

Grant Writing

Keys to Developing Quality Proposals

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Goals for Session

- Basic elements of grant development
- Sources of information on funding opportunities
- Assess grant potential of American Recovery and Reinvestment Act of 2009 (ARRA) for nonprofit and community-based groups

Helpful Resources

- *Program Planning & Proposal Writing*, The Grantsmanship Center
 - <http://www.tgci.com/publications.shtml>
- *Guide to Proposal Writing*, The Foundation Center (also free online tutorials)
 - <http://foundationcenter.org/getstarted/learnabout/proposalwriting.html>

More Resources

- Special Grant Information Collections at public libraries
 - St. Louis City, St. Louis County, St. Charles County
- Regional Training Events
 - UMSL's Non-Profit Management & Leadership Program

Sources of Grant Funding

- Government
- Foundations
- Organizations
- Corporations

Intense Competition for Funding

- Nonprofit organizations
- Local governments
- Public schools and districts
- Research institutions such as universities

Formula for a Successful Grant:

- Research & Planning $2/3$
 - Writing $+ 1/3$
-
- Success!

Steps in the Grant Process

- Researching the opportunities
- Planning
- Writing and revising
- Submitting the proposal
- Receiving and managing the grant award
- Reporting

Developing Your Proposal

- Assess your organization
- Assess your project
- Evaluate people-power
- Set a timetable
- Identify funder(s)
- Find the right “match”
- Create and execute the plan

Finding the Right Funder

- Does the funder support your type of organization?
- Does the funder support this type of program/project?
- What are the rules for applying?
- How much can you request?
- Are you required to match the funding?
- Can you call to ask questions before applying?

Components of a Proposal

- Proposal summary
- Introducing agency and establishing its qualifications
- Problem or needs statement
- Project objectives
- Project methods or design
- Project evaluation
- Sustainability
- Project budget

Prospects for Funding from ARRA

- Anticipated benefits for State of Missouri:
 - Infrastructure and Science
 - Education and Training
 - Energy
 - Services for low-income and unemployed
 - Homelessness Prevention
 - Law Enforcement

Source: <http://dpc.senate.gov/states/MO.pdf>

Advice from National Council of Nonprofits

- Previous government grant experience a “plus”
- Partner with State & Local governments
- Complete as much “pre-application” work as possible
- Register in advance to get notice of opportunities

Source: www.councilofnonprofits.org

More Ideas

To learn about funding opportunities, check websites of

- Members of Congress
- Regional, state, and other Federal offices
- Missouri's Recovery website
- Governor's Office
- Mayor's Office

Where to Find Federal Grants

- **CFDA** – Catalog of Federal Domestic Assistance – A searchable database of all federal funding sources (even those not currently open for application). Not all are grants. www.cfda.gov/
- **FR** – Federal Register – The official federal daily publication; includes announcements of current grant opportunities (NOFA – Notice of Funds Availability) www.gopaccess.gov/fr/
- **Grants.gov** – The access point for all federal grants applications; features a search function for current opportunities. www.grants.gov/

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FIND GRANT OPPORTUNITIES

***IMPORTANT NOTICE:** [All applicants please read immediately](#)

All discretionary grants offered by the [26 federal grant-making agencies](#) can be found on Grants.gov.

You do not have to register with Grants.gov to *find* grant opportunities. However, once you are ready to *apply* for a grant, you will need to [Get Registered](#). This process takes 3-5 business days.

Search Grant Opportunities

Search by keyword, Funding Opportunity Number (FON) or Catalog of Federal Domestic Assistance (CFDA) number.

Basic Search



Search by a variety of categories of funding activities.

Browse by Category



Search from a list of agencies offering grant opportunities.

Browse by Agency



Search by more specific criteria such as: Funding Instrument Type, Eligibility or Sub-agency.

Advanced Search



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State of Missouri Resources

- Transform Missouri - proposals
 - <http://transform.mo.gov/>
- Stimulus Watch
 - http://www.stimuluswatch.org/project/by_state/MO



TRANSFORM.MO.GOV

TRANSFORM MISSOURI INITIATIVE

Jay Nixon
Governor

HOME

WELCOME

SUBMIT PROPOSAL

SHARE YOUR IDEA

TRANSPARENCY

ALERTS

NEWS

RESOURCES

Resources

Transparency and Compliance

- [Missouri Accountability Portal \(MAP\)](#)
- [1201 Certification](#)
- [1511 Certification](#)
- [1607 Certification](#)
- ["Report of the Governor's Economic Stimulus Coordination Council" \(PDF\)](#)

Grant Information

- [Wastewater and Drinking Water Projects](#)
- [Edward Byrne Memorial Justice Assistance Grant \(JAG\) Program](#)
- [Local Law Enforcement Block Grant \(LLEBG/JAG\) Program](#)
- [Homelessness Prevention and Rapid Re-Housing Program](#)
- [Homelessness Prevention and Rapid Re-Housing Program Action Plan \(PDF\)](#)
- [Community Services Block Grant](#)



TRANSFORM.MO.GOV
TRANSFORM MISSOURI INITIATIVE

Submit Your Transform Missouri Project Proposal

Submitting a Proposal

Transform.mo.gov is looking for projects and ideas that will create Missouri jobs and help transform our state's economy. If you believe you or your business, organization or governmental entity has such a project that might be eligible for funding under the federal recovery act, please submit the form on this page.

The purpose of this Web site is to gather information about projects that might be eligible for recovery funds and to make sure that the potential sponsors of those projects receive information on how to apply for recovery funds once such a procedure is in place. Once the application process is in place, eligible applicants will receive information on how to submit an official application for recovery funds. Use the form on this page to submit your project proposal. Again, the form on this page is NOT a formal application for recovery funds.

Instructions

Read and understand the [terms and policies](#).

* denotes required field

Contact Information

Your First Name *	Your Last Name *	
<input type="text"/>	<input type="text"/>	
Email Address*		
<input type="text"/>		
Cell Phone*	Work Phone	
<input type="text"/>	<input type="text"/>	
Your Title *		
<input type="text"/>		
Organization Name		
<input type="text"/>		
Organization Address		
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<input type="text"/>		
Organization City	State	Zip
<input type="text"/>	<input type="text"/>	<input type="text"/>

Project Information

Project Name *
<input type="text"/>

Avoid Common Pitfalls

- Misunderstanding your organization's priorities
- Disregarding the funder's application guidelines
- Being unrealistic in your approach to funders
- Failing to be clear and compelling in your request
- Forgetting that funders are people
- Giving up

Good luck!