

Writing Grants and Where to Find Them

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**HOWARD COUNTY
LIBRARY SYSTEM**
Public Education for All



Hello!

I am Matthew Serio

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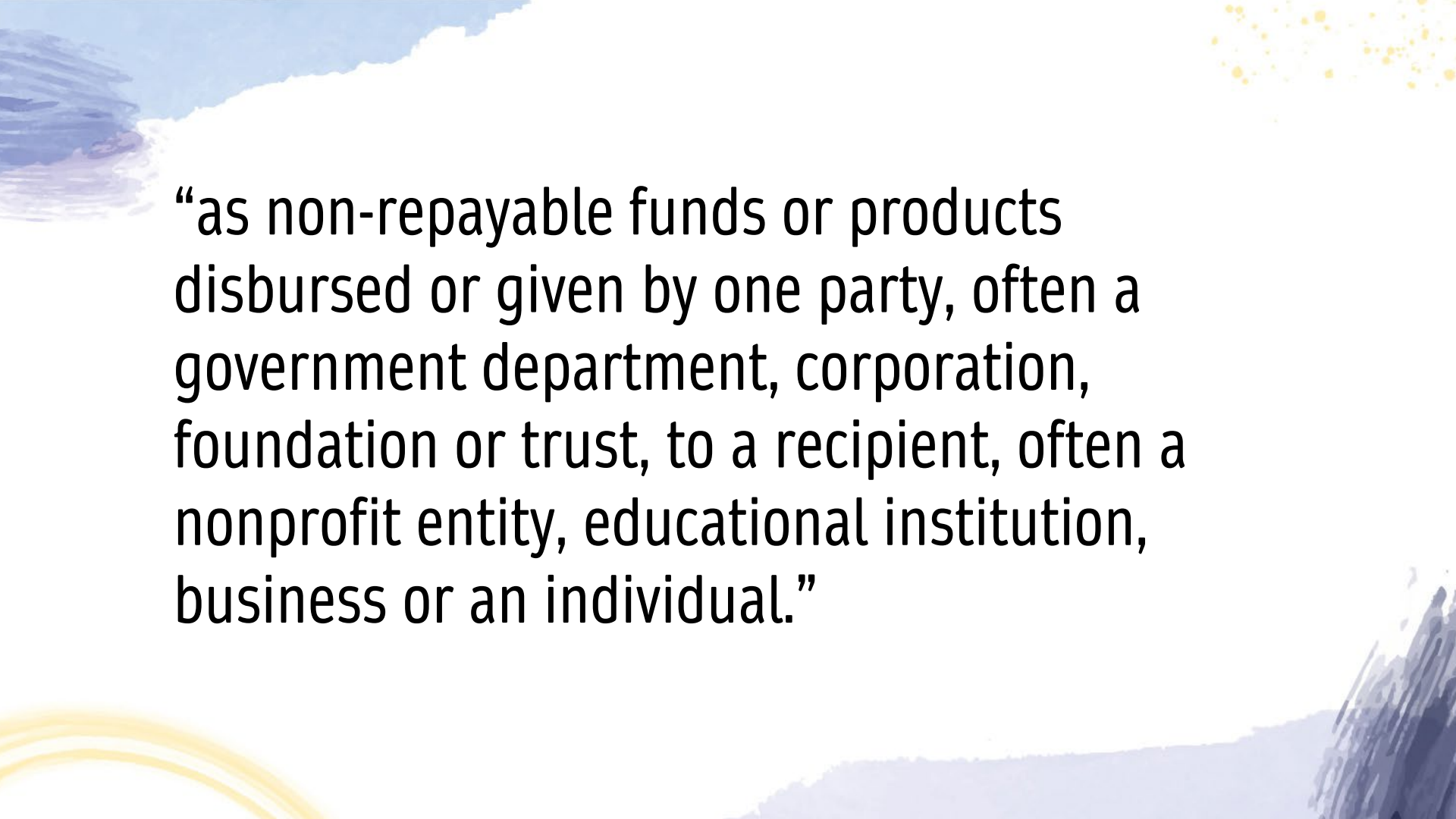
 **@ArtigianoSerio**

What will we be discussing

1. What are grants?
2. How do you get them?
3. Is there a process for getting a grant?
4. Parts of a Grant
5. Afterwards
6. Points to Remember
7. Where should you look?

01

What are grants?



“as non-repayable funds or products disbursed or given by one party, often a government department, corporation, foundation or trust, to a recipient, often a nonprofit entity, educational institution, business or an individual.”

Types of Grants to Look into -

- Matching and Non-Matching
- For Specific Demographics
- Government
- Corporate
- Community Foundations

Specific Demographics



Veterans

Women



Minorities and
Immigrants



Government



Corporate



Community Foundations

True or False

1

Anyone can receive a grant.

2

Grants are a fast way to get money.

3

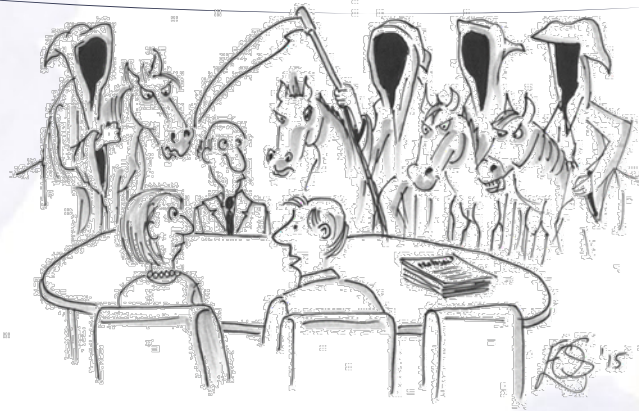
All you need to do is write a letter or fill out a form.

4

Grants are free money.

2

How do I get a grant?



"Is it just me or are these review panels getting a lot tougher?"

What do you want the grant for?

Producing Work



Continuing Ed



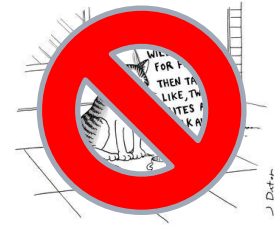
Buy Supplies



Attend Conferences



Just to Live



Start Up Phase



Company Expansion



Research & Development



3

Is there a process to getting a grant?



"It's a grant application, guys. Don't try to make sense of it."

The Process

1



Find the Funders

3



Call the Funder

5



Write the Application

2



Read the Guidelines

4



Made a Plan

6



Submit the Application



Find The Funder

Research – Research - Research

- Search the Internet
- Corporate Websites
- Your Vendors
- Local Government
- Small Business Development Centers
- Small Business Newsletters – Hello Alice
- Foundation Center - GrantSpace
- Philanthropy New Digest

Read The Guidelines



- Eligibility
- Deadlines
- Criteria
- Page Limits
- Format



Call The Funder



- Process
- Timeline
- Attachments
- How is funding determined?
- Who reviews the applications?
- How & when do they contact you?
- Can I check back?

Make a Plan



- What do you need in the proposal?
- What is your timeline?
- Do you need items from other people?



Write The Application

- Be clear and concise
- No JARGON
- Be persuasive
- Do NOT be FLOWERY



Submit The Application

- Before the deadline
- How they want it
- Follow up

4

Parts of a Grant Proposal



"I'm a fiction writer in the grant-proposal genre."

What Goes Into A Grant Proposal?



COVER SHEET

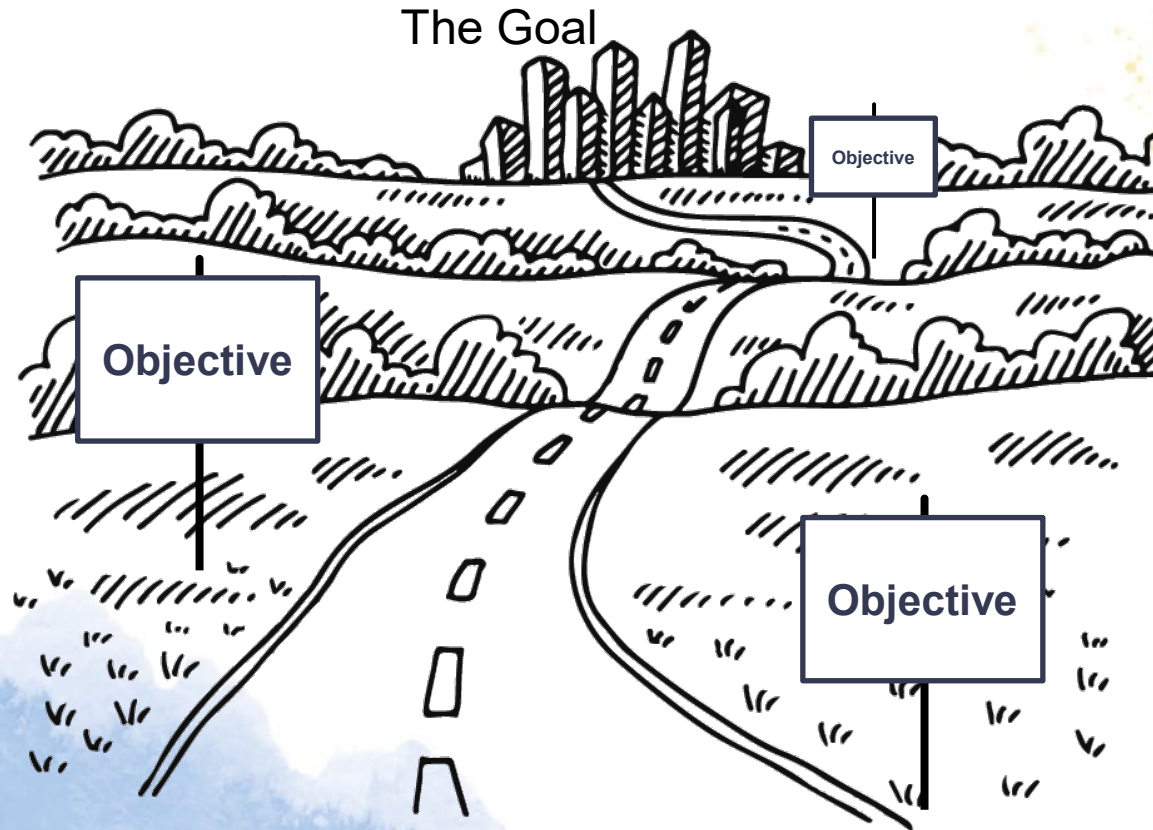
1. On letterhead
2. Overview
3. Why are you requesting funding?
4. How much you are requesting?
5. How you meet the funders' goals/mission?

What Goes Into A Grant Proposal?



1. Needs Assessment
2. Goals and Objectives
3. Methodology
4. Evaluation

Goals – Objectives - Methodology



What Goes Into A Grant Proposal?



1. How much is this going to cost?
2. Fully Funded?
3. What is eligible?
4. Funder supplied form
5. Match?

What Goes Into A Grant Proposal?



1. More qualified than the others
2. Don't be cocky
3. Show your work
4. Specific job vs project manager
5. Resume or CV?

What Goes Into A Grant Proposal?



1. Summarize important points
2. Why should you be funded?
3. Be convincing!

What Goes Into A Grant Proposal?



1. Varies
2. Double check
3. If it says it's recommended-
take it as required

Writing Your Narrative



Step 1:

Write your narrative



Step 2:

Re-write your
narrative



Step 3:

Re-write your
narrative again

5

Afterwards – What Should You Do?



*"O.K., let's slowly lower in the grant
money."*

Afterwards – What to do when you receive a grant

- Follow the acceptance letter to a T
- Call for your panel notes
- Send them a letter or a card
- Invite them to the event
- Acknowledge them in your marketing



Afterwards –

What to do when you DON'T receive a grant

- Call for your panel notes
- Thank them for their time
- Do not tell them that they are wrong
- It is not a personal attack on you
- Worthy project but just doesn't fit

ABSOLUTELY NOT-----



How not to respond to reviewers' comments.



6

**POINTS TO
REMEMBER**

POINTS TO REMEMBER

- Don't wait until the last minute



POINTS TO REMEMBER

- Don't wait until the last minute
- Always follow the guidelines
- Answer what is asked
- Don't apply when you don't qualify
- Don't miss the deadline
- Proof your work
- It's a numbers game
- Never assume anything



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FINDING GRANTS

Specific Places to Find Grants

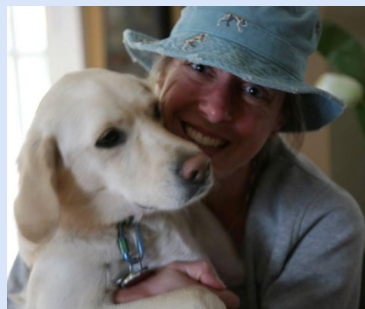
- American Association of University Women
- Asian Women Giving Circle
- Cartier Women's Initiative
- Coalition To Back Black Businesses
- Comcast RISE
- FedEx Small Business Grant
- First Nations
- GirlBoss
- Grants For Women (Database)
- Grants.gov
- GrantWatch
- Hello Alice
- IFundWomen
- National Association for the Self-Employed
- National Black Association, Inc.
- New Voices Foundation
- Reimagine Main Street
- SCORE (Service Corps of Retired Executives)
- Sephora Accelerate
- SoGal Foundation
- The Halstead Grant (Jewelry Business)
- US Dept of Commerce - Economic Development Administration
- US Dept of Commerce - Minority Business Development Agency
- US Dept of Veteran Affairs - Office of Small & Disadvantaged Business Utilization
- US Small Business Administration
- US Small Business Administration - Boots to Business Outreach Center (VBOC) Program
- US Small Business Administration - Veterans Business Outreach Center (VBOC) Program
- Warrior Rising
- WomensNet - Amber Grants

What Can I Offer?

- These wonderful webinars
- Consultations – ~~How much do I charge?~~



www.thejessicombsfoundation.com



www.jb-lf.org

THANKS!

Does anyone have any questions?

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