

Grants: What They Are, How to Understand Them, How to Win Them

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Introduction

- Brief and general overview of grants, funders, preparation
- Advantages and disadvantages of grant funding
- The single most important rule in grant writing and submission
- Learning about grant writing v. utilizing professionals

“Grants:” Awards of Many Names

- Define grant. What does it mean to you?
- Who “owns” the grant?
- What is their purpose?

Basic Types of Grants

- Definition
- Public
- Private (philanthropic)—"foundation" grants

Grant Impact

- In 2005-6, private philanthropy provided \$7.1 billion to institutions of higher education (before the bubble)
- In the same year, Federal support to higher education was \$25 billion.

The Most Important Rule

READ THE INSTRUCTIONS!!!!!!

Sources of Grant Support

- Public Side: Executive and legislative actions
- Private Side: Endowments

The Search for Grant Funding

- Drinking from a fire hydrant
- Are you eligible (503 (c) or similar status)
- www.foundationcenter.org
- www.grants.gov
- <https://philanthropyu.org/>
- <https://grants.maryland.gov/Pages/home-page.aspx>
- Maryland Governor's Grants Conference: Monday, October 21

Do Your Homework!!!

- There are numerous sources for identify public and private support
- **Read the announcements carefully**
 - Take advantage of free and low-cost resources

Elements of a Grant Proposal

- Read the announcement before submitting.
- Some funders request or require a letter of intent. Some welcome phone or email inquiries.
- Proposals include narrative and a budget.

Follow the Guidelines

- What is the deadline?
- What do you have to submit? How long is the proposal?
- What else do you have to share?
- What kind of help is available?
- **READ AND RE-READ. READ SOME MORE.**

Where Do You Learn This?

- Grant writing is its own skill set. Language is precise.
- There are numerous free and low-cost grant-writing courses available.
 - Gale Resources (courses) via Public Libraries
 - Minnesota Council on Foundations Resources at <https://mcf.org/writing-successful-grant-proposal>

Then What?

- Share your proposal—"grant writing"/grant-seeking is NOT a solo act. Feedback is crucial.
- Don't take feedback or declines personally—no grant proposal effort is ever wasted. Grant funding is NOT a guarantee.
- Talk to program officers at foundations and agencies
- Demonstrate why your request is fundable and fits YOUR mission and the FUNDER'S mission

What Do You Do Next?

- Don't worry about the fire hydrant! Take one sip at a time.
- **READ carefully** and take time to absorb information.
- **Know your mission and what you want to accomplish. What problem (change) are you addressing? What will it mean? How do you define success? What do you need to do it?**
