

# GRANT WRITING SEMINAR

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## EXPECTATIONS

- After this presentation you will:
  - be better able to respond to funders requests
  - Understand funders needs and how they align with grant scoring criteria

## WHAT DO FUNDERS WANT?

- All funding comes with restrictions and requirements, these are in the funding announcement
- Funders need to show their funding is accomplishing the goals the funding supports
- What you need is only important if it aligns with the funding
- Only a small portion of applications can be funded, make the decision to fund yours easy

## WHAT FUNDING IS BEST?

- Consider funders goals and restrictions
  - Will you help the funder reach their goal?
  - Free money is never really free, is it worth the effort?
  - Will the restrictions/requirements inhibit your organization?
- Consider the funding amount and timeline
  - Is it enough? Do you need to combine it with something else?
  - What happens if you don't get the something else?
  - Does the timing work?

## WHAT DO I DO TO HAVE THE BEST SHOT AT GETTING FUNDED?

- Read the funding announcement/notice of funding opportunity fully
  - This takes time but it's worth it
- What is the funder looking for, what are the review criteria, are there examples listed, do they offer advice
- Pay attention to the restrictions and requirements

## WHAT DO I DO TO HAVE THE BEST SHOT AT GETTING FUNDED?

- Give the funder what they are asking for
  - It is your job to fit your needs into what the funder is offering
  - Make it easy for the funder to give you money, you are competing with many others and the funder will choose the easy option
  - Don't assume the funder understand your situation or why you need the funding, be specific and concise

## WHAT DO I DO TO HAVE THE BEST SHOT AT GETTING FUNDED?

- Research the funder and previously funded projects
  - Understand the mission and vision of the funder and write your application to fit
  - Take time to understand what kind of projects the funder supports and make sure you are applying for a similar ask
  - See if you know anyone who has received the funding in the past and can offer you advice

## ACTIVITY - PRACTICE REVIEWING GRANTS

- You will have 10-15 minutes to complete the activity
- You will be given a grant question and the scoring criteria for the question
- Three sample responses will be provided for you to score

## ACTIVITY DISCUSSION

- What stood out to you as you were scoring the responses?
- What advice would you give to the respondents?
- What will you do differently in your next grant application?

## GRANT WRITING DISCUSSION

- What are the biggest challenges you've faced in grant writing?
- What tips do you have to share with the group?
- How can we help each other or grow our network?

## GRANT FUNDING IS HARD WORK

### ▪Questions?

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