WINNING WITH GRANTS
WINNING WITH GRANTS
Elesia Church
Grant Writer
SWODA
lisa@swoda.org
AGENDA

Types of Grants
Locating Grants
Assessing Eligibility
Planning a Grant
Writing the Grant
Proposal Review and Follow-up
Grant Management
WHAT IS A GRANT?

Funding awarded by a government agency, foundation, corporation or other entity. This award can be used to fund or fulfill a particular project. Generally awarded to organizations as opposed to individuals.
TYPES OF GRANTS

Operating Grants-running a program to meet community needs.

Special Project Grants-new project or project with limited timeframe.

Capital/Equipment Grant-specified amount for construction, renovation, expansion, purchase land or equipment.

Endowments/Grants-planned gifts, will or trust.
GRANT SOURCES

Government—Federal, State, Local—26 Federal Agencies (900 programs)

Foundations—2nd largest source

Direct Corporate
ASSESSING FUNDING ELIGIBILITY

Eligibility
- Type of organization
- Geographic Restrictions
- Population
- Income Levels
- UEI (Unique Entity Identification Number)
- SAM.gov Registration

Size of the Award
- Sufficient amount to complete program activities as well as ongoing maintenance

Project Focus
- Project complements funder’s goals and priorities
ASSESSING FUNDING ELIGIBILITY CONT.

Type of Activity.
- Specified use of funds

Restrictions
- Matching funds
- Expenditure limitations
- Evaluation requirements (benchmarks)
SEARCHING FOR GRANTS

Web Searches
Web Alerts
Grants.gov
GrantFinder.com*(OML)
Many Others
APPLICANT CENTER

WELCOME:
Elesia L Church

GRANT APPLICATIONS
- How to Apply for Grants
- Track My Application
- Manage Workspaces

APPLICANT RESOURCES
- Workspace Overview
- Applicant Eligibility
- Applicant Training
- Applicant FAQs
- Adobe Software Compatibility
- Submitting UTF-8 Special Characters
- Encountering Error Messages

APPLY USING WORKSPACE
Are you new to Grants.gov Workspace? Grants.gov Workspace allows applicants and organizations to tailor their application workflow to provide the best fit for your team. Each of the approaches contains links to help articles and video tutorials.

Browse the Approaches to Workspace

GRANTS.GOV TRAINING RESOURCES AND VIDEOS
Learn how to find funding opportunities and apply for a grant in Grants.gov using our training resources and videos. Resources are available in the online user guide and Grants.gov YouTube channel.

Browse the Applicant Training Resources

GRANTS.GOV COMMUNITY BLOG
Stay up to date with the latest updates and resources on the Grants.gov system on the Community Blog. Get previews of release updates, grant process
**Enter Saved Search Name:**

*Saved Search Name:*

---

**Enter Saved Search Criteria:**

**BASIC SEARCH CRITERIA:**
- **Keyword(s):**
- **Opportunity Number:**
- **CFDA:**

**OPPORTUNITY STATUS:**
- Forecasted
- Posted

**FUNDING INSTRUMENT TYPE:**
- All Funding Instruments
- Cooperative Agreement
- Grant
- Other
- Procurement Contract

**ELIGIBILITY:**
- All Eligibilities
- City or township governments
- County governments
- For profit organizations other than small businesses

**CATEGORY:**
- All Categories
- Affordable Care Act
- Agriculture
- Arts (see 'Cultural Affairs' in CFDA)
- Business and Commerce
- Community Development
- Consumer Protection
- Disaster Prevention and Relief
- Education
- Employment, Labor and Training
- Energy
- Environment
- Food and Nutrition
- Health
- Housing
- Humanities (see 'Cultural Affairs' in CFDA)
- Information and Statistics
- Income Security and Social Services
- Law, Justice and Legal Services
- Natural Resources
- Other (see text field entitled 'Explanation of Category of Funding Activity' for clarification)
- Recovery Act
- Regional Development

**AGENCY:**
- All Agencies
  - All Agency for International Development [USAID]
  - All Appalachian Regional Commission [ACR]
  - All Broadcasting Board of Governors [BBG]
  - All Bureau of Reclamation - South Central CA Area Ofc [BCRCA]
  - All Christopher Columbus Fellowship Foundation [CCFF]
  - All City of Orlando [ORD]
  - All Consumer Product Safety Commission [CPSC]
  - All Corporation for National and Community Service [CNCS]
  - All Denali Commission [DC]
  - All Department of Agriculture [USDA]
  - All Department of Commerce [DOC]
  - All Department of Defense [DOD]
  - All Department of Education [ED]
  - All Department of Energy [DOE]
  - All Department of Energy - Office of Science [PAMS]
  - All Department of Health and Human Services [HHS]
  - All Department of Homeland Security [DHS]
  - All Department of Housing and Urban Development [HUD]
TOP WAYS TO GET FUNDED

Read the RFP.
Read the RFP.
READ THE RFP.

READ THE RFP!

READ THE RFP!!!
WHAT’S AN RFP?

REQUEST FOR PROPOSAL

WHAT

WHEN

WHERE

REQUIREMENTS
PLANNING

Start with your need or project.
Document the need or project.
Find grant opportunities that match the need or project.
Target the grant.
Review successful and recent awarded grants.
Identify partners whether funding or in-kind.
QUESTIONS TO CONSIDER

Who are the people with the need?
Where are the people with the need?
What is the need?
Why does the need occur?
What evidence supports the need?
What are the consequences of the need?
How is the need linked to your entity?
KEY POINTS

Clear relationship to your organizations mission and goals.

Focus on need in the community, target population, or area.

Support need with evidence!

**Make proposal easy to read and understand.**

Make evaluation requirements attainable.
BUDGET

Establish budget period.

Estimate expenses (get and current reliable quotes).

Decide whether and how to include overhead costs. Overhead costs are real costs.

Estimate donated goods and services, based on real costs and valid resources.

Estimate project revenues.
DIRECT EXPENSES

Salaries and Increases
Utilities, insurance, rental space, and equipment.
Food, transportation, and telephone.
Evaluation systems, audits and accounting systems.
Materials and supplies
INDIRECT AND OVERHEAD COSTS

Liability Insurance
Copier Lease
Financial Management
# Matching Funds

<table>
<thead>
<tr>
<th>Personnel</th>
<th>Contractual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fringe Benefits</td>
<td>--Construction</td>
</tr>
<tr>
<td>Travel</td>
<td>--Miscellaneous</td>
</tr>
<tr>
<td>Equipment</td>
<td>--Indirect Costs</td>
</tr>
<tr>
<td>Supplies</td>
<td></td>
</tr>
<tr>
<td>Labor</td>
<td></td>
</tr>
</tbody>
</table>
SUBMISSION PROCESS

Read submission requirements early. (RFP)

Plan ahead (submit at least 1 week early).

Follow Funder Process (check list make one if they don’t provide one)

Double Check (everything)

2nd pair of eyes (maybe even two) to evaluate work.

Track submission with follow-up note, call, or electronic verification.
LIFE AFTER GRANT

Grant is Accepted! Awesome move on to next Grant.
Grant is Rejected

--Obtain reviewer comments
--have a minute of depression and regroup
--You will never get a grant if you never write a grant!
--Remember, YOU LEARN FROM EVERY GRANT YOU WRITE!
--KEEP WRITING!
NEVER EVER GIVE UP!
GRANT ADMINISTRATION

The real work begins. (Read the RFP)
Maintain records.
Accounting.
Personnel.
Reporting.
IF IT’S NOT WRITTEN DOWN IT DIDN’T HAPPEN!
ELESIA CHURCH

lisa@swoda.org

580-562-5041