

The background of the slide features a dark blue field with a pattern of interlocking gears and dollar signs. A light blue, wavy banner cuts across the middle, containing the main title. At the bottom, there is a silhouette of a group of people.

Getting Ready For Grants:
What You Need to Do to be Prepared to
Apply for Grant Funding in 2020

November 12, 2019

ResourceAssociates

Winning grants to fund the greater good since 1995.

www.grantwriters.net | 505-326-4245

Today's Speaker



John Nawrocki *Outreach Manager, Resource Associates*

- Involved in the coordination of over 270 awarded grants, totaling \$240 million+ in funding for nonprofit and public agencies over the last 10 years
- Provide clients with grant recommendations, guidance and support throughout the grant writing process

LEARNING OBJECTIVES:

- To understand the basics of grants for new nonprofit organizations or nonprofits that have never applied for grant funding (Introductory Level)
- To understand the basics that a nonprofit organization will need to have in order before actually writing and submitting any grant proposals

BASIC CONCEPTS:

- ➔ **Grants** are funds or other resources disbursed by one party (funder), usually a government agency, corporation, foundation or trust, to a recipient (grantee)
- ➔ **Grantees** are usually nonprofit or public entities
- ➔ In order to receive a grant some form of proposal or an application is usually required. This typically involves responding to an RFP that is issued by the funder
- ➔ Most grants are made to fund a specific project and require compliance and reporting
- ➔ Other grants can be given to individuals, such as scientific researchers and students
- ➔ Grants range in size from large, such as those negotiated at the government policy level, to very small, like those given to college students to purchase books or supplies
- ➔ The average federal grant given to a school district or nonprofit is approximately \$250,000 per year, and these often span several years and amount to about \$1,000,000

Grants for Individuals (Personal Grants)

- Personal Grants: Grants to individuals to pay bills, start a business, repair a home or any number of other needs that many of us have, largely do not exist
- This does not matter if you are a member of a minority group or have a disability
- Individuals can get grants for higher education but these grants do not require professional grant writers

Grants For Small Business

- These are very rare unless you are involved in research and technology in generally four categories: Education, Medical, Energy or Agriculture.
- These programs encourage small firms to undertake scientific research that helps meet federal research and development objectives and have a high potential for commercialization if successful. (SBIR and STTR)
- Sometimes at the city or county level grants are given to businesses in certain areas to promote economic development.
- For the most part, funding to start most small businesses will have to come from loans and investors.

Where do Grants Come From?

- Government Agencies
 - Federal
 - State
 - Local
- Foundations
 - Private
 - Corporate
 - Community

Grants for Nonprofits: First Steps

- Obtain 501c3 Status
- Definition: A nonprofit organization may be tax-exempt under section 501(c)(3) if its primary activities are charitable, religious, educational, scientific, literary, testing for public safety, fostering amateur sports competition, preventing cruelty to children, or preventing cruelty to animals

Mission Statement and Community Analysis

- What is your purpose?
- What are you trying to accomplish?
- What community need do you want to address?
- What problems would you like to solve?
- You must make sure that there is a need that you can serve
- It is ok to keep it broad



Financial Transparency and Accountability

- Audited Financial Statements: **Financial statements** that bear the report of independent auditors attesting to the **financial statements'** fairness and compliance with generally accepted accounting principles
- Expensive: For very new and very small organizations regular tax returns are usually ok but you want to check with funders

BEST PRACTICES:

- Analyze the *Evidence-Base* to determine which interventions get the best results.
- Review the program design of other grantees.
 - Contact the Program Officer of the grant and ask for a copy of the top-rated proposal.
 - Contact grantees
 - The FOIA Request (Demand copy of top-rated proposal by invoking the Freedom of Information Act.)

PARTNERSHIPS:

- Name your initiatives
- Partner with other organizations
- Possible Community Partners:
 - » School Districts
 - » YMCA's/Boys and Girls Clubs
 - » Local Skate Shops
 - » Technical/Business Associations
 - » Fast Food Restaurants
 - » Athletic Leagues /Pro Sports Teams
 - » Chambers of Commerce
 - » Employers
 - » Universities
 - » Fire & Police
 - » Shopping Malls
 - » Workforce Investment Boards
 - » Grocery Stores
 - » United Ways
 - » Parents

Sustainability:

Since grant funding is almost always temporary, grantors want to know how their dollars will affect lasting change.

- Identify and affect policy needed to bring about change.
- Identify potential partners and donors that might contribute to the project once the funding has been spent. (Grants seldom fund 100% of your costs. You need other sources of funding)
- Discuss alignment with state standards to let grantors know that your intervention has the potential to be institutionalized.
- Add Value!



Recap and Final Steps

- 501c3 is in order
- Mission Statement is clear
- There is a need for the service you will provide. There is a gap in services
- Financially Transparent
- Best Practices
- Community Partnerships
- Sustainability (Local Support)

Grant Research: Finally Ready To Write

- Grant Research methods would require another webinar
- Know that you do not write a grant and send it to different places. Every proposal needs to be custom written to respond to the requirements of that funding opportunity

RFP's, NOFA's, RFA's

- Grants have different eligibility requirements, allowable expenses, deadlines, submission formats, \$\$\$ amounts available, pages allowed, required attachments, required partners and other information.
- If you hope to have success writing grants, each grant you write must be custom written for that specific funding opportunity

Wishing you Happy and Effective
Grant Writing!!!!



Need Help?

ResourceAssociates

Winning grants to fund the greater good since 1995

- 25 years writing federal, state and foundation grant proposals
- Grant experts available to answer questions at no charge
- Competitive rates for proposal writing
- Technical review & editing

Find Grant Opportunities



- Sign up for FREE Grant Siren email alerts
- Grant research – an affordable custom research service to identify grant opportunities that are specifically aligned with the areas where you need funding

Resource Associates' Services

- Grant Research
- Grant Writing
- Technical Review and Edit
- Partnership Development
- Grant Writer Training
- 501c3 Development and Program Evaluation

Questions?





John Nawrocki
Outreach Manager

p: 505.326.4245

c: 412.290.3610

e: j.nawrocki@grantwriters.net



Scott Hyland
Outreach Associate

p: 303.246.5506

e: s.hyland@grantwriters.net



Rachel Nawrocki
Director of Client Funding

p: 505.326.4245 ext. 147

c: 505.690.8634

e: r.nawrocki@grantwriters.net