

Application Overview

Please note: This application is a step-by-step process and requires you to pull together much information. You will want to set aside at least 30 minutes to complete it. Otherwise, your information will not be saved until the application has been fully submitted.

CNM: The Frist Foundation Awards of Achievement ~ Revenue Development Award

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- Name of Nominated Organization*
- Organization Address*
- Street Address
- Address Line 2
- City
- State / Province / Region
- Postal / Zip Code
- Country
- Organization Phone Number*
- Organization Fax Number
- Nominator's Name*
- Nominator's Title*
- Nominator's Phone Number*
- Nominator's Email*
- Executive Director's Name*
- Executive Director's Phone Number*
- Executive Director's Email
- Web Site Address
- Year Organization Founded*
- Mission Statement (25 words or fewer)*

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This award category recognizes agencies that develop new or more effective ways to generate revenue, and to fund the organization in an uncertain economy. The award recognizes agencies that enhance their revenues through new ways of thinking – through creative fundraising or by developing new revenue streams through nonprofit or for-profit activities. Applicants are asked to explain their approach to revenue development and how it can be sustained. An award of \$25,000 will be presented to the winner, and \$10,000 will be awarded to each of the two finalists at CNM's annual Salute to Excellence.

Requirements of the Frist Foundation Awards of Achievement:

- Nominee must have been a 501(c)(3) for at least three years and a member of CNM providing significant services to residents of Middle Tennessee.
- Local chapters of national organizations may apply, provided the chapters are locally managed, have their own tax-exempt status, and have full financial information available on a local basis.
- In keeping with The Frist Foundation's general funding guidelines, hospitals, nursing homes, and retirement homes are not eligible.
- Winners of any of the three Awards of Achievement may not apply for a Frist award for the next three years. (For example, if the agency was a \$25,000 winner in 2014, the agency may not compete again until 2018.)
- Previous Frist award finalists may reapply, but not in the same award category for three years. (For example, if the agency was a Frist finalist in the revenue development category in 2014, the agency is eligible to re-apply in that same category in 2018.)

1. Describe the main revenue sources that your organization uses to sustain its operations. (Limit response to 200 words.) *
2. How has your organization been creative in changing or adding to its revenue sources in new ways during the past three years? (Limit response to 200 words.) *
3. What challenges have you faced in sustaining your revenue base that led you to look for new revenue sources? (Limit response to 200 words.) *
4. Describe how your revenue streams have changed by describing previous revenues, current revenues, and how that mix has changed based on your innovation(s). (Limit response to 200 words.) *

In applying for the Salute to Excellence Awards, we have carefully read the requirements for submitting the nomination. We understand that this entry will be reviewed by award panelists to ensure all requirements are met. We also understand that a panel of independent judges will evaluate entries and *recommend* the winner and finalists to The Frist Foundation. As a part of this process, we understand we may be asked to provide additional information and may be visited by representatives of the judging panel. Furthermore, we are aware that any submissions and attachments become the property of the Center for Nonprofit Management and may be publicized as a part of promotions surrounding the Salute to Excellence Awards.*

*** Required field**