



# Grants: Strategies, Not Solutions – A Funder's Perspective

AMY LINDNER  
EXECUTIVE DIRECTOR  
UPMOBILITY FOUNDATION  
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- Small family foundation based in Little Falls, NY
- \$21 million in grants since our founding in 2015
- Annual grantmaking budget of \$5 million

Our Vision:

*We are unlocking a future where no dream is out of reach - and communities rise together.*

Our Mission:

*We activate networks and cultivate partnerships to spark innovation, scale solutions, and uplift lives.*





Social Impact

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Strengthening Democracy

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Entrepreneurship

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Diversity, Equity, Inclusion, & Belonging

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Community Building

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Building Strong Families

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Advancing Education

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Healthcare and Helping those with Special Needs

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International Development





**Grants  
are  
strategies,  
not  
solutions.**

Attribution: L. Steven M.  
(via LinkedIn)

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Seed/Proof of Concept Funding

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New Program Launch

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Experimentation of New Ideas

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Strategic Priority Implementation

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Capacity Building



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General Operating Support

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Guaranteed Annual Support

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Repetitive Programming

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Creation of Dependency

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Inhibiting the Diversification of  
Revenue Streams

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\$5,983



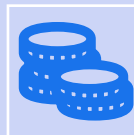
Community Foundation of Herkimer and Oneida Counties: \$11 million



UpMobility Foundation: \$5 million



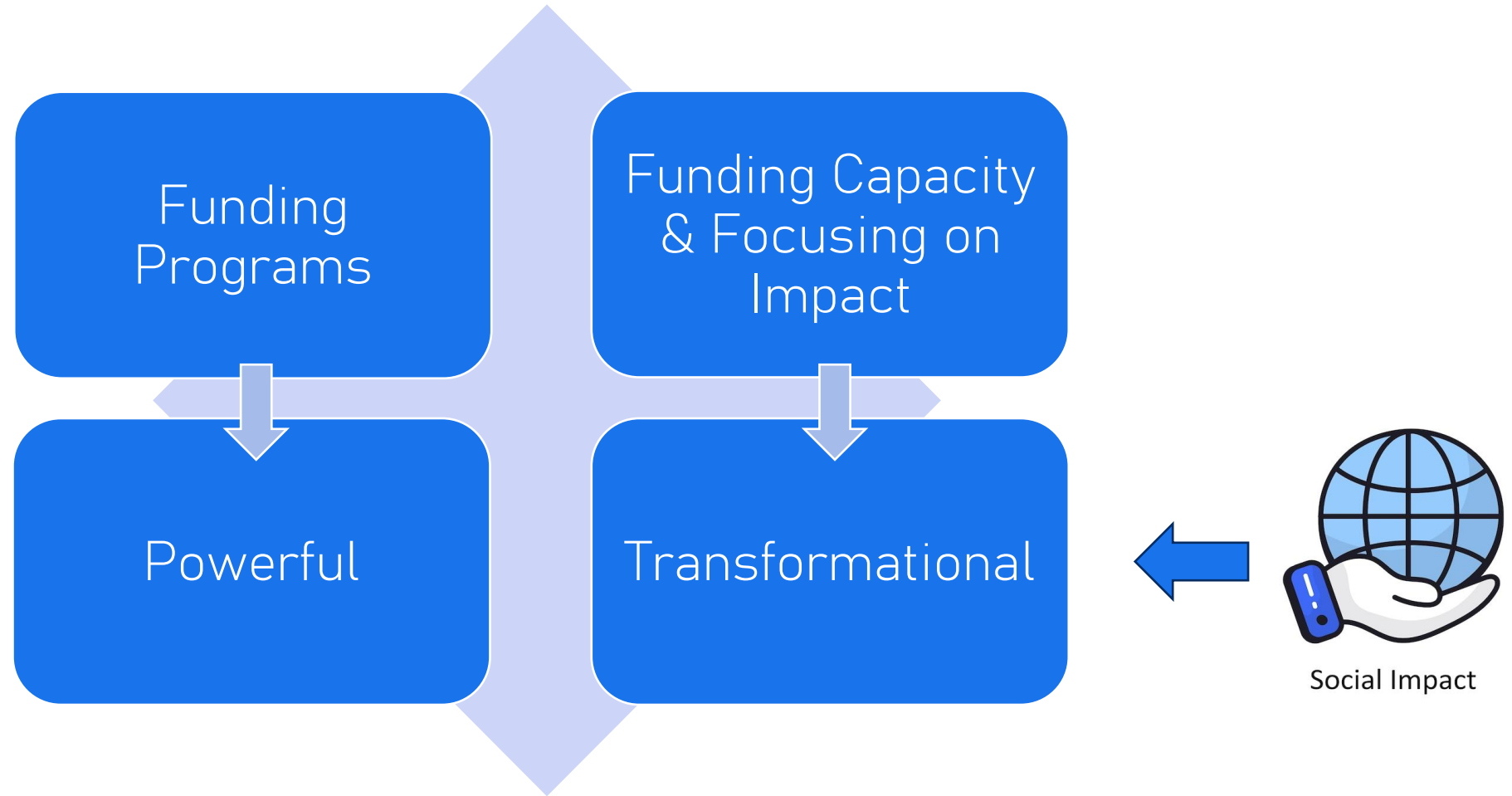
Griffin Charitable Trust: \$1.25 million



TOTAL: \$17.25 million

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# Consistent Focus on Social Impact



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# Factors Indicating Grants Readiness



Organizational  
Foundation



Financial  
Health



Programs and  
Impact



Community  
Engagement



Grants  
Management

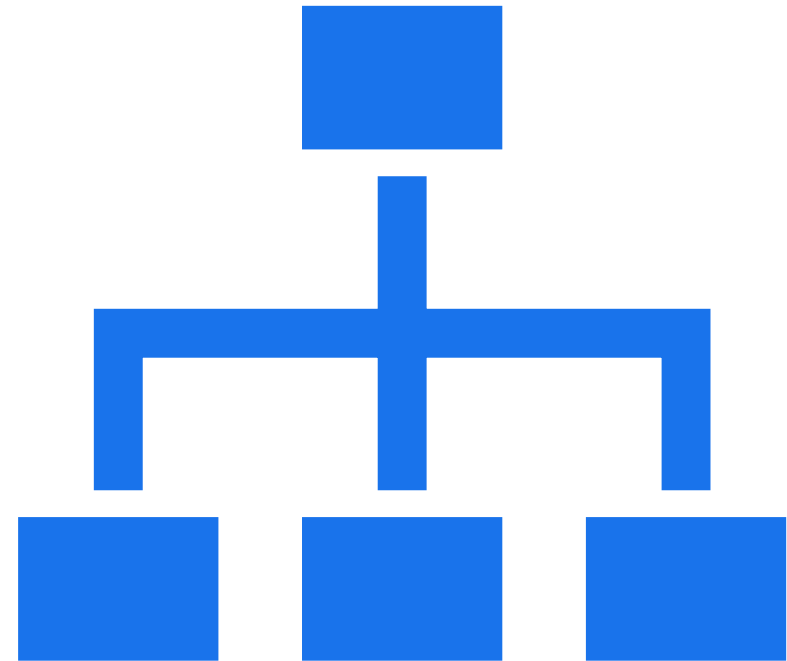


Infrastructure  
and Capacity

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# Organizational Foundation

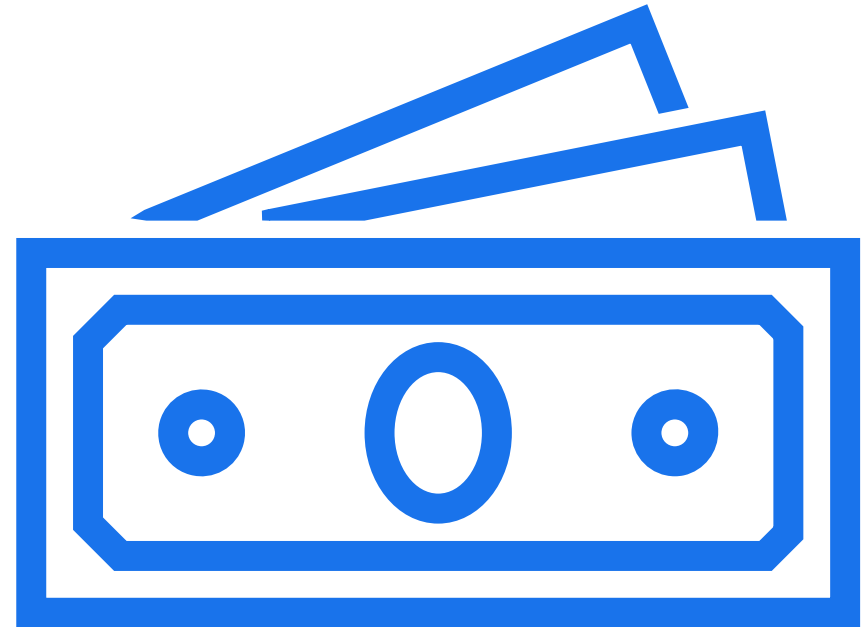
- Nonprofit Status - 501(c)3 Designation
- Clear Vision and Mission Statements
- Focused Programming
- Updated Marketing Materials
- Strong and Competent Leadership
- Active and Financially-Invested Board



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# Financial Health

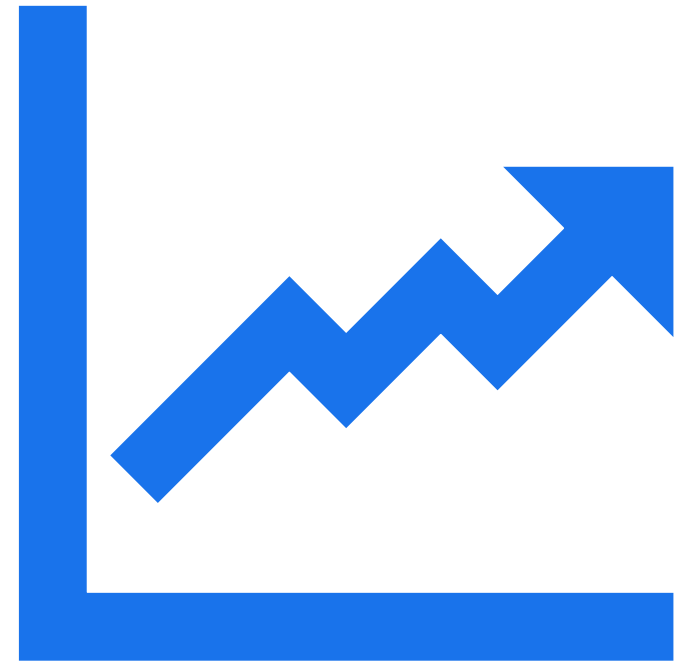
- Financial Stability
- Audited 990s
- Accurate and Up-to-Date Financial Records
- Diversified Funding
- Effective Financial Systems
- Ability to Manage Grant Funds Separately



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# Programs and Organizational Impact

- Well-Defined Programs that Align with Mission
- Programs Reflect Best Practices in the Field
- Demonstrated Track Record of Success
- Measurable Outcomes and Accessible Data
- Comprehensive Evaluation Practices
- Ability to Communicate Impact
- Employ Social Innovation



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# Community Engagement

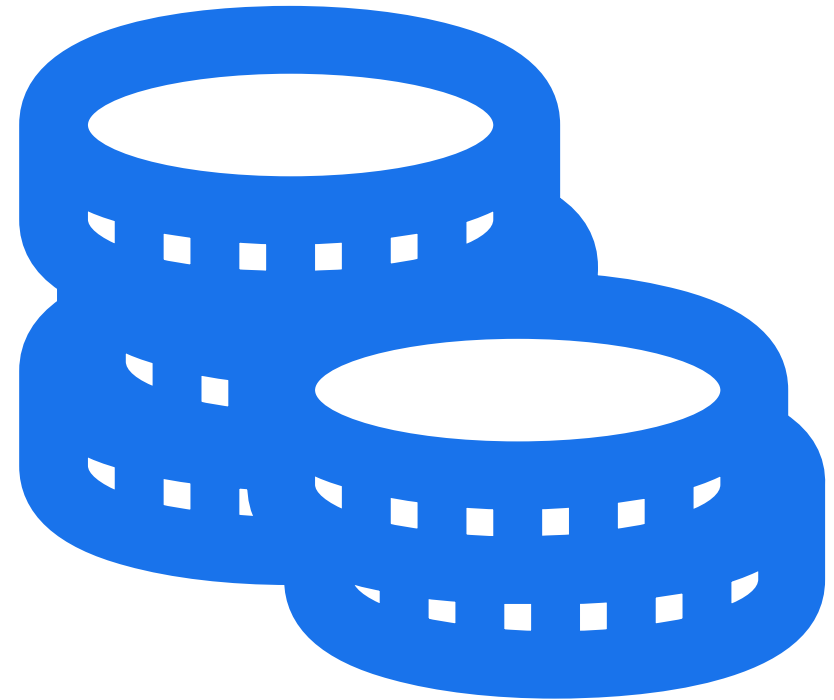
- Strong Reputation in the Community
- Partnerships and Collaboration
- No Duplication of Services
- Ability to Secure Letters of Support or Collaboration



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# Grants Experience

- Proposal Writing Resources
- Ability to Meet Funder Requirements
- Access to Data and Outcome Information
- Ability to Manage Grant Funds Separately
- Ability to Produce Timely and Informative Reports



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# Infrastructure & Capacity

- Adequate Staffing
- Technology and Data Management System
- Policies and Procedures
- Regulatory Compliance
- Fundraising Activity





## Capacity Building Grant Rounds:

April 1 – 30

October 1 – 31

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One Time, Short-Term Investments

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Marketing & Communications Improvements

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Increased Fundraising Capacity

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Human Resource Planning, Assessment, Training

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Governance & Board Development

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Strategic, Organizational, or Expansion Planning

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Technology Development

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Social Enterprise Development





## Coalition Building Grant Rounds:

June 1 – 30

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Development of Partnerships to Improve the  
Nonprofit Ecosystem

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Coalition Planning

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Coalition Implementation

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Administrative Consolidation

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Resource Partnerships

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Mergers or Organizational Consolidations

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Dissolution Planning

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- See more at: [UpMobility.org](http://UpMobility.org)
- Join our mailing list
- Attending our informational sessions
  - January 21 @ CFHOC in Utica
  - February 25 @

Amy Lindner

Executive Director

[amy@upmobility.org](mailto:amy@upmobility.org)

315-382-4226

Andrea Babinec

Grants Manager

[andrea@upmbility.org](mailto:andrea@upmbility.org)

