

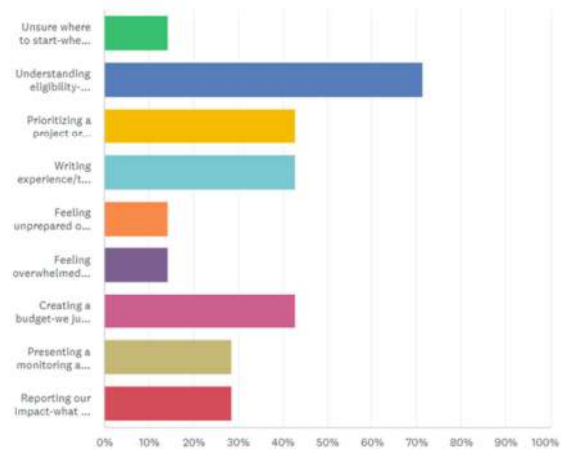
# Grant Writing

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GRIT Strategies



What are the key challenges you/your organization experience with grants?  
Select all that apply.

Answered: 7 Skipped: 3



## Finding Opportunities

RESEARCH/TIME

GOOGLE, FOUNDATIONS WITH SIMILAR INTERESTS

GRANT HUBS WHERE OPPORTUNITIES ARE LISTED

ATTEND LOCAL SESSIONS

LOOK AT FUNDING OF ORGANIZATIONS LIKE YOUR OWN

## Preparing to Meet Deadlines



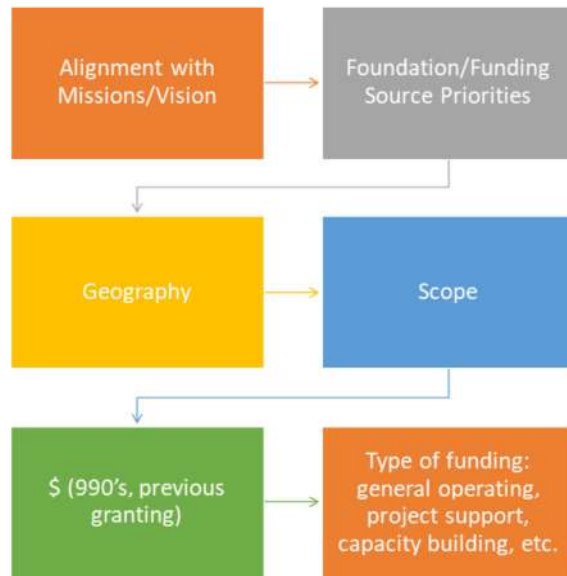
## Eligibility & Priority



After consulting a variety of sources, you will need to narrow your topic. For example, the topic of internet safety is huge, but you could narrow that topic to include internet safety in regards to social media apps that teenagers are using heavily. A topic like that is more specific and will be relevant to your peers. Some questions to think about to help you narrow your topic:

- What topics of the research interest me the most?
- What topics of the research will interest my audience the most?
- What topics will the audience find more engaging? Shocking? Inspiring?

## Confirming Alignment



## Gaining a Better Understanding



Warming pathways



Informational Sessions



Webinars



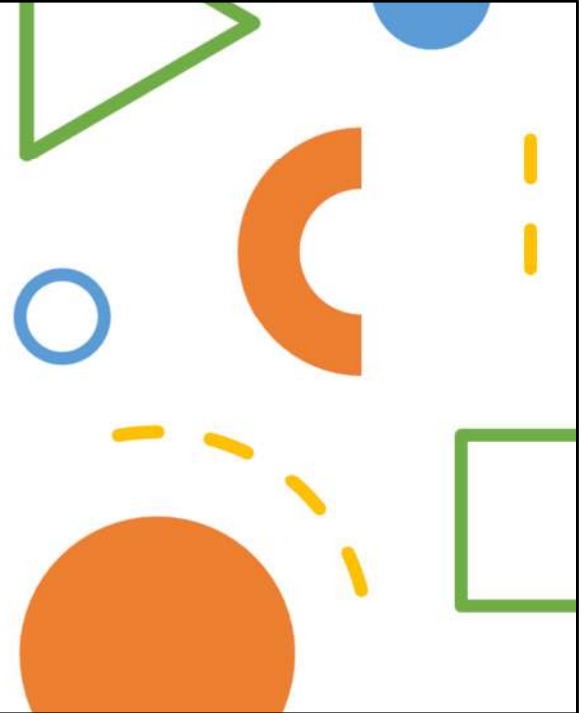
Look at past grantees



Look at past funding trends

## Should you prioritize it?

- Do we have the bandwidth?
- Can we meet the deadline?
- Who needs to be in place?
- What needs to be in place?
- What do we need to plan for?
- What do we need to communicate?
- Is the benefit worth the risk/work?
- Will this establish a mutually beneficial partnership?
- Can this help us sustainably achieve our goals?







# Grant Applications



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## Parts of a Grant Proposal

- **Cover Letter:** Written specifically to the appropriate contact person at the foundation.
- **Abstract (also known as executive summary):** Describes concisely the information that will follow.
- **Statement of Need:** Describes a problem and explains why you require a grant to address the issue.
- **Org History:** Helps to establish your credibility as a grant applicant.
- **Objectives:** Refine your idea and tell exactly what you expect to accomplish in response to the need.
- **Methods:** What you will do to accomplish your objectives within a stated time frame.
- **Monitoring and Evaluation:** Measures your results and effectiveness. This should correspond to your objectives.
- **Future Funding:** Details feasible plans to sustain your project. This applies only if the project will run indefinitely.
- **Budget:** Itemized list of income and expenses that shows precisely how much money you will need and how you will spend it to accomplish your objectives.

## Cover Letter

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Introduce ED 1 sentence

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Organization History 1-2 sentences

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Organization Success 2-3 sentences

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Organization High-Level Impact 2-3 sentences

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Alignment with funding entity 1-2 sentences

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What you want to accomplish together 2-3 sentences

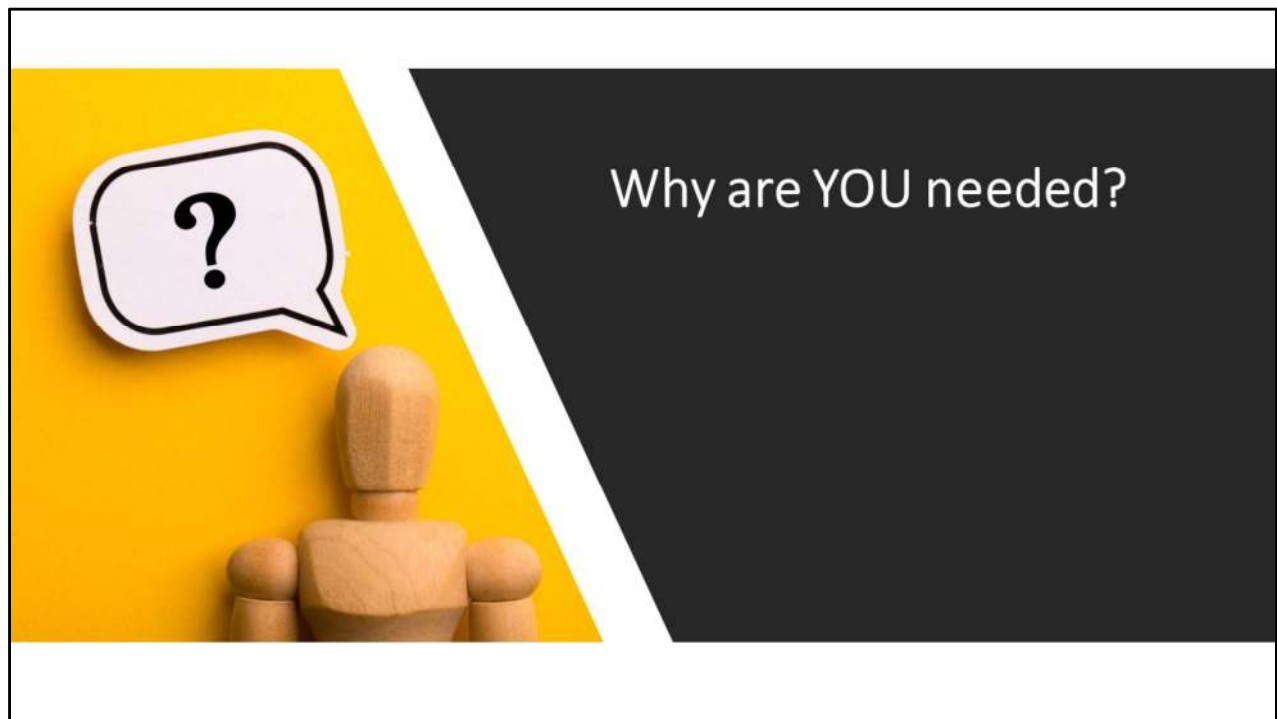
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Typically, 1 page, but just be you

## FEEL YOUR MISSION

- Why do you exist?
- What is your organization's purpose?
- What inspires your work?
- What is your organization's expertise?





When conducting research, it is easy to go to one source: Wikipedia. However, you need to include a variety of sources in your research. Consider the following sources:

- Who can I interview to get more information on the topic?
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- What articles, blogs, and magazines may have something related to my topic?
- Is there a YouTube video on the topic? If so, what is it about?
- What images can I find related to the topic?



## Need

- Background, Situational Analysis, etc.
- What is the problem?
- Who are you serving?
- Relevant research
- This is separate from your organization
- ALL about the problem

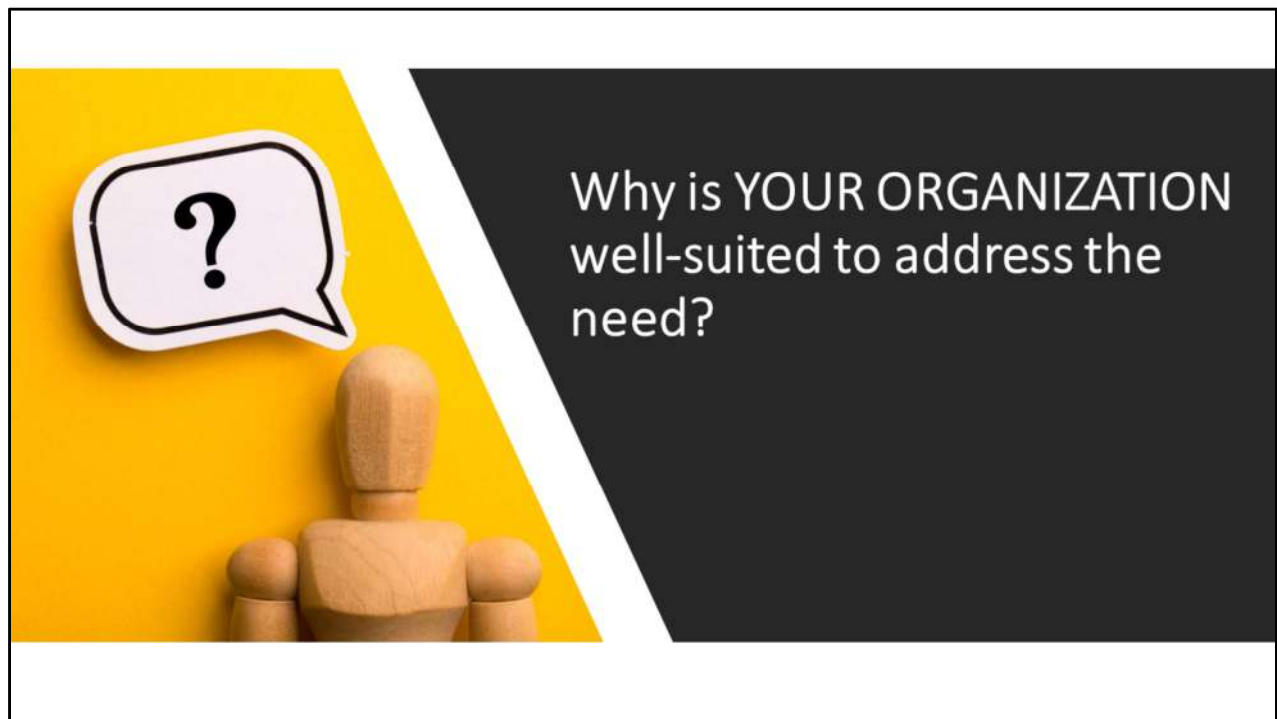
## Boiler Plates

Focused research

Based on sector, topic, approach, tools, etc (education, health, homelessness, etc.)

Typically, 1 paragraph





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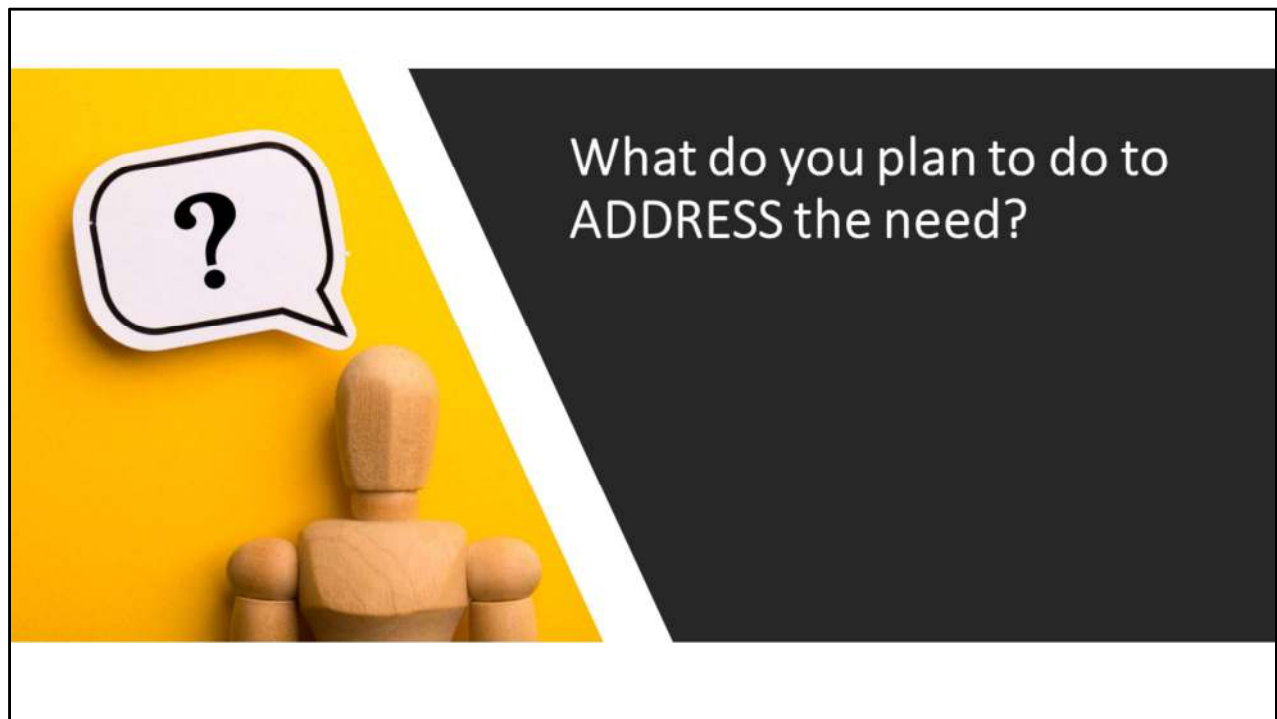


## Org History

- Longevity
- Expertise of your personnel
- Measured Impact
- Who are your partners?
- Past funding, has it been consistent?
- LESSONS LEARNED

## Staff Biographies

- Education
- Experience
- Accomplishments
- Relevance to the work
- Personal statements



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## Project/Program

- What is your GOAL?
- What are the OBJECTIVES necessary to achieve this GOAL?
- What are the ACTIVITIES necessary to accomplish the OBJECTIVES



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## Measuring Impact

- Timely
- Well thought-out plan
- What CAN we measure? (# of people, # of workshops, increase in knowledge, etc.)
- What TOOLS will we need?
  - Surveys
  - Interviews
  - Focus Groups
  - Pre/Post Tests
  - Outside/other resources

# Measuring Impact



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## Measuring Change



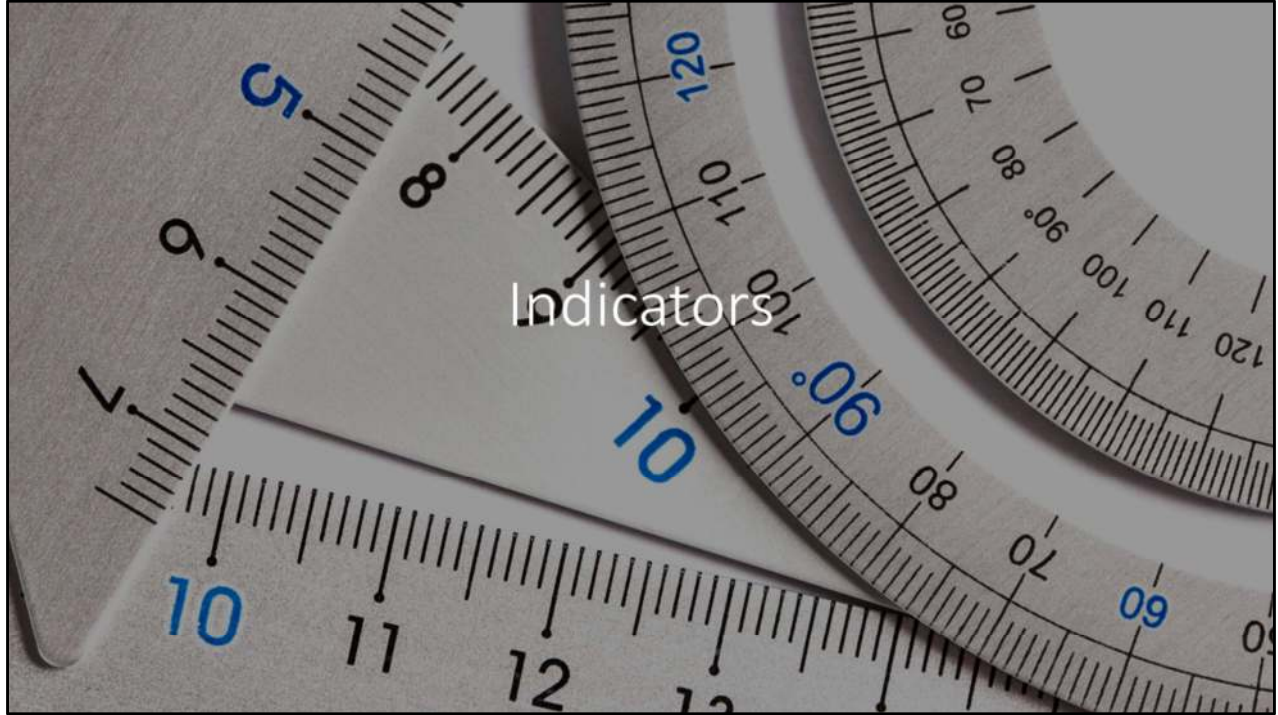
**BASELINE:** Have a starting place










**INDICATORS:** Identify what you need to understand AND how you will measure it: what tools, data, frequency, etc.



**REPORT:** Analyze your findings and relate it to the bigger picture  
What did our work accomplish? How did this address the need?



## Monitoring and Evaluation (M&E)

-  What is delta?
-  What is the frequency? (survey, interview, tests, observation, etc.)
-  How you record this information?
-  Where are you keeping this data?
-  How are you organizing data?
-  What is your plan for analyzing data?
-  WHO is doing this?

## Logistical Framework

Goal:

	Inputs (Resources)	Activities (#'s, description)	Outputs (#'s, description)	Outcomes (Conceptual)	Indicators (%, #, measurement)	Tools (survey, etc.)
Objective 1						
Objective 2						
Objective 3						



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<b>Applicant Organization Name</b> _____						
Budget Item	Grant Amount Requested	"Out-of-Pocket" Cash Match (\$)	Source of Cash Match	"In-Kind" Match (\$)	Source of "In-Kind" Match	Total
						\$ 0
						\$ 0
						\$ 0
						\$ 0
						\$ 0
						\$ 0
						\$ 0
						\$ 0
						\$ 0
						\$ 0
						\$ 0
<b>TOTAL</b>	0	0		0		\$ 0
<b>Total Grant Request</b>						\$ 0
<b>Total Cash Match</b>						\$ 0
<b>Total In-Kind Match</b>						\$ 0
<b>Total Match</b>						(must be 50% or greater) 0.0%
<b>Total Project Balance</b>						(should be \$0) \$ 0



## Defining Costs

- **Personnel:** % time allocated to project, fringe benefits (typically 25% of salary)
- **Indirect:** Indirect costs are expenses that apply to more than one business activity. Unlike direct costs, you cannot assign indirect expenses to specific cost objects. Examples of indirect costs include rent, utilities, general office expenses, and other overhead costs
- **Direct:** Direct costs are expenses that can be directly applied to producing a specific cost object, like a good or service. Cost objects are items that costs are assigned to. Examples of direct costs include direct labor, direct materials, and supplies specific to projects.
- **Cash Match:** Cash match is either the grantee organization's own funds (general revenue), cash donations from non-federal third parties (i.e. partner organizations), or by non-federal grants.
- **In Kind:** In-kind match contributions come from the grantee organization. In-kind match is typically in the form of the value of personnel, goods, and services, including direct and indirect costs.

# Reporting



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# Reporting



Mid-Term Reporting



Final Reporting



What are the requirements? Time frames?



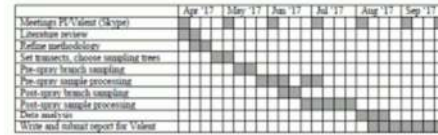
Preparation Plan



Write up of how you will provide reports and what you will report on (use your LOG FRAME)

## Timeline-Be Realistic

- Gant Chart: a linear and sequential **timeline** that allows planners to visualize all the tasks and resources entailed in a project.



## Resources

### General

<https://grantsplus.com/nonprofit-grant-writing/>

<https://snowballfundraising.com/grant-proposal-template/#methods>

<https://www.dummies.com/business/nonprofits/grants/grant-writing-for-dummies-cheat-sheet/>

<https://writingcooperative.com/the-surprising-way-to-make-your-grant-proposal-stand-out-b4a2ce27e972>

<https://grantspace.org/resources/knowledge-base/grant-proposals-for-individual-projects/>

<https://writingcenter.unc.edu/tips-and-tools/grant-proposals-or-give-me-the-money/>

<https://nonprofitquarterly.org/grant-writing-how-to-write-grant-proposal/>

<https://grantspace.org/resources/knowledge-base/overhead-costs/>

## Resources

### M & E

<https://www.sopact.com/monitoring-and-evaluation-tools>

[http://evaluationtoolbox.net.au/index.php?option=com\\_content&view=article&id=20&Itemid=159](http://evaluationtoolbox.net.au/index.php?option=com_content&view=article&id=20&Itemid=159)

<https://www.pmi.org/learning/library/results-based-monitoring-evaluation-projects-7394>

### Log Frames

<https://programs.online.american.edu/online-graduate-certificates/project-monitoring/resources/what-is-a-logframe>

### Grant Chart

([https://www.smartsheet.com/s/gantt-chart-excel?s=1&c=73&m=3109&a=340069160540&k=%2Bgantt%20%2Bchart%20%2Bexcel&mtp=b&adp=1t1&net=g&dev=c&devm=&plc=&gclid=EAlaIqobChMivN6F6L3g5wIVi4zICh2JwgYREAAAYASAAEgJnkFD\\_BwE](https://www.smartsheet.com/s/gantt-chart-excel?s=1&c=73&m=3109&a=340069160540&k=%2Bgantt%20%2Bchart%20%2Bexcel&mtp=b&adp=1t1&net=g&dev=c&devm=&plc=&gclid=EAlaIqobChMivN6F6L3g5wIVi4zICh2JwgYREAAAYASAAEgJnkFD_BwE))

### Budget

<https://www.thebalancesmb.com/the-basics-of-preparing-a-budget-for-a-grant-proposal-2501952>

## Funding Resources

<https://www2.fundsforngos.org/>

<https://www.insidephilanthropy.com/>

<https://www.grantwatch.com/grant-search.php>

<https://www.grants.gov/>

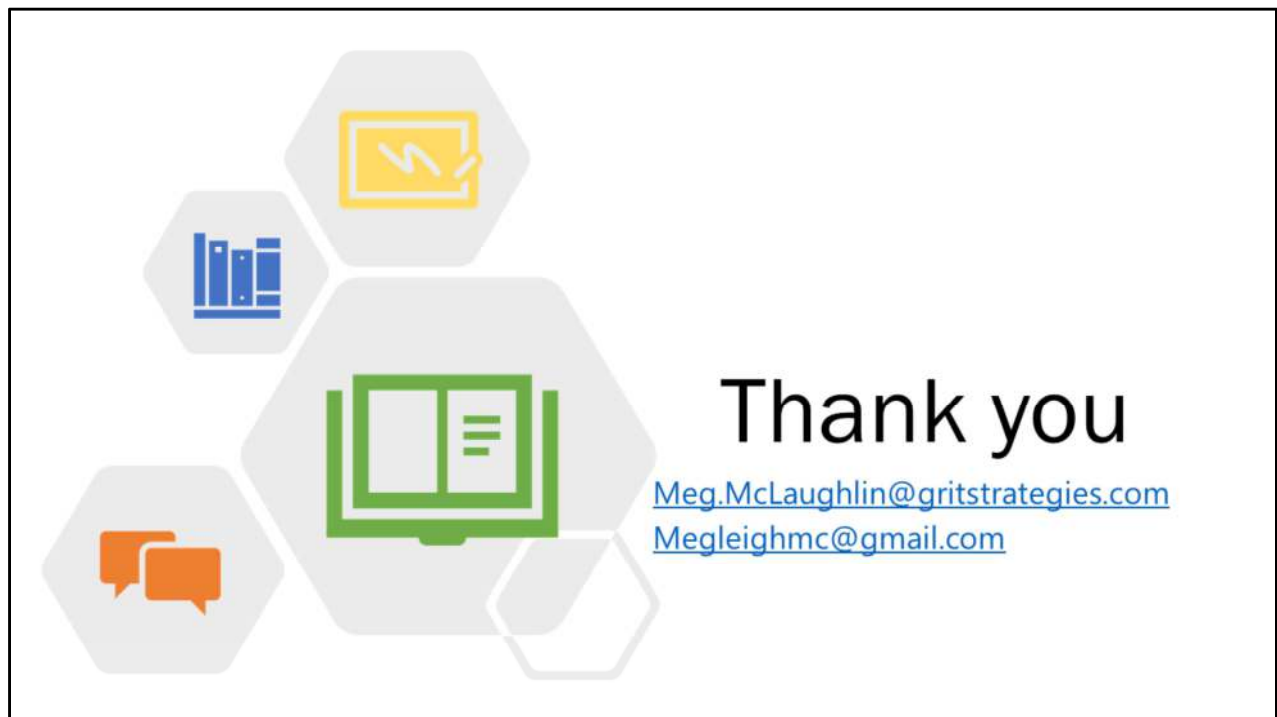
<https://www.peakproposals.com/blog/the-best-free-places-to-search-for-grant-funding?format=amp>

<https://www.tgci.com/funding-sources/VT/top>

[https://fconline.foundationcenter.org/?gclid=Cj0KCQiAs67yBRC7ARIsAF49CdUrsy-tMS9HYpS6oolI2RWh1q2alOoqldrNlzf04EGSb7a9K9prRmcaAqN2EALw\\_wcB](https://fconline.foundationcenter.org/?gclid=Cj0KCQiAs67yBRC7ARIsAF49CdUrsy-tMS9HYpS6oolI2RWh1q2alOoqldrNlzf04EGSb7a9K9prRmcaAqN2EALw_wcB)

<https://www.vermontcf.org/nonprofitsgrants/availablegrants.aspx>

[https://fdovermont.foundationcenter.org/search?subject\\_match=match\\_any&subject\\_area=&geographic\\_focus=&population\\_served=&organization\\_name=&organization\\_location=&staff=&support\\_strategy=&transaction\\_type=&organization\\_type=&year\\_min=2003&year\\_max=2020&assets\\_min=%240&assets\\_max=%2416%2C000%2C000%2C000&giving\\_min=%240&giving\\_max=%245%2C000%2C000%2C000&keywords=](https://fdovermont.foundationcenter.org/search?subject_match=match_any&subject_area=&geographic_focus=&population_served=&organization_name=&organization_location=&staff=&support_strategy=&transaction_type=&organization_type=&year_min=2003&year_max=2020&assets_min=%240&assets_max=%2416%2C000%2C000%2C000&giving_min=%240&giving_max=%245%2C000%2C000%2C000&keywords=)



You can use this slide as your opening or closing slide. Should you choose to use it as a closing, make sure you review the main points of your presentation. One creative way to do that is by adding animations to the various graphics on a slide. This slide has 4 different graphics, and, when you view the slideshow, you will see that you can click to reveal the next graphic. Similarly, as you review the main topics in your presentation, you may want each point to show up when you are addressing that topic.

**Add animation to images and graphics:**

1. Select your image or graphic.
2. Click on the Animations tab.
3. Choose from the options. The animation for this slide is "Split". The drop-down menu in the Animation section gives even more animations you can use.
4. If you have multiple graphics or images, you will see a number appear next to it that notes the order of the animations.

**Note: You will want to choose the animations carefully. You do not want to make your audience dizzy from your presentation.**