



## GLOSSARY

**Capital Request** – A planned undertaking to purchase, build or renovate a space or building, or to acquire equipment.

**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.

**Operational Support** – A grant given to cover an organization’s day-to-day expenses such as salaries, utilities, office supplies, etc.

**Outcomes** – The changes in (or benefits achieved by) individuals or communities due to their participation in program/project activities. This may include changes to participants’ knowledge, skills, values, behavior, condition or status. In general, outcomes are described in quantitative or qualitative terms.

**Quantitative (or Measurable) outcomes** are changes or benefits that can be measured or counted and expressed with a numerical value. For example, 30 of the 40 third-grade students participating in the literacy program will increase their reading level by one grade level.

**Qualitative outcomes** are changes or benefits that refer only to the characteristics of something being described, rather than exact numerical measurement. Qualitative changes can be observed (or detected through the senses) and are generally described in a narrative form. For example, the mother of a student participating in the literacy program stated that her daughter no longer feared reading aloud in class now that she could read at the same level as her classmates.

**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 a specified time period. (A successful project may become an ongoing program.)

**Technical Assistance** – Operational or managerial assistance given to a nonprofit organization. It may include fundraising assistance, budgeting or financial planning, program planning, legal advice, marketing or other aids to management. Assistance may be offered directly by a foundation or corporate staff member or in the form of a grant to pay for the services of a consultant.

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*Our mission is to strengthen the Barberton community for current and future generations by providing leadership, fostering collaboration, and creating a legacy of giving to do good.*