

The image shows the cover of a spiral-bound notebook. The cover is a light beige or cream color with a subtle, repeating pattern of the word "edit" in a small, light brown font. The spiral binding is on the left side, with the metal wire visible through a series of holes. The text is centered on the cover in a dark brown, serif font.

GETTING GREAT GRANTS

Judith Snyder, MPS, LSW

JSM CONSULTING GROUP, LTD.

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What Do You Want to Do?

Define Your Project

- Be specific
- What is unique about it?

Assessing Your Capabilities

- Can your nonprofit carry out the proposed project?
- Why are you best suited to do this?

Partnerships

Strategic Alliances

- Collaboration
- Pilot projects
- Replication

Selecting you funder(s)

- Research, research, research
- Multiple funders - multiple proposals

Elements of a Comprehensive Proposal

 Purpose of Request - The ASK

 Statement of Need - Why

 Defining Your Organization - Who

Elements of a Comprehensive Proposal (continued)

📄 Stating Your Nonprofit's Qualifications

📄 Defining Your Project - What / Where

📄 Timeline - When

Elements of a Comprehensive Proposal (continued)

 Evaluation - How

 Dissemination / Replication - How

 The Role of the Funder

 The Budget

Formats

 Cover Letter

 Abstract

 Attachments

Attachments

- ☰ Proof of 501 (c) (3) Status
- ☰ Board of Trustee Listing
- ☰ Annual Budget / Balance Sheet to Date
- ☰ Last FY's Balance Sheet
- ☰ Proposed Budget for Next FY
- ☰ Latest Annual Report or 990
- ☰ Specific Brochures

Sticky Wickets

 Support Letters

 Board Contacts

 Visits


 Letters of Inquiry: How Much do you say?

The Aftermath

 Thank yous for Gift/Grant

 Declination Thank Yous

 Declination Visits

 Stewardship



 Thank you!

 Feel free to call or email with any questions.

Judith Snyder, MPS, LSW

JSM CONSULTING GROUP, LTD.

judith@neo.rr.com

330-484-9537 or 330-323-9432