

Grant Writing 101

Virtual Lunch & Learn

Today's Objectives:

- Learn the Importance of Organizational Mission & Structure
- Review the Elements of a Successful Proposal
- Gain Tips for Finding Funding Options
- Learn more about a Beginner's Guide to Grant Writing Course – Coming Soon!



Nov. 10 ~ Noon – 1 p.m.

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Educators:

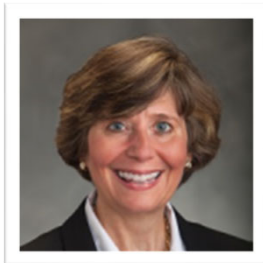


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Grant Writing 101

Participant Polls

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Where to start?

Define:

**Who are “you” (your organization) and
what are you seeking to accomplish?**

Why?

Organization: Mission & Structure

MISSION

- What are your goals?

STRUCTURE

- Nonprofits 501 (c) 3
- Government Entity DUNS #

DUNS Number

What is it?

DUNS number

Purpose of DUNS. A DUNS number is a unique **nine-character number used to identify your organization**. The federal government uses the DUNS number to track how federal money is allocated.

<https://www.grants.gov/applicants/organization-registration/step-1-obtain-duns-number.html#:~:text=Purpose%20of%20DUNS.%20A%20DUNS%20number%20is%20a,number%20to%20track%20how%20federal%20money%20is%20allocated.>

Organization: Mission

MISSION

- What is your mission? What does the mission statement actually say?

As you research potential funders:
Are your missions aligned?

And/Or

- Is your project/need aligned with the funders mission and goals?

Sample: Mission

NOBLE COUNTY HEALTH DEPARTMENT MISSION:

“To provide quality services that promote wellness, prevent disease and plan a healthy future for our community.”

Organization: Structure

Structure

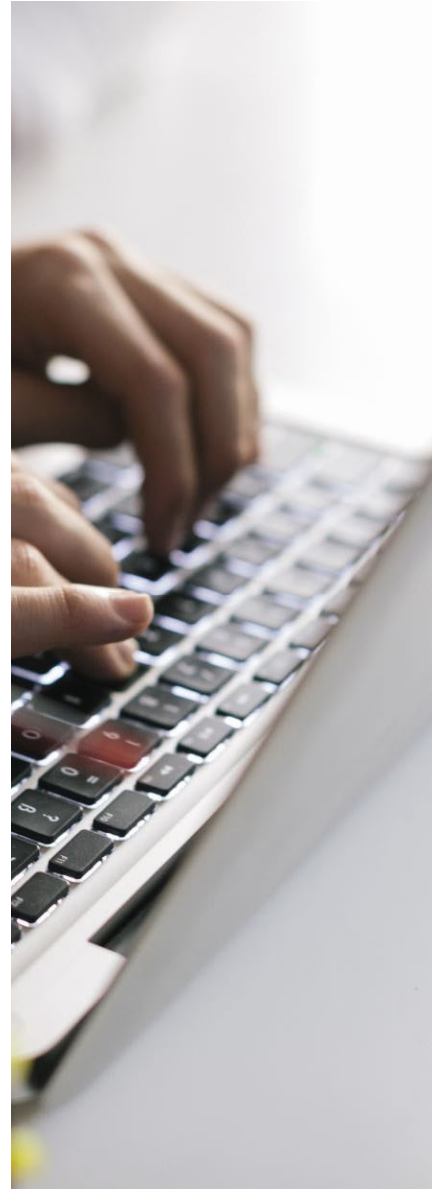
- Is your organization a 501 C3?
- Is your organization an educational institution?
- Is your organization a Government entity?

And/Or

- Is your organization just – You?



Quality Grant Proposals



What if...

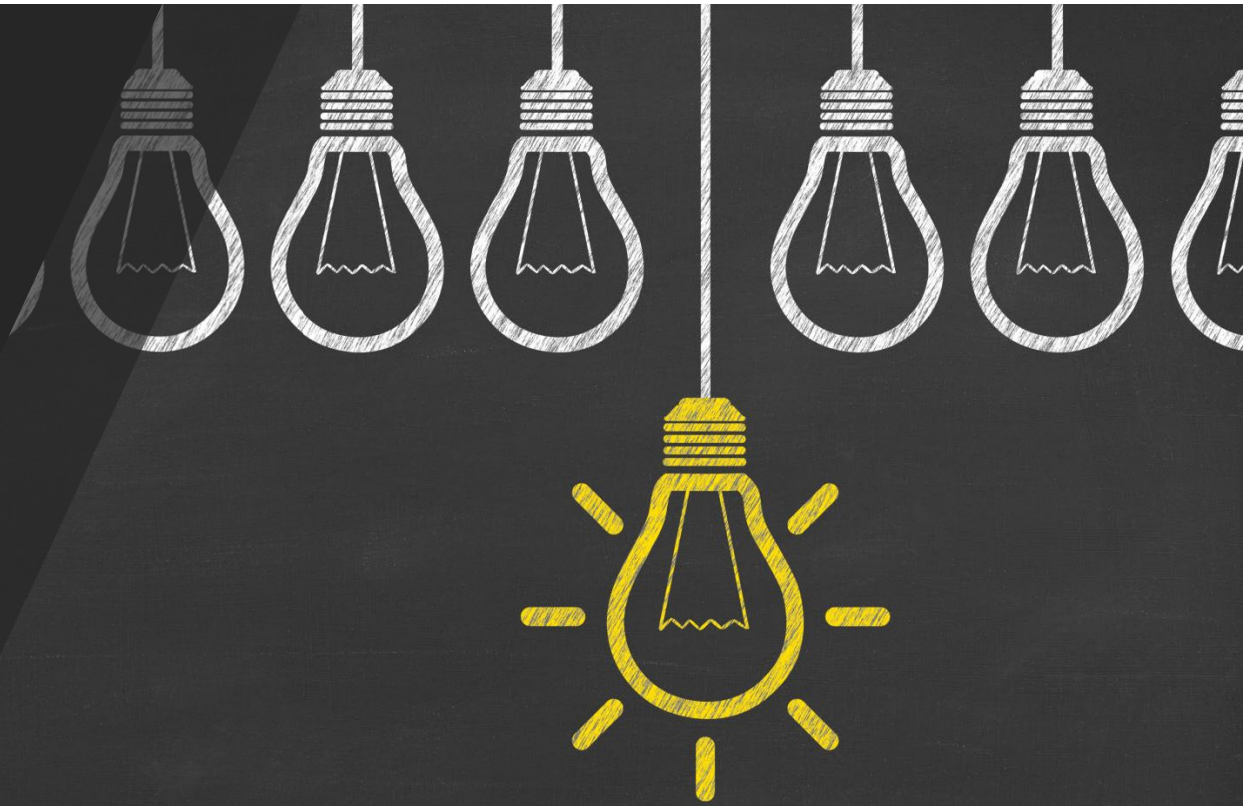
**Your
community or
organization
had a grant of
\$10,000 or
\$100,000 or
\$1,000,000 ?!**



- **Grants CAN be an increasing revenue source**
- **Grant rounds ARE Competitive**



- **Understand the Process**
- **Communicate Ideas Clearly**
- **Leverage \$ to Improve Quality of Life**



Quality Idea



WHAT IS YOUR IDEA?
IS IT AN EVIDENCE-BASED
PROGRAM?



WHAT ARE YOUR
• OUTPUTS
• OUTCOMES?



HOW MUCH FUNDING DO
YOU HAVE?
HOW MUCH \$ DO YOU
NEED?

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Quality Proposal



**WHAT IS YOUR STORY?
PRESENT "NEED"
PRESENT PARTNERS!**



**QUANTIFY YOUR "MATCH"
\$, VOLUNTEER TIME,
IN-KIND
QUANTIFY YOUR "ASK"**



**QUANTIFY YOUR
OUTCOMES?
HOW WILL YOU
MEASURE SUCCESS?**

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Quality Proposal

- **Good Writing**
- **Keep Audience in Mind**
- **Good Data**



**GOOD GRANT
WRITING IS GOOD
WRITING!**



AUDIENCE



DATA

- **ACCURATE**
- **CURRENT**
- **NECESSARY**

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Quality Data

- **Accurate**
- **Current**
- **Necessary**



**DON'T USE TOO
MUCH!**



**MAKE IT
UNDERSTANBLE!**



CURRENT

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Quality Data



- **US Census**
www.census.gov/data.html



- **Appalachian Regional Commission**
<https://www.arc.gov/research-and-data/>

- **Ohio Assoc. of Regional Councils**
<https://www.regionalcouncils.org/>



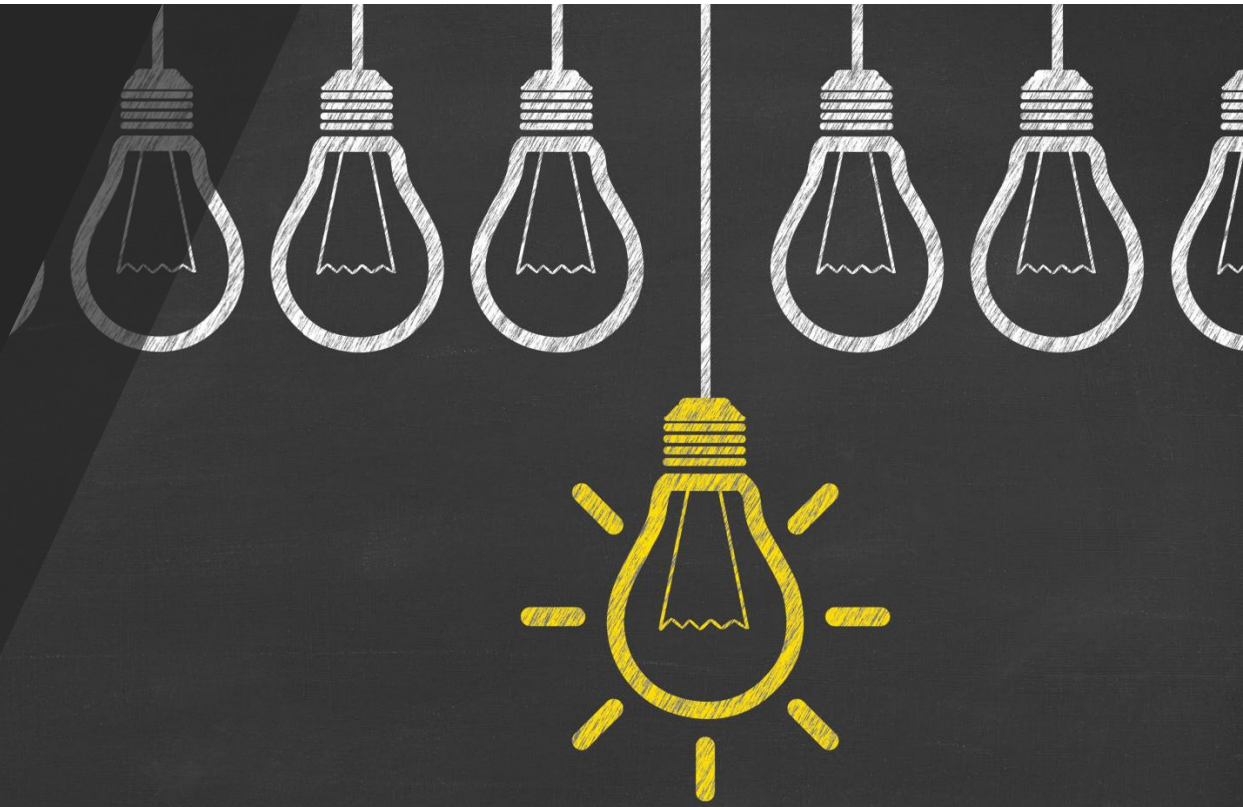
- **Buckeye Hills Regional Council**
www.buckeyehills.org/mapping-data-1
- **Ohio Development Services Agency**
<https://development.ohio.gov/reports/>

Support Materials



- **Organization Items**
- **Resumes of key staff**
- **Letters of Support**
- **Government Resolutions**

Grant Sources



Grant Resources



- **Private Funding**

Foundations – The Foundation Center
(Private, Corporate, Community, Regional)



- **Civic Clubs**

(Kiwanis, Rotary, Lions, Eagles, Chambers/CVBs)



- **Grants.gov**

- **State Grants**

(CDBG, Clean Ohio, Ohio EPA, ODE, Governor's Office of Appalachia, ODOT, Ohio Housing Finance, etc.)

- **Federal Grants**

(EDA, ARC, HRSA, FEMA, etc.)

Coming in 2021...

2-Day

Beginner's Guide to Grant Writing

A Purdue University Extension Award-Winning, Evidence-Based Program

MORE IN DEPTH on Today's Topics

- Learn the Importance of Organizational Mission & Structure
- Review the Elements of a Successful Proposal
- Gain Tips for Finding Funding Options
- Time to Write Your Proposal
- Making a Pitch & Building Funder Relationships
- Courtesy Proposal Review
- Group Activities and More!

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Foundation Resource:



- Purdue University Cooperative Extension Service:
Community Development
Beginner's Guide to Grant Writing

- **The Foundation Directory Online** free window is coming up on November 19-December 3!
- **We will send you login details on the morning of November 19.**
Schedule time to learn about the many funders in your state. Who knows, you may even find a funder for one of your own projects!

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Sources:

- Purdue University Cooperative Extension Service:
Community Development
Beginner's Guide to Grant Writing
- Penn State Extension
Online Course: *Grant Writing: How to Find Funds
and Write a Winning Proposal*
- Ohio Arts Council - *Grant Writing Tips for
Organizations*

Educators:

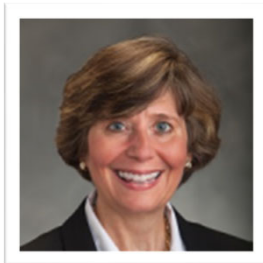


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mail:

U.S. Department of Agriculture
Office of the Assistant Secretary for Civil Rights
1400 Independence Avenue, SW
Washington, D.C. 20250-9410; or

fax:

(833) 256-1665 or (202) 690-7442;

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correo postal:

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