

GRANTS: DOs AND DON'Ts



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A federal grant is a monetary award from a federal agency to a recipient to carry out a public purpose.

Grants can go to the state and then an organization, or directly to the organization.

Federal grants are not federal assistance or loans to individuals for personal use.

What is a Grant?



What Does a Grant Director Do?



Helps people navigate the federal grant system

- Search for grant opportunities
- Assist in finding grant writing resources
- Assist in the grant proposal ideas
- Arrange a pre-submission discussion with
the granting agency
- Write a letter of support
- Help create partnerships
- We are the first to receive notice of awards



DOs AND DON'Ts OF GRANT WRITING



1. Do be prepared
2. Do provide supporting evidence
3. Do be thorough
4. Don't pick the wrong grant
5. Don't submit at the last minute



DO PREPARE



Have a file of information ready:

Your mission

Your programs: descriptions, potential growth, who you serve, what needs you fill, your proven track record

Your wish list: new programs, facility changes –
and the rationale for them

Your financial records

Cultivate potential partners



DO GIVE SUPPORTING EVIDENCE



The Numbers

- Statistics
- Demographics
- Service Numbers
- Costs

The Sources

- Indiana Youth Institute
- Annie E. Casey Foundation
- Government records
- Health Department
- Hospitals/Ers
- Census Data
- On line product searches
- Your records





DO
BE
THOROUGH



READ the grant guidance
Don't skip *anything*



DON'T PICK THE WRONG GRANT



If the grant description says
this

Don't give them this



READ the grant announcement



eligibility
description
award size
priorities
rules and regulations



DON'T SUBMIT LATE



YOU CANNOT BRING A NOTE FROM
YOUR MOTHER



Do Enjoy the Workshop!



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