



Grant Writing:
Tips & Tricks to
Winning Proposals



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Grant Writing Experience

- 1975/1976: Title I Grant for high school
- 1998/1999: FWIN Grant from FEMA
- Various grants for local schools from private sector and government
- Grants for a local non-profit from a foundation

Grants We've Reviewed

- 1998-99: County Emergency Response Team grant requests from counties
- 1998-99: Hazard Mitigation grant requests from counties to the state

Before You Write

- Make sure you have everything you need
- Anything you don't understand – ask
- Find other grants written for this grantmaker
- Organize your time

Writing

- Think you're a creative writer – forget it
- Skills it really takes
 - Organization
 - Ability to work with people
 - Strategic thinking
 - Detail-oriented
 - And if your organization has written them before – the ability to cut and paste

Course of Action (1)

- Letter of Intent/Inquiry
- Cover letter/checklist
- Executive Summary
- Narrative or Needs Assessment
- Goals & Objectives

Course of Action (2)

- Methodology
- Evaluation
- Budget
- Qualifications
- Conclusion
- Appendices

Logic Model

- Inputs
- Activities
- Outputs
- Short-term outcomes
- Long-term outcomes
- Indicators
- Measurement Approach
- Sampling Strategy
- Frequency of Data Collection

Some Tips

- Always follow the exact specifications
- Be creative in the grant – not in the writing
- Keep your goals realistic
- Collect sample grants
- Use the same terminology in the RFP
- Less is more

[Different Tips]

- You are always on
- Promote your organization
- Competition

[More Tips]

- Write correctly
- Refer to similar projects
- Have measurable outcomes
- Choose partners wisely
- Use websites
- If rejected, ask for comments – learn
- Have fun