



Grants 101

Equipping Young Changemakers

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An abstract, colorful graphic on the right side of the slide. It features a series of overlapping, wavy shapes in shades of blue, green, yellow, orange, and red, creating a vibrant, rainbow-like effect. The shapes are soft and blurred, blending into each other.

About Me

- Experience on both sides of the grant process
 - Applying on behalf of non-profits and multi-laterals
 - Local, national and international organizations
 - \$1,000-\$32 million
 - Foundation Advisory Boards

What is a Grant?

Funding for an organization that does not have to be repaid

- Often for non-profits
- Achieve shared interests of grant maker and grantee

Different types

- Government, University, Foundation
- General Operating, Project-Based
- Open Calls for Proposals vs. Invitation Only

An Opportunity

Why Pursue Grants?



Sustainably support
projects



Scale your impact



Build credibility for
your organization

What are YOU looking to fund?

*Tell us about a project or organizational need you are interested
in funding through grants*

Finding Grants



1) Speak the
Funder's Language



2) Find Prospects



3) Track
Applications and
Prospects



4) Report &
Communicate

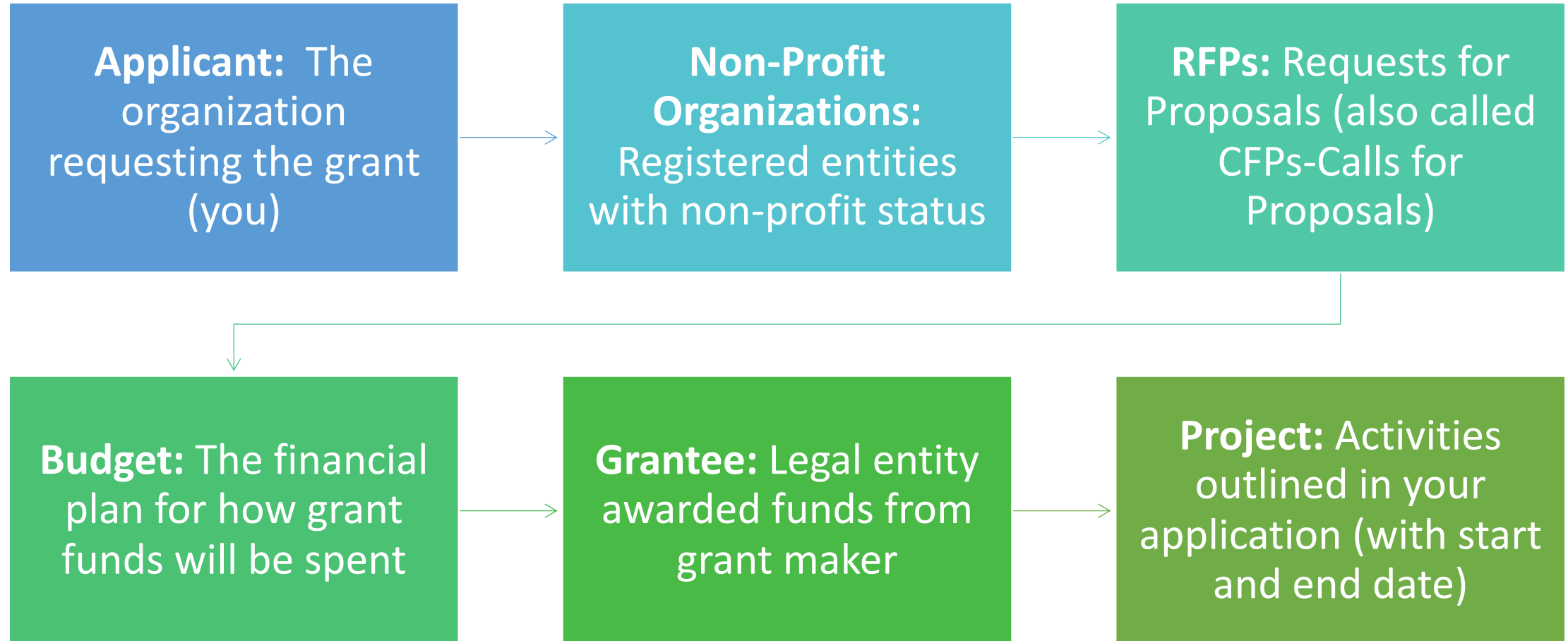


5) Cultivate Funder
Relationships

1) Speak the Funder's Language

*Understanding and applying key terms when searching, applying
and engaging*

First...Some Important Terms



Know Your Prospective Funder



What are their priorities?



What are their 5 Ws?



What are their selection criteria?

Frequent criteria include:

- Framing of Project Need
- Project Design Quality
- Quality of Evaluation Plan
- Scalability
- Organization/Team Qualifications

2) Find Prospects

How to find the grants that are right for you and your organization

Know Your Databases

Databases can show you grants by:

- Funder focus area
- Country
- Grant Size

Provide details on past grantees and funded projects

- Find funders that support projects like yours

Places to get started

- Funds for NGOs (Free and Paid Versions)
- Foundation Directory Online (Paid)
- Grant Watch (Paid)
- Your local or university library

Once You Have Prospects

Confirm

- Confirm your eligibility
 - If you're not sure, ASK
- Start small and grow grant size: if you're making a leap (ie. \$5,000 to \$75,000), ask the funder first

Document

- Track your prospects

Make Time

- Set aside time
 - *Don't start your application the day before it's due!*

Collect Materials

- Collect the required documents
 - Financials and annual reports are often required for \$10,000+

Draft

- Draft a customized narrative

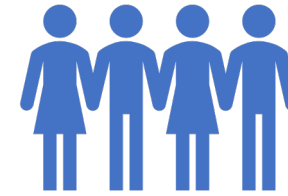
Resources to Get Started



The Pollination Project

\$1,000 micro grants for social impact projects
worldwide

Projects/organizations must be volunteer-run



Catchafire

Volunteer professionals can help with grants and
other short-term projects

Sponsored subscriptions through community
foundations

3) Track Applications & Prospects

Don't miss key deadlines

Why Track?



Develop funding strategy



Quickly identify potential co-funders



Know when to follow up



Meet key deadlines

Track Your Grants

	A	B	C	D	E	F
1	Grant Focus	Amount	Due Date	Date of Submission	Link/Details	Results

4) Reporting To Funders

Give your funder exactly what they need



Respect Your Funder

- **Abide by agreed upon project deadlines**
 - If you can't do so for any reason, communicate with your funder
- **Be proactive**
 - Reach out to your funder—don't wait for them to reach out to you!
- **Give your funder the information and updates they need**
 - Funders rely on this information to share with their stakeholders



Know What Your Funder Needs

Different funders require different types of reports and levels of detail:

- Financial Reports
 - Receipts
 - Narratives
 - Alignment with Proposed Budget
- Project Narratives
- Outputs, Outcomes & Impact Data
 - Outputs-Services Delivered (ex. # of people trained, # of attendees)
 - Outcomes-Results of Outputs (ex. % of trainees whose stress levels decreased)
 - Impacts-The ultimate change you want to achieve (ex. a safer community for children)

5) Cultivate Funder Relationships

Build funding ecosystems for sustainable growth

Funder Recognition

- **Find out how your funder likes to be recognized**
 - Some funders like to be acknowledged on websites/in publications
 - Other funders prefer their contributions not be advertised
- Send thank you emails after calls



After Your Grant Is Over

Stay in touch with your funders

- Send regular updates about your work and organization

Ask your funder for guidance on future funding opportunities

- Are you eligible for upcoming grants from the funder?
- May provide introductions to other funders and recommendations
 - When a funder makes an introduction for you, ALWAYS follow up



Questions & Comments