

Grant Writing and Proposal Writing and Research

Grants usually come from three (3) major sources:

Independent Foundations/Charitable Funds
Corporations, and
Government

Grant research is very important to identify potential funding and confirm that your request fits within the application guidelines.

Many applications start with a letter of intent that outlines what the grant would be used for. This gives the funder a chance to learn more about your organization before going through the full grant process.

Every application has specific guidelines that will tell you when grants are awarded, how to apply, and what types of organizations may apply. Pay particular attention to the guidelines and make sure your proposal fits within their criteria.

The grant application process should be handled by someone with excellent writing skills. Proposals involve answering specific questions and those questions must be answered thoroughly. Many applicants make the mistake of not fully answering questions. Answers should be detailed, yet short. Detailed answers are especially important when applying for funding for new programs that haven't been completely implemented prior to receiving the grant.

Grant writing consultants can be hired if a staff member, board member or volunteer is not suitable. Be sure to get references and also note the practices established by the *Association of Fundraising Professionals* to be sure to follow the ethics and standards for the profession.

The following is a list of resources:

The Foundation Center – (Candid) Offers the most comprehensive collection of grant writing resources to find grants.

The Grantsmanship Center – Grant proposal writing classes

Free Management Library - Fundraising and Grant Writing Resources

USA.gov - Government site for Non-Profits

Association of Fundraising Professionals