



Introduction to Grants

Amy Shankland, GPC
City of Noblesville

How to Know What You're Doing,
Find Opportunities, or
Hire Someone to Do It for You!

Grants are too competitive these days

- Training is essential
- Grant Professionals Association



Indiana Youth Institute



- Annual conference every December in Indianapolis
- Annual trainings at locations around the state each spring

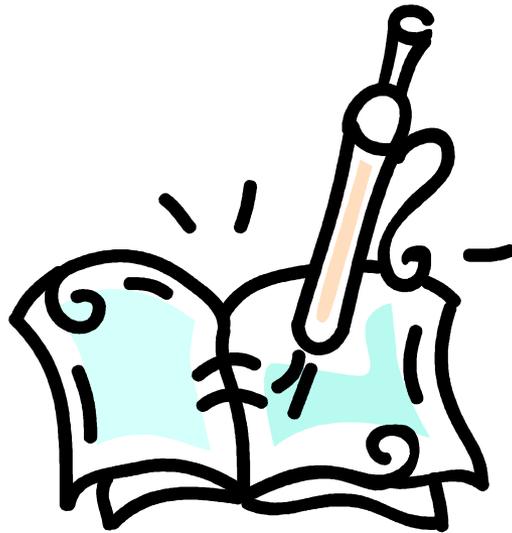
IUPUI Center on Philanthropy

- Two day grant course



United Way

- Grant Proposal Writing for Beginners



Indianapolis

Not for Profit News

published by Charitable Advisors

www.charitableadvisors.com

Grant Consultants

- Consultants do NOT work on contingency
- Every consultant has their own established rates and fees.
 - For some projects there are fixed rates (\$500-\$5,000 or more per application.)
 - Some may be based on the percentage of the amount of budget requested, or on the length of application, and for others there may be hourly rates.
 - Hourly rates can vary from less than \$40 an hour to \$125+ an hour, depending on the consultant/company and their expertise.

Tips for Working with a Consultant

- It is ultimately the responsibility of the applicant to execute the project, so the organization must be involved in the application preparation.



How to Find Grant Opportunities

- Grant Station
- eCivis
- grants.gov
- State of Indiana
- Local resources- ex. community foundations like Legacy Fund of Hamilton County
- Google



Top Five Grant Proposal Writing Tips

1. Read the grant guidelines slowly and carefully and highlight important details
 - Font, word limits, margins, what they like to fund and what they WON'T fund, match requirements, reporting requirements, deadlines



Top Five Grant Proposal Writing Tips

2. Have a grant application kick-off meeting and carefully plan project for application details
 - Grant professional
 - Program director
 - Financial representative (for correct financial reporting/accountability)



Top Five Grant Proposal Writing Tips

3. Write well!
 - Write succinctly,
 - Make it easy for reviewer to understand



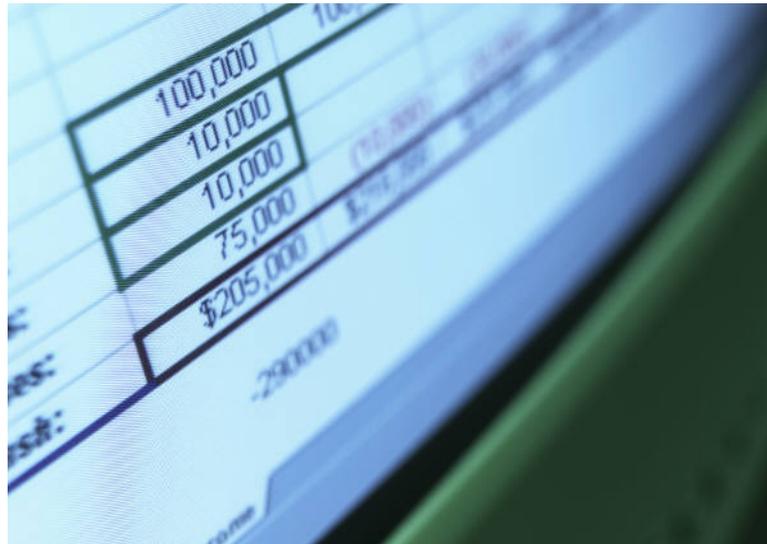
Top Five Grant Proposal Writing Tips

4. Have another person proofread the application
 - preferably someone outside of the project



Top Five Grant Proposal Writing Tips

5. Pay attention to your budget!
 - It tells the whole story, often the first thing a reviewer turns to



Questions?



Amy Shankland

City of Noblesville Grant Coordinator

317-776-6324 X 2005

ashankland@noblesville.in.us