

The background features abstract, overlapping green geometric shapes in various shades, creating a modern and dynamic look. The shapes are primarily triangles and polygons, some with thin white outlines, set against a white background.

Grant Writing 101: Get The Money & Stay in Compliance CALED Conference San Diego

March 23, 2017

What is your project? How much money do you need? Funding Sources Available, Ability to Write Grants/The Application

- ▶ Determine What Your Need is-Infrastructure, Equipment, Program, Etc.
- ▶ What is Budget/Project-Certain funding sources are limited by population size
- ▶ Research What Type of Grant Foundation/Corporation/Government Funding Matches Your Project
- ▶ What Expertise do I have in Writing Grants/Number of Staff? Staff vs. Consultant, Budget Available
- ▶ What Is Important In The Application?

Need-What is Our Project?

- ▶ Determine Need (Infrastructure for ED Project, Equipment, Program)
- ▶ Is It Required Program-eg. Storm Water Resource Plan?
- ▶ How Much Money Will We Need?
- ▶ Will Additional Staff Be Included in Program?
- ▶ Will New Equipment Be Required?
- ▶ What Other Items Need to be Budgeted?
- ▶ Don't Find Funding Source & Try to Match to Program if it Doesn't Fit
- ▶ Make Sure Program Meets Grant Guidelines

Funding Sources

- ▶ Planning Grants-EDA, DWR, SWRCB, etc. can help determine feasibility, can garner support for full grant
- ▶ Infrastructure-Funding Sources-USDA (under 20k pop), EDA
- ▶ ED Program Funding Sources-USDA (revolving loan program, etc.), PG&E,
- ▶ Non Profit/Corporate Vs. Government Agency

Who Writes The Grant Application?

- ▶ Write Grant In-House-Grant Writing Training
- ▶ Contract With Company-Things To Look For (experience, number of clients, testimonials-those that worked, one that didn't)*

*Agency Still Required to Provide Data, Do Grant Reports, Grant Monitoring

What Is Important In Grant Applications?

- ▶ Compile Statistics That Help to Sell Your Need (median income, free/reduced lunches, Cal Enviro Screen)
- ▶ Preliminary design, Other Items That Show Project
- ▶ Financial Statements,
- ▶ DUNS Number, SAM, Employer ID number.
- ▶ Goals and Objectives, Program Description, Project Budget, Expertise (resumes that show ability to oversee grant)
- ▶ Necessary Letters of Commitment, Etc. (EDA Grants)
- ▶ Research Grant Requirements and Make Sure Your Program Meets Them

More Application Information

- ▶ Develop Relationship With Grant Funder So They Know Who You Are
- ▶ Do What You Say You Are-Or Lose Credibility!
- ▶ Letters of Support

Good Luck With Applications!!!

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