

# The 5 Stages of Grant Writing

## MAKING SUSTAINABLE

Working Session @ NOMCON

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### Session Attendees

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## *Intentional Inclusion*

How can your session and this topic generally be more intentionally inclusive?

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## *Session Background Research & Resources*

- MakeHaven has a working document which is a [fund development plan which includes our strategy for grants.](#)

## Session Conversation & Notes

- Add fundraising to grant making? 2 sessions tomorrow on that
- Restricted grants vs unrestricted
- Mix that 20% reserved for over the transom (new, unsolicited grants), 20% ask to give grant, 40% for continuing access--cultivate funding agencies
- NSF--is it aligned? Well-developed, not relationships developed
- Underutilized resources, talk to program manager after sending in white paper
- "Ask for advice--get money; ask for money--get advice"
- Where do you start? What's learning model? Read, learn, talk? "Instructable on Grant Writing"
- How do people assess impact? Need to collect data, go from anecdotes to measurable. Another session tomorrow on measuring impact. Google search impact. Check state dept of education.
- Check with state rep to see if they are doing grant symposiums
- How do you find/get to program manager; linked through slack on grants collected by first NOM mtg. Program Managers contact are there. Don't be afraid to talk to them.
- Grant Station \$99/year.
  - Eric Harness from BioCurious is POC for slack channel and grants list
- Who are people getting grants from?
  - A: All private foundations--relationships, then write grant, know will get money before writing grant
  - A: Network, use contacts, ask questions, get contacts, get idea across in less than 5 minutes; use them to find other contacts
  - A: Hackathon, people with money attended, they liked Hackerspace, saw potential, resulted in grant for space for \$10/month rent
  - A: Going to other non-profits that are related: arts, coworking, form connections, go to events with foundations, need to meet and build relationships
  - A: Old school: rotary, chamber of commerce; might have \$5/\$10K...
- Not really a 5 stages
  - Proposed 5 stages
    - **Assess** your assets
      - Who do you already know
      - Networking
      - Board inventory--use Board connections
      - Member introductions and network
      - How is your data, can you report about members
      - Evaluation and reporting
      - Do you have a budget to demonstrate a plan for long term sustainability
      - What do you need (annual funding, startup funding, capital funds)
      - Do you have appropriate financial controls for grant size

- Are there partners who you can collaborate to increase capacity
- **Identification** (process for finding good grants) - Use grant searching tools. Avoid just applying for big names.
  - National foundations
  - Local Foundations
  - Donor designated funds
  - Private / family foundations (likely best opportunity for small spaces)
  - Corporations (another great source.
  - Federal Government
  - State Government
  - City/county government
  - Other nonprofits (United Way/ regional networks / chambers of commerce)
- **Research** (know how to understand if a good match to funder)
  - Go to guidestar and look at 990s to see what they granted and who they granted. That lets you see alignment.
- **Develop** grant writing Assets
  - [Case statement](#)
  - Grant funder list and calendar
  - Template Letter of intent LOI (variations for different funders) - Remember to always rewrite for particular funder, research how they talk and reflect their language in the application.
    - Arts
    - Entrepreneurship
    - something other
- **Prioritize** and apply to best
  - Rubric--1 to 5, revenue and scale ([linkage ability interest](#))
  - What's your system, move them through a pipeline
- Grants.gov (Deb Wilson had a list, this is a partial capture)
  - Cover letter < 1 page
  - Something else
  - Needs/problem/solution
  - outcomes/evaluation
  - Budget
  - Sustainability, after grant is over how will you sustain?
- Tech stuff sounds like overkill if you're not raising over \$10M, most people \$50K or less
- Big Companies will grant money based on volunteer hours for employees, matching--Candy Cole

## *Proposed Project Ideas*

- Decision matrix with database

- List of toolkits--Paul @ Gearbox, Nairobi Kenya--\$100K to \$1M
  - E.g., K smart impact for social impact entrepreneurs--spreadsheet tool, mission impacts, \$1000-\$1500 for full toolkit, spreadsheet for free
- Put link into grants (nsf)--Eric Harness
- How to evaluate impact training and links--Bob B?--known by andrew
- Readiness report card
- Crank out a bunch of grants template
- Engineers don't want to write--help with writing the grant, pooled grant writer
- Decision tree to determine fundraising vs grant writing
- Create contact info list for mentors
- Success vs failures, where to focus efforts, don't do this or do this--Tom--decision tree
- Mary Ellison--spread out resources
- A readiness report card which lists organizational activities and accomplishments so spaces can consider how ready they are for different sized grants and understand what they can do to improve.
- Supporting those grant raising at the intersection of K12 education through training and coaching in the foundation/relationship--based world. Andrew: Nathan at HNC is happy to work with people if NOMCON identifies a need.