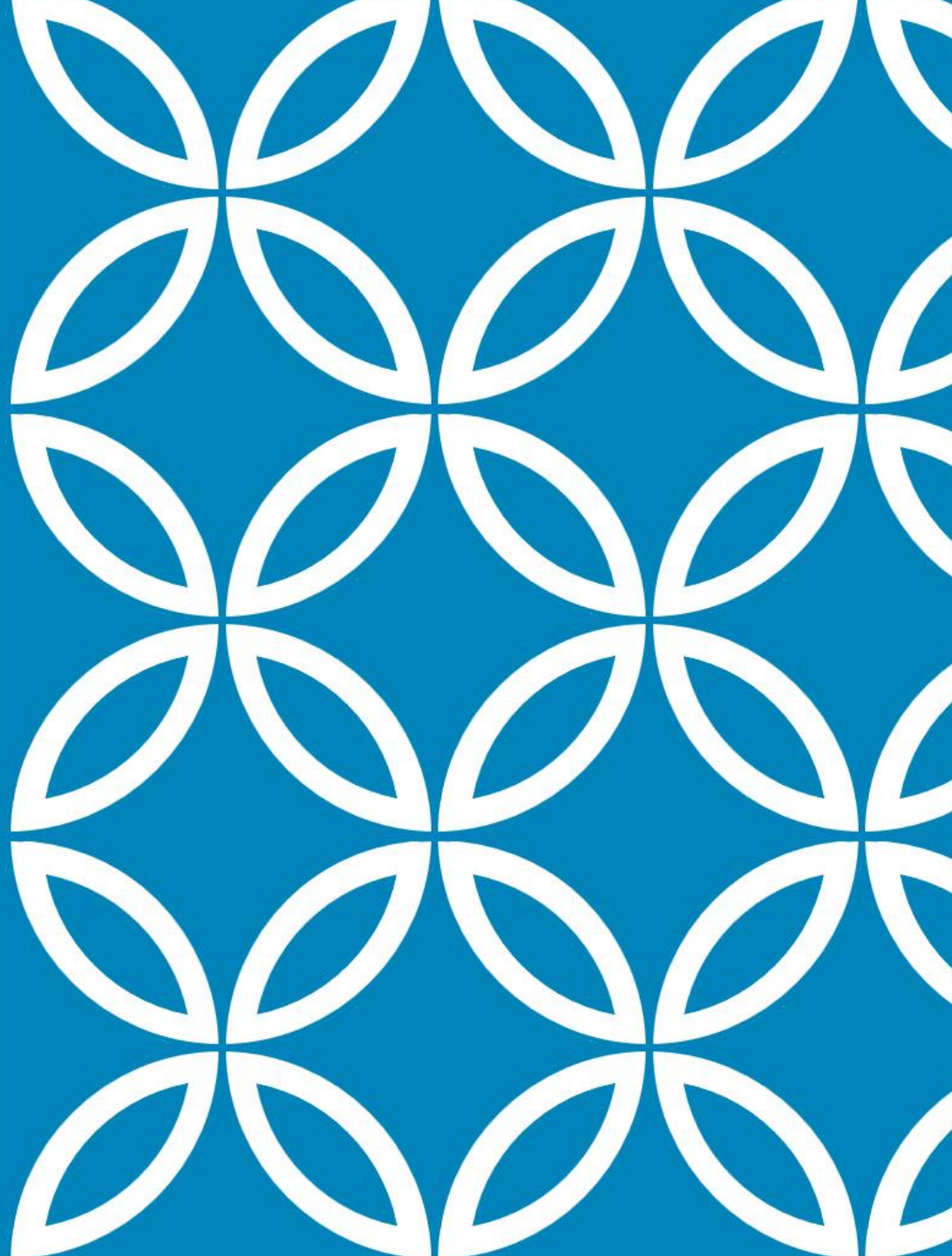


# WINNING WITH GRANTS

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# WINNING WITH GRANTS

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SWODA

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# 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—2<sup>nd</sup> 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 Other 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 [SCC800]  
 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



# 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

## Personnel

- Fringe Benefits
- Travel
- Equipment
- Supplies
- Labor

## Contractual

- Construction
- Miscellaneous
- Indirect Costs

# 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

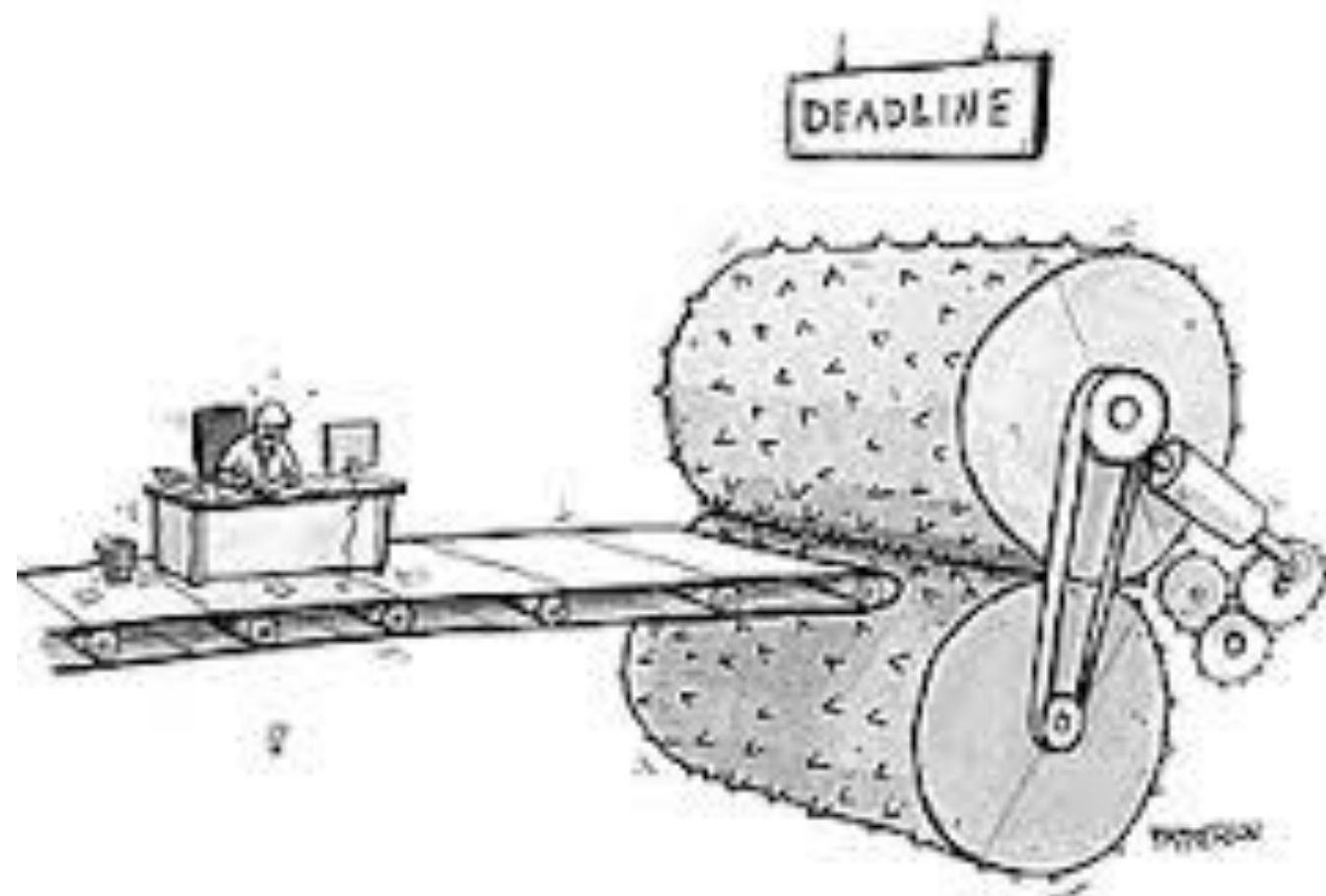
- Obtain reviewer comments

- 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!**



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