

Grant Writing Tips and Tricks: Grant Writing 101



MAINE RECREATION & PARKS ASSOCIATION
Webinar – 7/2/20

BOB BARCELONA
UNH Recreation Management and Policy



University of
New Hampshire

A Few Thoughts...



- You don't have to be a **great writer** to be a **great grant writer**
- You have to be willing to **invest dollars to get dollars**
- Your priorities are **rarely a perfect match** for a funder's priorities
- Beware of **mission creep** and no when to say no
- Grant writing is **not a panacea** for recreation department financing

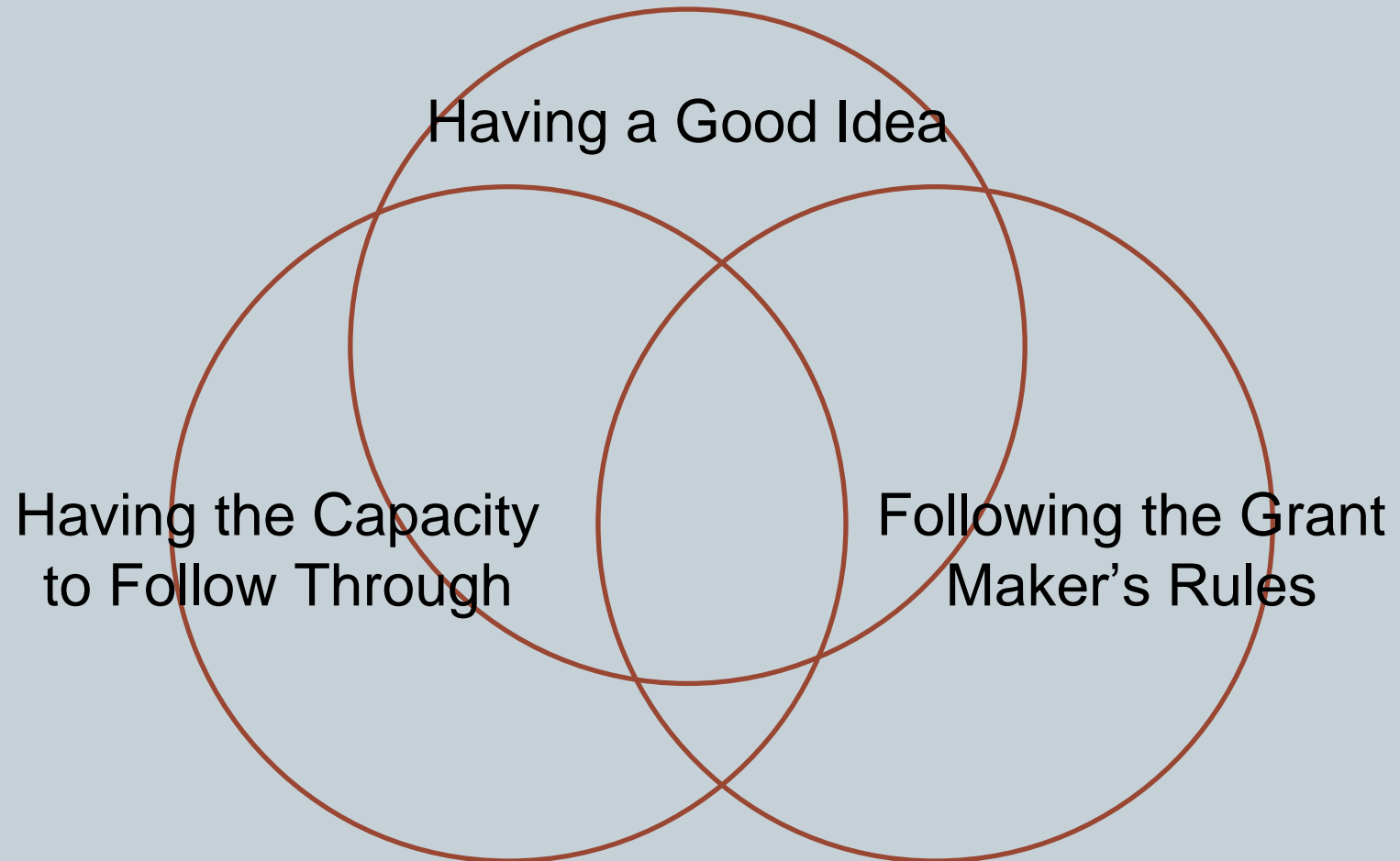
Where Does YOUR Money Come From?



- % of parks and recreation departments receiving funding from:
 - Taxes/appropriated funds = 100%
 - User fees/charges = 88%
 - Private donations = 48%
 - Public (state or federal) grants = 40%
 - Corporate sponsorships = 32%
 - Private foundations and/or corporate grants = 28%
 - Developer impact fees = 24%

On average approximately 5% or less of municipal parks and recreation budgets are derived from grant dollars

Grant Writing is Mostly About 3 Things...



Where Does the Grant Money Come From?



- **Private foundations** (e.g. Stephen and Tabitha King Foundation, TD Foundation, RWJF, WTG Foundation)
- **Community foundations** (e.g. Maine Community Foundation, Rotary, Masons, Knights of Columbus)
- **Corporate foundations** (e.g. Ben and Jerry's, State Farm, NIKE, Musco, MLB)
- **Federal Agencies** (e.g. USDA, DHHS, CDC, US DOT)
- **State Agencies** (e.g. LWCF, Recreation Grants, Recreational Trails Program, 21st CCLC, DOT, State Arts Council, National Trust for Historic Preservation)

State grants are mostly funded through federal dollars block granted to the state – these are “pass-through grants”


Top Giving Foundations: ME

Foundations have far-ranging interests. With some research, you'll find one that's a "fit" for your work.

[learn more: foundation funding](#)

The foundations listed below are from [GrantDomain](#). They're prescreened: they have a staff, issue RFPs, or otherwise indicate interest in receiving grant proposals. Some foundations are omitted, even though they award large grants, because they don't accept unsolicited grant proposals. We list up to forty foundations for each state.

FOUNDATION NAME	TOTAL ANNUAL GIVING
The Maine Community Foundation, Inc.	\$28,986,732
TD Charitable Foundation	\$26,847,693
Lunder Foundation	\$16,337,493
John T. Gorman Foundation	\$6,655,890
Libra Foundation	\$4,655,795
Davis Educational Foundation	\$4,453,600
Maine Cancer Foundation	\$3,802,072
The Stephen and Tabitha King Foundation	\$3,506,350
Maine Health Access Foundation	\$3,407,832
Davis Family Foundation	\$2,478,115
Huber Foundation	\$1,840,000
The Sam L. Cohen Foundation	\$1,633,333
Hannaford Charitable Foundation	\$1,508,800
Maine Justice Foundation	\$1,493,727
Horizon Foundation, Inc.	\$1,020,000


ALERT: Stay up to date on [Maine's COVID-19 Response](#)

DEPARTMENT OF Agriculture, Conservation and Forestry

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About Us
ATV Program
Boating Facilities Program
Coastal Island Registry
Grants and Community Recreation
GIS/Mapping
Historic Sites
Maine Conservation Corps
Planning, Acquisitions & Special Services
Public Reserved Lands
Snowmobile Program
State Parks
Submerged Lands
Find Parks and Lands
Camping
Park Passes, Fees & Rules
ADA - Visitor Accessibility
Trail Activities
Water Activities
Hunting, Fishing & Gathering
Discover History & Explore Nature
Get Involved
Publications and Maps
Grants
Contact Us

Bureau of Parks and Lands

Grants and Community Recreation

In addition to responsibilities regarding federal and state grant programs, we serve as a resource for Maine cities and towns in matters related to community recreation. We also serve as liaison with the Maine Recreation & Park Association, the National Recreation & Park Association, and regional parks and recreation organizations.

Information is available about:

- Organization and structure of municipal parks
- Recreation boards
- Recreation programming
- Recreation facility development

Grant Programs we administer:

- [Land and Water Conservation Fund](#)
- [Recreational Trails Program](#)

Our Contact Information:

Doug Beck
 Outdoor Recreation Supervisor
 Bureau of Parks and Lands
 124 State House Station
 Augusta, Maine 04333
 (207) 624-6090
doug.beck@maine.gov

[Order LWCF & RTP Signs](#)



Where Can I Find the Foundation Money?



- **Foundation Center / Candid** - www.candid.org
 - Over 130,000 foundations, corporate donors, and grantmaking public charities
 - Maine Philanthropy Center (free access to Foundation Directory Online Professional
 - Maine Association of Nonprofits
 - Free “Foundation Directory Online Quick Start” will give you a directory of grantmakers by location, EIN, type of grantmaker
 - <https://fdo.foundationcenter.org/>
- **Guidestar by Candid** - www.guidestar.org
 - Free search profiles of charitable foundations by geographic location

SHOWING RESULTS FOR "Bangor, ME (Metropolitan Statistical Area)📍, Years from 2015 to 2020📅" ✖ CLEAR ALL

Organization Name

Name of specific grantmaker or recipient

Organization Location

Bangor, ME (Metropolitan Statistical Area) ✖

Organization Type

Type of grantmaker or recipient

Year(s)



EIN

ID Number of Organization

SEARCH

19
Grantmakers
▼

[View Grantmakers Only](#)

Grants
More Insights Lead to More Funding

Recipients
Peer Organization Profiles

0
990 Tax Forms

Grantmakers (19)

[Learn even more about grantmakers - upgrade for full versions of the grantmaker profile.](#)

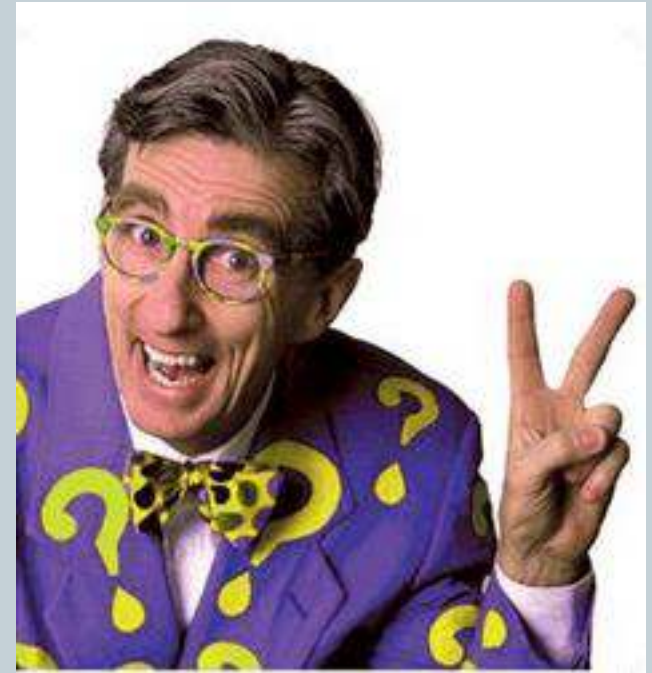
Grantmaker	City	State	Country	Total Assets	Total Giving ▼ 📄
Stephen and Tabitha King Foundation, Inc.	Bangor	ME	United States	\$10,048,326	\$4,586,150
Francis T. and Louise T. Nichols Foundation	Bangor	ME	United States	\$31,995,896	\$1,865,000
New England Telehealth Consortium	Bangor	ME	United States	\$346,899	\$1,390,153
The Haven Foundation	Brewer	ME	United States	\$11,980,600	\$651,206
Bangor Savings Bank Foundation	Bangor	ME	United States	\$6,077,056	\$643,216

« 1 2 3 4 » Showing 1-5 of 19 Results

VIEW ALL

Where Can I Find the Government Money?

- First...No Matthew Lesko jokes...
- For **state opportunities** – go directly to state websites:
<https://www.maine.gov/dacf/parks/about/grants.shtml>
- For **federal opportunities** – use www.grants.gov
 - Central storehouse for more than 1,000 grant programs and more than \$400 billion in annual awards
 - Easy to search for opportunities
 - To apply – must register – and this takes time!
- **Catalog of Federal Domestic Assistance** – beta.sam.gov
 - Information about every federal grant program



NRPA's Grant-Fundraising Page

Grant and Fundraising Resources



The National Recreation and Park Association (NRPA) periodically posts information about grant and fundraising opportunities that are available for park and recreation agencies and affiliated friends groups and 501(c)(3) nonprofits.

Current NRPA Grant Opportunities

There are no grant opportunities at this time.

Other Grant Opportunities

Outdoor Recreation Legacy Partnership Program

The National Park Service has announced the opening of the application process for the Outdoor Recreation Legacy Partnership Program (ORLPP), a nationally competitive grant program funded through the Land and Water Conservation Fund (LWCF). The ORLPP offers grants specifically to help create and improve state and local parks and other outdoor recreation areas particularly in under-served communities. A total of \$40 million of funding is available. Applications are due by July 10. [Learn more and apply.](#)

NCOA's Senior SNAP Enrollment Initiative

The National Council on Aging (NCOA) seeks applications from qualified organizations as part of an upcoming grant opportunity to help reduce senior hunger in the U.S. Grants of up to \$50,000 each for a 19-month period will be awarded to selected organizations for the implementation of Senior SNAP Enrollment Initiatives in their communities. The goals of the initiative include:

- Significantly increasing the participation of older adults in SNAP through community-based outreach and enrollment initiatives.
- Identifying, analyzing, and disseminating replicable, cost-effective, and scalable strategies for increasing senior SNAP enrollment.
- Increasing public awareness of senior hunger as an issue of national and local importance, and of SNAP as an effective strategy for reducing food insecurity among older adults.

Letters of Intent due July 15. [Learn more and apply.](#)

Waste Management Charitable Giving

Waste Management offers charitable gifts to promote civic pride, economic development and revitalization. Waste Management primarily supports environmental initiatives, including promoting parklands and green spaces for people to enjoy and play, and environmental education initiatives targeted at middle and high school students. Eligible entities include 501(c)(3) nonprofit organizations and public organizations. Applications are accepted on an ongoing basis. [Learn more and apply.](#)

Lisa Libraries Grant Program

Nonprofit organizations that serve low-income or underserved areas are eligible to apply for in-kind donations from The Lisa Libraries. Lisa Libraries provides donations of free books for community facilities to host their own small libraries or operate programs where children can take the book home. While book donations are free, The Lisa Libraries requests that recipients cover the shipping and handling costs, which are based on the destination and quantity of books. Applications are accepted on an ongoing basis. [Learn more and apply.](#)

The Fruit Tree Planting Foundation Grant Program

Municipal entities, local nonprofits, and public schools are eligible to apply to support the planting of fruitful trees and plants to alleviate hunger, combat global warming, strengthen communities, and improving the surrounding environment. Trees can be planted at community gardens, city and state parks, low-income neighborhoods, Native American reservations, schools, and other locations where they will serve the greater community. The Foundation provides high-quality trees and shrubs, equipment, on-site orchard design expertise and oversight, horticultural workshops, and aftercare training and manuals. Applications are accepted on an ongoing basis. [Learn more and apply.](#)

Baseball Tomorrow Fund/Major League Baseball Field Maintenance Education Program

This program provides the opportunity for MLB groundkeepers to share tips and techniques with other professional sports turf managers, coaches, parents and volunteers who are involved in the maintenance of youth baseball and softball fields. In conjunction with the clinics, the Baseball Tomorrow Fund awards a \$10,000 grant to a local organization selected by the participating Club. The grant funds are used for the purchase of field maintenance supplies, equipment or services. [Learn more and apply.](#)

Community Facilities Direct Loan and Grant Program – Rural Communities

The United States Department of Agriculture (USDA) provides grants, low-interest direct loans, and/or combinations of the two to develop essential community facilities in rural areas, including public facilities, community support services, and local food systems such as community gardens and food hubs. Public entities, nonprofit organizations, and tribal entities in rural communities are eligible to apply. Applications accepted on a rolling basis. [Learn more and apply.](#)

Keep America Beautiful's Community Restoration and Resiliency Fund

Keep America Beautiful's Community Restoration and Resiliency Fund benefits Keep America Beautiful Affiliates that serve communities directly affected by natural and environmental disasters. The fund provides immediate and long-term support for initial and ongoing cleanup efforts and helps rebuild vital public spaces parks, greenways, community gateways, Main Street/downtown areas, open spaces and more. Applications accepted on a rolling basis. [Learn more and apply.](#)

United States Tennis Association (USTA) Facility Services Program

The USTA offers business development, advocacy, technical, and financial support to improve or construct tennis facilities across the country. In addition, each applicant will be appointed a project consultant from the USTA National staff who will deliver personalized support and service. Service applications are accepted on a rolling basis. [Learn more and apply.](#)

Independent Fundraising Resources

When looking for funding and grants, there are many resources available on the Internet. Below are just a few suggestions on where to start your research.

1. **Foundation Center:** Provides both training and research information on corporate and foundation grant programs. The grants database is a collection of thousands of grants.
2. **GuideStar:** An excellent source of IRS 990 forms for foundations and other nonprofit organizations.
3. **Chronicle of Philanthropy:** The Chronicle is a newspaper for nonprofit news publishing, fundraising trends, resources, and recent grants.
4. **Crowdfunding Toolkit**
5. **Nonprofit Times:** Nonprofit management newspaper.
6. **Hoovers:** Profiles millions of U.S. companies. It is a great source for employee contact information.
7. **Fortune Magazine:** A resource for identifying companies by state and industry.
8. **Leadership Directory**
9. **Google, Yahoo Finance, and other general search engines.**
0. **Newspapers and magazines like the Wall Street Journal, Newsweek, New York Times.**



Information on:

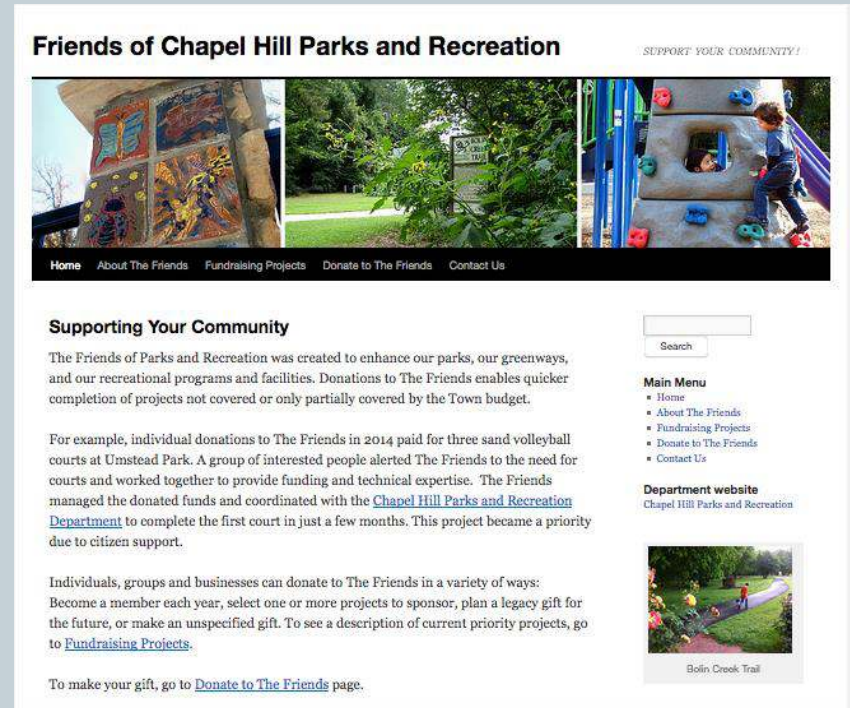
- NRPA Grant Opportunities
- Outdoor Recreation Legacy Partnership Program
- NCOA's Senior SNAP Enrollment Initiative
- Waste Management Charitable Giving
- Lisa Libraries Grant Program
- The Fruit Tree Planting Foundation Program
- Baseball Tomorrow Fund/MLB Field Maintenance Education Program
- Community Facilities Direct Loan and Grant Program for Rural Communities
- Keep America Beautiful's Community Restoration and Resiliency Fund
- USTA Facility Services Program
- Links to fundraising information and resources

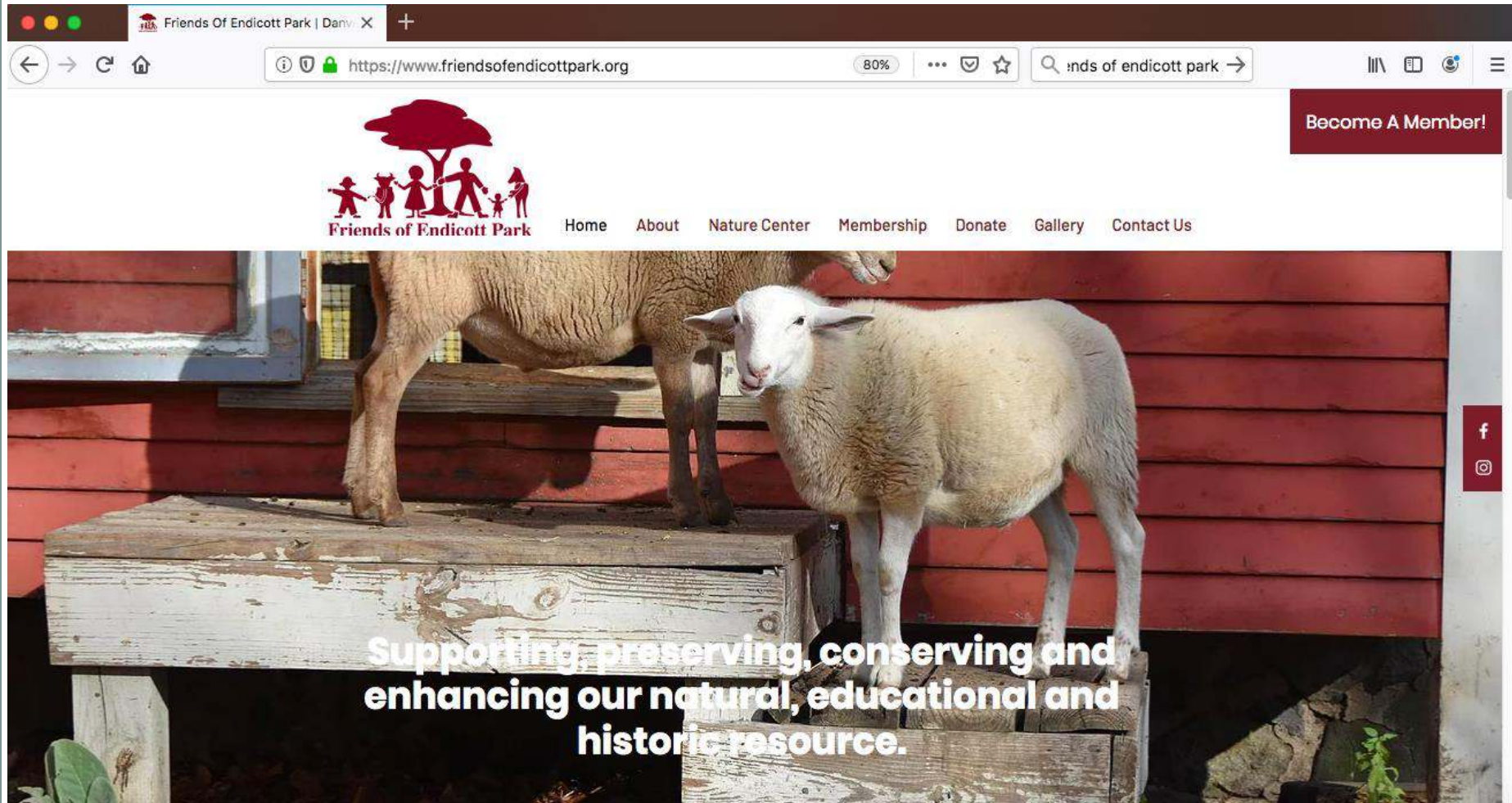
<https://www.nrpa.org/our-work/Grant-Fundraising-Resources/>

“Friends” Groups



- Non-profit 501(3)(c) – can open up funding opportunities not normally available for local government
- “Friends” groups are not really advisory groups – they are primarily support and fundraising groups!
- Members should be people who either, 1) have money, 2) know people who have money, and/or 3) aren’t afraid to ask people for money
- Should typically be in existence for at least 3 years to be eligible





Friends of Endicott Park (Danvers, MA)

supported by



Learn More & Give Today at

Patronicity.com/EndicottPark



MASSDEVELOPMENT

Patronicity



Need Help? Contact us!

📍 Danvers, MA
🏷️ Education 🏷️ Community Causes

\$18,017

funded of \$10,000 goal

161

patrons

Project Closed

Success!



SUCCESS!

This campaign reached its goal on Sep 16, 2016 11:45 PM.



TAX DEDUCTIBLE

Friends of Endicott Park, inc. is a

The Grant Application



- Organizational Mission Statement
- Organizational Accomplishments
- Statement of Need
- Project Description
- Specific Aims and Objectives
- Management Plan
- Program Evaluation
- Budget

The Grant Application



- Organizational Mission Statement
- Organizational Accomplishments
- **Statement of Need**
- **Project Description**
- **Specific Aims and Objectives**
- Management Plan
- Program Evaluation
- **Budget**

Statement of Need



- Justification for why you are asking for \$\$\$
 - Must align with funder's priorities!
 - Think in terms of problems that need to be addressed
 - Be sure to identify a specific target population
- **Secondary data sources** (e.g. US Census, NSGA, SBR, Kids Count, ACA, NRPA, IHRSA, web searches, library databases)
 - **Primary data sources** (e.g. social research – surveys, focus groups, interviews, observations, participation counts)
 - Quantitative Data vs. Qualitative Data

Secondary Data Analysis



- Over 400 confirmed cases of child abuse and neglect in SC every week or 1 out of every 80 children 0-16 years of age
- SC ranks 50th in preventive services for abused and neglected children
- SC is 45th out of 50 in national obesity rankings
- Over 54% of SC children do not participate in afterschool sports or lessons
- 31.5% of SC high school students are overweight or obese (48% of all rural AA children)
- 62% of SC children do not meet the CDC's recommended PA levels
- 9% of SC middle school students and 11% of SC high school students reported to have thought about attempting suicide in the past year
- SC ranks 10th in the nation in new HIV cases annually and 7% of high school students in SC reported that they had an STD

Data used in the Aiken Youth Empowerment Grant application

Secondary Data Analysis



- North Aiken has a 96.92% poverty index
- NAES = 92% F/R lunch rate, 89% minority, below average rating
- NAES = 20% failure rate in math, 27.3% in reading
- 92 OOS suspensions; 75% of referrals were AA males
- 66% of students at NAES live in single parent or foster homes
- Juvenile violence rates increased 129% from previous year (116 assault and battery, 77 cases of disturbing school)
- 200 confirmed gang members operating in Aiken
- 51.4% of Aiken's youth smoke
- Only 15% of Aiken high school youth ate according to USDA guidelines

Data used in the Aiken Youth Empowerment Grant application

Where Did We Get the Data?



- Centers for Disease Control & Prevention (CDC)
- SC Dept. of Education Fiscal Year Poverty Index
- Aiken County News (Newspaper)
- SC School Report Cards
- SC Measurement of Academic Performance (MAP)
- Aiken County Juvenile Justice statistics
- Aiken Dept. of Public Safety Gang Survey
- South Carolina Dept. of Social Services
- Southern Institute on Families and Children
- SC Dept. of Health and Environmental Control
- SC Kids Count data
- SC Youth Risk Behavioral Surveillance Survey
- Kaiser Family Foundation State Health Facts

Project Description



- This is the key!
- Statement of need sets the table...
- Project description is the main course
- This section lays out what you intend to do and is usually the most important section of the grant
- Be articulate and accurate – but you don't need to win any writing awards!

Answer the following questions:

- Is the project **do-able**?
- Is the project **reasonable**?
- Is the project **logical**? Does it address the statement of needs?
- Does the project **align with the funder's priorities**?
- Is the project **appropriate** given the target population?

Specific Aims and Objectives



- Should flow naturally from the project narrative
- Specific Aims (goals) – broad statements of intent
- Objectives – steps that we take to achieve our aims or goals
 - SMART – specific, measurable, achievable/action-oriented, realistic, and time-bound (Drucker, 1954)
 - Can be process, impact, or outcome-related

EXAMPLES of SMART Objectives:

- The maintenance staff will review park mowing schedules with recommendations for changes by January 2020 (**Process**)
- The marketing department will develop a promotional campaign to position recreation as a contributor to physical and mental health in this community by the end of 2020 (**Impact**)
- The Town of Durham Parks and Recreation will become a Fitness City USA award finalist by the end of 2020 based on its services and reputation as contributing the health and wellness of its citizens (**Outcome**)

Specific Aims and Objectives

Specific Aim 1.1: To improve connectivity and linkability between residential neighborhoods, parks, schools, and downtown businesses by developing multimodal trail systems.

Objective 1.1.1: Conduct a feasibility study for the acquisition of available land parcels in the Graniteville neighborhood in FY 2020-21, to include GIS analysis and public input

Budget



- All grant budgets will ask for the same general spending categories
 - Project Staff/Personnel (+ fringe)
 - Consultants
 - Equipment
 - Materials and Supplies
 - Travel
 - Publication/Communications
 - Computer Services
 - Facilities and Administrative (e.g. F&A, Indirect Costs, etc.)
 - Cost Sharing, Program Income, In-Kind

Narrative Budget Justification

Inkind

Personnel:

Project Director – 12 month commitment – Grant funds will cover approximately 40% FTE of salary and benefits (\$49,000) – Project Director will coordinate and oversee programs and events; and be responsible for financial accountability of grant funds and reporting.
Administrative Assistant – new part-time position – 10 hrs./week for 52 weeks (.25 FTE) @ \$10/hr., + FICA – will be responsible for logistics, organizational details for all program events, mailings, and marketing program.
5 Volunteers for Afterschool program – 10 hrs/week @ \$15/hr = \$150 x 10 weeks = \$1,500 x 5 pax

\$20,000

\$5,598

\$7,500

Travel:

Travel for 2 staff to professional development workshops –
 2 Airline tickets – Greenville, SC to Washington, DC @ \$325 each = \$650; 2 Hotel rooms for 2 nights @ \$75 per room per night = \$300
 Per diem for meals \$30 x 2 days = \$120
 Travel for staff to network with other community partners 800 miles @ \$.54 per mile
 Bus travel for students trip to museum – 70 miles @ \$.60 per mile

\$1,070

\$432

\$42

Supplies:

1 Laptop for the new Administrative Assistant to use in program activities, writing newsletters and brochures, communications, emailing and general word processing capabilities = \$1,450
Curriculum and activity books for students' afterschool program = \$900 (donated by school)
1 Laser printer to produce newsletters, training materials, etc. = \$1,350
Office supplies – paper, envelopes, laser printer cartridges, postage=\$1,750

\$1,450

\$900

\$1,350

\$1,750

Contractual:

Indiana University Youth Learning Institute Trainings
 1. Staff trainings - two day/ overnight training twice a year @ \$2500 per 2-day training X 2 = \$5,000
 2. Volunteer training – two day/ overnight training twice a year @ \$2500 per 2-day training X 2 = \$5,000

\$10,000

Other:

Afterschool snack for 50 students, 20 weeks @ \$30/wk = \$600 (donated by school)
 Redesign brochure (\$700) and print 1000 copies (\$200), including 2 sets of foam board displays (\$1180)

\$600

\$2,080

Total Project = \$52,772

\$9,000

\$43,772

Total Funds Requested = \$43,772

Line item

Description /
Justification

In-Kind

From UNH...



- The budget justification/narrative should:
 - Be written in everyday language
 - Conform to sponsor requirements for line items that require justification
 - Use the sponsoring agency's template when possible
 - Be organized in the order of the items in the detailed budget
 - Follow sponsor text formatting requirements



**University of
New Hampshire**

<https://www.unh.edu/research/develop-budget>

Example: LWCF



- Land and Water Conservation Fund Act of 1965
- 50/50 Match Program (min \$25,000 max \$200,000 total ask)
- Preservation of Outdoor Recreation Opportunities
- Projects maintained for public use in **PERPETUITY**
- Money is from offshore gas lease revenue (no tax-payer money)

Types of Projects: Outdoor Recreation

- 1) Acquisition
- 2) Development
- 3) Combination

Who Can apply?

Municipalities
State Agencies
Federal Agencies



LWCF Application Process (NH)



1) **Intent to Apply** (2 page)

- Project Narrative
- Statement of need

2) **Invitation to Apply**

3) **Complete Application** (8 pages)

- Project narrative
- Statement of need
- SCORP Priorities
- Budget, etc.

4) **Competitive Scoring:** Projects are scored based on completeness of application and project impact not the writing skills.

5) **Recommendations** made to NPS

6) **Projects awarded**

NEW HAMPSHIRE SCORP PRIORITIES



CONNECT PEOPLE TO THE OUTDOORS



CONSISTENT STEWARDSHIP
AND CONSERVATION



ECONOMIC VITALITY



EDUCATION ETHICS AND BENEFITS



STATE OF NEW HAMPSHIRE
DEPARTMENT OF RESOURCES AND ECONOMIC DEVELOPMENT
DIVISION OF PARKS AND RECREATION

LAND and WATER CONSERVATION FUND

GRANT ROUND 28 – INTENT TO APPLY



Eligible project sponsors, which include government entities such as cities, towns, counties and school districts, that intend to apply for Land and Water Conservation Fund (LWCF) assistance under Grant Round 28 must complete this form and submit it to the NH Department of Resources and Economic Development (NHDRED), Division of Parks and Recreation by **4:00 PM, June 3, 2016**.

Submit form to: LWCF Program
NH Division of Parks and Recreation
172 Pembroke Road
Concord NH 03301
Phone: (603) 271-3556
lwcf@dred.nh.gov

The information provided within this form will be evaluated to determine basic project eligibility. Following initial eligibility determination a pre-application site inspection will be scheduled with the sponsor. Site inspections allow one-on-one consultation with project sponsor and help identify other potential eligibility issues. Sponsors may submit an application for grant assistance only after eligibility has been determined by NHDRED. Once a project is determined to be eligible, NHDRED will issue to the sponsor an invitation to apply.

Failure to complete all sections may result in rejection of this form.

SPONSOR INFORMATION

Project Sponsor/Government Entity:		
Authorized Contact Name:		
Address:	City/Town:	Zip:
Daytime Phone:	Email:	

PROJECT INFORMATION

Project Type: <input type="checkbox"/> Development <input type="checkbox"/> Acquisition <input type="checkbox"/> Combination			
Project Title:			
Est. Total Project Cost:		Est. Total Grant Request:	
Est. Start Date:		Est. Completion Date:	
Has the sponsor previously received LWCF assistance?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
Is the project site within a property previously assisted by LWCF?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
Is the completion of the project dependent on receiving LWCF assistance?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
Is this project a phase within a larger project or effort?		<input type="checkbox"/> Yes	<input type="checkbox"/> No

Project Narrative (Provide enough information to convey a general sense of the work you propose to accomplish):

Statement of Need (briefly explain how this project addresses a need for your community and the general public):

Required attachments:

- ☐ Location map (indicating the location of the property within the state/region)
- ☐ Boundary/Site map (indicating property boundary, project area, and public access points)

Signature of Authorized Contact

Date

Successful LWCF Project: Abenaki Ski Area 4-Season Lodge, Wolfeboro, NH



- \$160,000 grant (50/50 match)
- Multiple stakeholders involved
- Multiple funding sources
- Expanded use to 4-season (previous just winter use)
- Used to connect all season activities - walking, biking, xc skiing, downhill skiing and expand future recreation opportunities
- Positive public input
- Project implemented all four SCORP priorities



Some Final Thoughts



- Grant dollars are limited and difficult to get
- Grant money will rarely exceed 5% of your total budget
- You often have to invest resources (time, staff, money) to get resources
- Many grants require partnerships and many will require funding matches
- Details matter – deadlines, format, font sizes, page counts
- You don't need to be a prize-winning author – you just need to demonstrate need and show potential project impact
- Projects must be tightly aligned to the funder's mission
- Projects should be tightly aligned to your mission – beware of mission creep due to chasing dollars
- Organizational capacity (your ability to DWYSYWD) is critical
- Budgets should be lean and focused on project activities – be aware of budget restrictions!
- Don't shortchange evaluation – it is a critical piece to showing project impact!

Thank You! Questions?



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