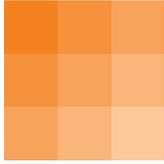


# GREAT GRANT STORIES



## Servants Anonymous Society and Nickle Family Foundation



A Solid Plan, Tremendous Commitment – But No Track Record

Every charity seeking funding understands that donors must investigate their organization. Thorough “due diligence” is an essential part of the granting process, and a fundamental responsibility for those entrusted with a foundation’s assets. A charity’s track record – for achieving results with its programs, for appropriate fiscal management – give a potential donor invaluable information.

New organizations, though, face a ‘Catch 22.’ With no established track record, oft-times donors won’t consider them. And without donors, how do they deliver their services and so establish a track record?

Nickle Family Foundation was approached by such an organization, the Servants Anonymous Society (S.A.S.), in 1989. Servants Anonymous had been formed earlier that year to help adolescent girls, particularly those with children of their own, who were enmeshed in street



Photo credit: Servants Anonymous Society of Calgary

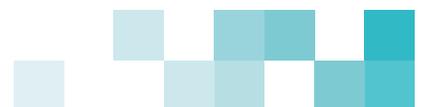
life, drugs and prostitution. Their plan called for establishing a “safe house,” second stage housing, as well as life skills and vocational training. It was an ambitious undertaking, to say the least.

In the absence of a track record, the due diligence review focussed unusually heavily on the business plan and on the people behind the organization. There was no question that the need they were trying to address was compelling and urgent. And that, in the end, led Nickle Family Foundation to offer start-up funding just six months after the Society was formed.

That first grant was modest indeed -- \$5,000 toward furnishings for the safe house. But as Servants Anonymous proved themselves, Nickle Family Foundation made more grants. And something else happened, too. In the words of Dominique M., one of the founders:

*“Your support, as S.A.S. Calgary’s first funder during its humble beginnings in 1989, was the catalyst to establish the organization’s credibility among the Calgary funding community. In fact, your financial support not only invited others to donate as*

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*programs developed, but also encouraged us, the founding team, as we set ourselves up to pioneer the S.A. program model.”*

*“The long-term impact of your financial support to S.A.S. Calgary is reflected today within the S.A. Foundation whose main mandate is to disseminate the “S.A. franchise,” as developed by the founding team, on an international basis.*

*“The Nickle Family Foundation gave S.A. its first lunch and the Lord, to this day, continues to multiply the loaves and the fish you gave away.”*

*“The remaining founding team has not forgotten your generosity and kindness because, when no-one believed in us “the modern day abolitionists”, you did! Thank you on behalf of all suffering sexually exploited/trafficked young women and their children who have and who will be able to escape the sex trade in the years to come!”*

Servants Anonymous is today well-established, with a strong track record of success. Their work in Calgary attracted attention from elsewhere, so for the last decade they have worked at helping to apply their model in other cities. Over the last

twenty years they have helped countless young women and their children break away from a path of despair.

For those involved with Nickle Family Foundation, it is deeply satisfying to see a ‘risky’ grant pay off so spectacularly.

*Prepared by David Peever,  
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