

# GrantStream Quarterly

*Sharing knowledge, insights and experience*

## From the editor

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Drink Coffee Responsibly



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& New Features



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How we did in 2007



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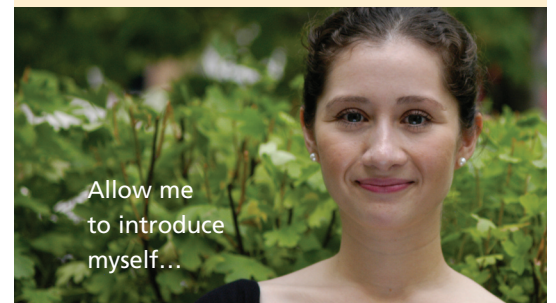


#### The Inside Scoop:

Meet Nancy and David

AFTER ALMOST A YEAR'S HIATUS, WE'RE HAPPY TO bring back GrantStream's newsletter. It's our business to help your corporate citizenship initiatives shine, so our goal is that this newsletter serves as #1) a useful resource you can pack into your decision-making toolbox, and #2) a way of keeping the lines of communication between us open. Your feedback tells us how we can evolve to better meet your needs, so please, talk to us!

We're happy to report that thanks to your ongoing support, our business continues to expand. Over the past year, we've added staff to keep up with our growing client list and have made significant enhancements to our products, most of them a direct result of feedback and suggestions from our clients and, according to him, the odd epiphany from Matthew. We're excited to share some of these new developments with you in this issue. And from the expanding team here at GrantStream, thanks for making this all possible! □



Allow me  
to introduce  
myself...

My name is Claudia Garcia and I'm one of the newer additions to the staff at GrantStream. I've taken on the newsletter duties now that Helen, our previous editor, is on maternity leave attending to the lively duo that is her new baby boy and 3-year-old daughter.

My background is in Marketing Communications and I have an International BBA from York University's Schulich School of Business. My greatest interest however, has always lain in corporate citizenship so I can't tell you how exciting it is to join the GrantStream team and to have the chance to work with some of the Canadian companies that are blazing an impressive path of achievement in this area. I'm looking forward to the projects ahead! Until next quarter,

### Office Green Tip

#### Drink coffee??

Avoid disposable cups, single-serving creamers and sugars, etc. If you use a coffee service, inform them of your office's desire to reduce packaging; refuse individual coffee pouches. Stock milk, sugar and condiments in bulk to eliminate the need for single-serving packages.

[www.gatewaygreen.ca](http://www.gatewaygreen.ca)

# Technology Focus – Recent Upgrades & New Features

Here are a few of the updates to our product offerings that our software developers have recently implemented. Most of them have been developed in response to client requests, so keep them coming! □

## Recent Upgrades

### Adding attachments now possible in MatchRight®

The new GrantRight® attachments feature has been a great success for a number of our clients. We've now made it possible to add attachments in MatchRight®, too. Now you can add testimonial letters, photos of a volunteer day or anything else you wish to include to any submitted application. Call us if you're interested in adding this feature.

### GrantStream Measurement & Evaluation®: Scheduling Follow-Ups

Assessment of your community investment program is a key element of success, although it can sometimes be quite labour-intensive. Our GrantRight® M&E module makes this process easy, sending out an automated follow-up survey to your recipients after a set period of time. Now we've made it even easier, giving you the additional flexibility to choose exactly when the survey gets sent out, and to which contacts. Call us for details.

## New Features

### At your fingertips: Database of 1.4 million verified US charities and non-profits

GrantStream now offers you the ability to integrate the specs on 1.4 million US-based charities and non-profit organizations into your GrantStream system with the Employer Identification Number Database. US employees can search for an organization they'd like to support through the MatchRight® program and validation of fund applicants through GrantRight® is now possible for both Canada and the US. Talk to us if you feel you would benefit from access to the EIN Database.

### Stop writing paper cheques! Use Electronic Funds Transfer!

The cost of cutting a cheque can be prohibitive, especially when the payment is for a relatively small amount. Why not look into paying through Electronic Funds Transfer? In GrantRight® and MatchRight® you can now request recipients' banking info automatically and transfer this data to your accounts payable department at the click of a button. If you'd like to discuss having this feature added, just let us know.

For more information on these or our other technology services, please contact [Matthew](#).

## For the number lovers...

Last year we published the total value of grants and sponsorships processed through GrantStream management systems in 2006. Here we have the 2007 numbers, higher on all fronts, serving as a testament to the continued and ever-expanding commitment of our clients to their communities. As always, we're proud to support you in your achievements.

- **30,000** The total number of GrantRight® applications entered into the system (+11%)\*
- **\$168,000,000** The total amount of funding committed (+17%)
- **15,000** The total number of employee-match grant applications (+188% !!!)
- **86%** The percentage of employee-match grant applications APPROVED
- **\$3,500,000** The total amount of employee-match grants committed (+84% !!!)

You might be interested to know that in 2007, GrantStream systems generated a whopping **53,000** auto emails to grant applicants and funding recipients. This works out to over **145** auto emails per day — that's a lot of correspondence!

**#1** **The most common recipients of our clients' contributions?**  
Health & Education organizations hold onto the top spot in 2007.

\* ( ) are changes over 2006 data **Please Note:** This is aggregate data. GrantStream does not disclose individual company figures.

A NSNVO survey conducted in 2003 (the most recent year for which data is available) placed total business contributions to Canadian charities and non-profits at \$2.8 billion. Based on this figure, GrantStream clients accounted for approximately 6% of total contributions. Please contact [Claudia](#) for more information.

# AstraZeneca Canada: Supporting Employees' Commitment to their Communities

WHEN ASTRAZENECA APPROACHED GRANTSTREAM with the opportunity to help them build a unique employee volunteer program, our Consulting team was up for the challenge. The result was AstraZeneca's Volunteer Investment Program (VIP), which takes a comprehensive approach to supporting employees' charitable giving and volunteer efforts. Besides familiar components such as gift-matching and volunteer grants, the program includes such less common elements as opportunities to obtain company sponsorship for children's sports teams that employees volunteer with, or, perhaps most distinctive of all, the ability for employees to take paid time off from work to carry out humanitarian work in countries affected by natural disaster, poverty or other circumstances.

Employee participants in AstraZeneca's VIP report great appreciation of their company's show of support towards causes close to their hearts. By showing employees that they appreciate their efforts to give back to their communities, AstraZeneca aims to reinforce its own commitment to holistic corporate citizenship. After all, corporate citizenship begins with the way a company treats its own employees and a thoughtful volunteer program is one way of building a workforce that is satisfied, motivated and proud to work for you.

If you're interested in looking at ways to build or improve your employee community program, GrantStream's Consulting team can help. Contact Richard for more information. □

## The Inside Scoop

We'd like to introduce you to **Nancy Renton** and **David MacNeil**, the latest additions to the Client Relations team. Together, Nancy and David bring 20 years of customer service experience to GrantStream and they're ready to help make your experience with us as smooth as can be. Remember, we pride ourselves on our commitment to providing the very best client support, so please don't hesitate to contact our team with any questions or concerns you might have when using GrantStream technology.



### You'd be surprised to know ...

Nancy used to run her own Afternoon Tea catering company for the elegant lady and lucky little girl sets. We're still trying to think of an excuse to hold a tea party at the office, because a dozen tech guys sitting around a table sipping tea out of china cups and munching on scones would be a sight we'd like to behold! In his spare time, David will most likely be found on a hockey rink, on a golf course or deep in a game of pool at his local league. David recently qualified for the National Pool Championships to be held later this year in Las Vegas. He's ready to battle it out for top prize, and we're hoping he'll want to take a few of his esteemed colleagues along for moral support! □



Want to  
get in  
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Here's who  
& how:

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