

**LOCAL CORPORATE GRANT-MAKING GUIDELINES: MARYLAND**

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| <p>Are unsolicited grants accepted or do I need an invitation code?</p>                                          | <p>Yes, unsolicited grants will be considered; however, contacting the GCC focal is recommended if you are a new applicant. Please note that the City of Baltimore is outside our geographic giving area, which is limited to the Tri-County Southern Maryland area and those communities on the fringes of the District of Columbia.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| <p>If I need an invitation code, how do I acquire one?</p>                                                       | <p>At this time, Invitation Codes are not required for Southern Maryland grants.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <p>Do organizations only accept proposals during specific timeframes?</p>                                        | <p>Application Period: Jan 15 – Oct 15</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| <p>What is the average size of your cash grants?</p>                                                             | <p>Grants average \$2,000 to \$6,000</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <p>Do organizations accept requests for in-kind donations and if so, what do organizations generally donate?</p> | <p>Contact the GCC focal if you are interested in these types of support.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| <p>Can I apply for Boeing corporate, ECF, sponsorships and in-kind resources?</p>                                | <p>The Southern Maryland region does not have an ECF fund.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <p>If I call or email with a general question, how soon will someone get back to me?</p>                         | <p>You can expect a reply via phone or email within a business week. Your patience is appreciated.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| <p>Once I submit my grant application when will I hear if it's been approved?</p>                                | <p>Generally within a month of your submittal date. Receipt of the check once the grant is approved can range up to six weeks.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <p>Do organizations accept grant applications in all five Boeing focus areas?</p>                                | <p>We only accept proposals in the following areas:</p> <ul style="list-style-type: none"> <li>• <b>Early Learning:</b> Support programs that promote developmentally appropriate early childhood and readiness to learn programs -- may include classroom teachers, caregivers and parents.</li> <li>• <b>Primary Education:</b> Support systemic and continuous improvement in school systems, concentrating on teacher effectiveness in literacy, math and science, and on school leadership development.</li> <li>• <b>Health and Human Services:</b> Innovative and collaborative programs that provide routes to individual economic self-sufficiency. May address job re-training, financial and economic education for the poor, children and youth, the elderly, displaced persons and people with disabilities.</li> <li>• <b>Arts and Culture:</b> Programs that promote participation in arts and cultural activities and experiences, and performances that introduce new voices and perspectives to our community. We also consider programs that provide education, preserves and promotes the unique history and culture of the Southern Maryland area</li> </ul> |

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|                                                                                                               | <ul style="list-style-type: none"> <li>• Environment: Programs that protect and conserve the natural environment, especially those relating to the unique eco-system of the Chesapeake Bay and surrounding watersheds.</li> </ul> <p>Capacity building proposals are considered for organizations with which Boeing has an established partnership.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <p>Within the standard Boeing focus areas, does your local grant-making concentrate on anything specific?</p> | <p>Overall, we base our philanthropic investment decisions on expected results that provide the maximum benefit to and for the community, that meet real needs in the short run but can have broader positive effects beyond the period of our involvement. To find those investments, we use a competitive process that looks first at a program's expected results and next for demonstrations of what we believe are the hallmarks of good community investments. Specifically, grant requests are evaluated on:</p> <ul style="list-style-type: none"> <li>• Alignment with our company values and core competencies.</li> <li>• Clearly defined expected outcomes, relative to community needs, that are measurable, scalable, and have a sustainable impact on the community beyond the period of our involvement.</li> <li>• The extent to which the project or program demonstrates innovation, collaboration, leadership and diversity</li> <li>• The organization's financial viability, programmatic strength, and legal compliance.</li> </ul> |
| <p>What is the best method for contacting my GCC focal?</p>                                                   | <p>If you have any questions about the local guidelines it is preferred that you contact the Maryland focal by sending an e-mail to <a href="mailto:william.c.moody@boeing.Com">william.c.moody@boeing.Com</a></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |