

Washington County Community Foundation 12-6-2017

Grants Workshop

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GRANTS WORKSHOP

PART ONE: A BASIC OVERVIEW OF GRANTS-SEEKING

What are Grants, Who Makes Them and Why?

How Do You Find Out About Current Grant Programs?

What Steps Do You Follow in Pursuing a Grant?

WHAT ARE GRANTS, WHO MAKES THEM AND WHY?

GRANTS

- Usually made to organizations, not individuals
- Short-Term 1 year, 3 years, 5 years
- Favor experimentation/innovation
- Grantee defines/devises project
- Coincides with granting agency's mission
- Awarded on merit; competitive process
- Usually multiple awards

CONTRACTS

- Project specified by the agency
- Agency receives specific “services” for its money
- Awarded through bidding process; cost is often a factor
- Often only one award or just a few

SOURCES OF GRANT FUNDING

Pass-Through\$



	Federal	State	Local	Private
	Govt. Agencies such as U.S. Dept. of Education, U.S. Dept. of Health	Govt. Agencies, Such as Dept. of Education, Dept. Of Aging, Dept. of Health, etc.	Regional, quasi-Govt. agencies, such as Progress Councils, Local Govt Groups (Municipalities)	Foundations Corporations
Most money?	\$	\$	\$	\$
Best Odds?	\$	\$	\$	\$

WHY DO THEY MAKE GRANTS?

Federal State Local	Private
Legislation	Charitable Purposes
<p>Mission to use tax dollars for specific purposes—often for research, education, health, training programs, find solutions to social problems</p>	<p>Give according to their mission or policy Statement</p> <p>Give to tax-exempt organizations with 501©3 status (or similar statement)</p>
<p>“For the Better Good”</p>	
<ul style="list-style-type: none"> ➤ Usually not interested in general operating funds, equipment, or supporting what you’re already doing (unless it results in major improvements or demonstrates new techniques) ➤ Mostly Project-Specific grants (that match their specific grant program) 	<ul style="list-style-type: none"> ➤ Have been known to provide operating funds, equipment, etc. ➤ Also like Project-Specific proposals ➤ Innovative Techniques ➤ New Project Start-Up ➤ Novel Approaches ➤ Model Programs ➤ “Cutting Edge” Projects



WHY SEEK A GRANT?


- To obtain additional funds to help you do something you intend to do anyway. (Your mission needs to match the funding agency's mission very closely.)
- To get funds to test a concept or idea
- To start a new program or add a new component to your ongoing program
- To locate other people, resources, and programs interested in the same things you are (networking)
- To be on the “cutting edge” of your field
- Personal prestige and career growth—grant getting skills make you a valuable employee

HOW DO YOU FIND OUT ABOUT CURRENT GRANT PROGRAMS?

- Start by identifying your school/organization's resources.
- Find out where the closest Foundation Center is to you.
- When you have identified relevant granting agencies, get on the mailing lists for agency brochures, annual reports, brochures, etc.
- Locate the newsletter/gazette for your state that gives information, rulemaking, information about legislation, authorization of funds, and appropriations.
- Caution about internet resources. If you find a grant possibility, always go to the original source and check dates to be sure it is correct.

WHAT STEPS DO YOU FOLLOW IN PURSUING A GRANT?

GOVERNMENT SOURCES

1. **DON'T** start writing.
2. Find an announcement (grant opportunity) that sounds interesting.
3. Gather **MORE** data.
 - Search internet
 - Request Guidelines (Request for Proposals or RFP)
 - If you can't get from internet, call, don't write. Be persistent. Problem? Call your legislative office.
4. Read all the data thoroughly (twice). 
5. Determine if you will fit.
 - ✓ Are you eligible?
 - ✓ What's the deadline date? Do you have time to do a quality proposal?!?
 - ✓ What are the cost-share requirements and can you meet them?
 - ✓ Geographic restrictions?
 - ✓ How large are the grants?
 - ✓ Hidden Agenda—Priorities—Special Group Set Asides—Legislation might designate (Example: Native American tribes)
 - ✓ Eligible expenses
 - ✓ What is grant period?
 - ✓ Do the guidelines “mesh” with your general, overall project?
 - ✓ What are your odds for getting funded?

WHAT STEPS DO YOU FOLLOW IN PURSUING A GRANT?

PRIVATE FOUNDATION

1. **DON'T** start writing.
 - How do they prefer to be approached?
 - Are they active? Do they have much money?
2. Research foundations that match your interests. (Do your homework)
 - Use Foundation Directories
 - Visit the Foundation Center – <http://fdncenter.org>
 - Request and review foundation publications (Annual Reports, Policy Statements, Grant Guidelines, etc.)
 - Visit a Foundation Center library
 - University resources (Office of Sponsored Research; University Development)
3. Ask these questions:
 - Does the Foundation fund similar organizations? Similar projects? Check out the agency's recent awards
 - Does my project fit its mission?
 - Geographic restrictions (You have better odds with local ones)
 - What is the range of the grant awards?
 - Any restrictions that exclude you? (Example: Some won't give to public institutions).
4. Find a few "Good Matches." (Do not send mass mailings).
5. Send a 2-page inquiry letter personalized to your few good matches (some prefer phone calls).
 - Describe project, cost, objectives, why this particular foundation might be interested. Don't send a letter or make a phone call until you feel you are "inside the project." You may get asked a tough question!
 - Note cost-share and tax-exempt status.
6. **WAIT.** (The following will happen).
 - A check arrives with congratulations (Extremely rare).
 - Nothing. Letter isn't even acknowledged.
 - You are thanked by letter for your interest and promptly turned down.
 - You get a phone call (sometimes a letter) requesting a full proposal or a personal meeting. (This is extremely positive).



GRANTS WORKSHOP

PART TWO: HOW TO WRITE A GRANT PROPOSAL





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