

Glossary of Terms

Please contact the Donors Forum if you have a question about a term not included here.

Capital Request

A planned undertaking to purchase, build or renovate a space or building, or to acquire equipment.

Community

The people living in the same district, city, state, etc.

Contribution

A tax-deductible gift, cash, property, equipment or services from an individual to a non-profit organization. Most often given annually.

General Operating Support

Funds, both contributions and grants, which support the ongoing services of the organization.

Grants

Generally an allocation from foundations, corporations, or government for special projects or general operating. May be multi-year or annual.

Indicator

The observable, measurable characteristic or change that represents achievement of the outcome.

In-Kind Support

A contribution of equipment/materials, time and/or services that the donor has placed a monetary value on for tax purposes.

Methodology

A sequence of activities needed to accomplish the program objectives.

Outcomes

The changes in (or benefits achieved by) clients due to their participation in program activities. This may include changes to participants' knowledge, skills, values, behavior, or condition of status.

Performance Standard

The number and percent of clients who are expected to achieve the result. Also called target, they should be based on professional judgment, past data, research, or professional standards.

Program

An organized set of services designed to achieve specific outcomes for a specified population that will continue beyond the grant period.

Project

A planned undertaking or organized set of services designed to achieve specific outcomes that begins and ends within the grant period. (A successful project may become an ongoing program.)

Success Story

An example that illustrates your program's effect on a client.