseekers; and
- Be reminded of the importance of the work they do.