Writing Grant Applications

Breakout session facilitated by

REDWOODS
WORK COLLABORATIVE

**We wish to acknowledge the Cammeraygal and Wallumedegal people
and pay my respects to Elders past and present.**

Contents

Key points

- Know your organisation's mission and value.
- Understand the grant recipient and their mission.
- Address the criteria in a way that will benefit the recipient (your contribution to their success).
- Demonstrate your value: include your team and unique proposition.
- Demonstrate how your idea will make a difference.
- Draft, read, re-write, re-read - ask for help.
- It is a 'numbers' game — do not take it personally and be ok if you are not successful:
- Look for the lesson (debrief and review)
- And know that what is for you will not pass you by!!
- Make the process work for you!

This document can be downloaded at: https://redwoodswc.com.au/LNSLC
For more information, contact Tania Krasinski on tania@redwoodswc.com.au or 0435 754 456

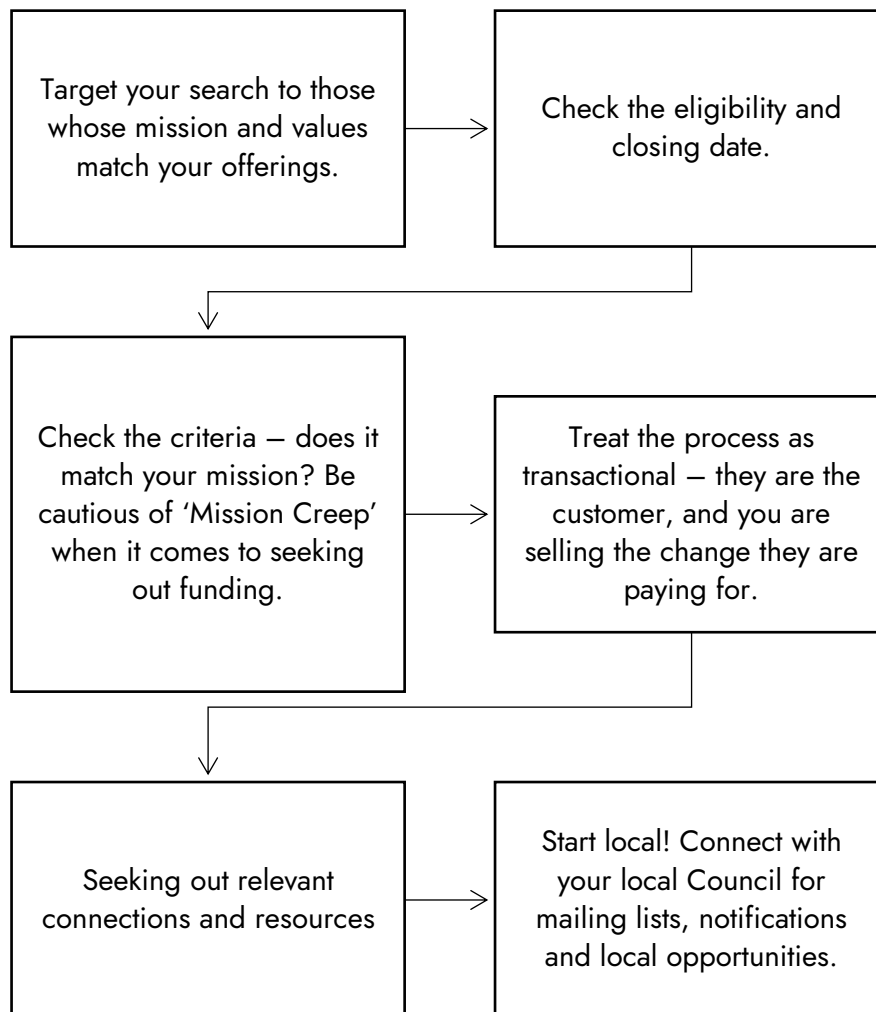## Step 1: Plotting out the data - Mission; Problem; Solution

What is your organisation's mission?	
What problem will you be solving with funding?	
How will your organisation address the problem?	
What resources do you currently have to contribute?	
Describe your beneficiaries and what is important to them.	
Consider YOUR value to others – what's in it for them?	

List 3 – 5 funding resources and support (incl in-kind, partnership and monetary).

Write down the name and organisation of potential collaborators.

Analyse your answers. Create goals and a plan to achieve these goals.

Step 2: A framework for working strategically

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┌─────────────────────────────┐         ┌─────────────────────────────┐
│  Target your search to those │         │                             │
│  whose mission and values    │ ──────▶ │  Check the eligibility and  │
│  match your offerings.       │         │  closing date.              │
└─────────────────────────────┘         └─────────────────────────────┘
              │                                        │
              ▼                                        │
┌─────────────────────────────┐         ┌─────────────────────────────┐
│  Check the criteria — does it │         │  Treat the process as       │
│  match your mission? Be       │         │  transactional — they are the│
│  cautious of 'Mission Creep'  │ ──────▶ │  customer, and you are      │
│  when it comes to seeking     │         │  selling the change they are│
│  out funding.                 │         │  paying for.                │
└─────────────────────────────┘         └─────────────────────────────┘
              │                                        │
              ▼                                        │
┌─────────────────────────────┐         ┌─────────────────────────────┐
│                             │         │  Start local! Connect with  │
│  Seeking out relevant        │ ──────▶ │  your local Council for     │
│  connections and resources   │         │  mailing lists, notifications│
│                             │         │  and local opportunities.   │
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NOTES:

Connections and Resources

Lane Cove Council grants — connect with Susan
Program: https://www.lanecove.nsw.gov.au/Community/Community-Services/Community-Grants-Program
Look up their Grants Policy and Council Plan
Mosman Council grants — connect with Maria
Program: https://mosman.nsw.gov.au/community/community-grants
Look up their Grants Policy and Council Plan
North Sydney Council grants — connect with Eric
Program: https://www.northsydney.nsw.gov.au/community-grants-1
Look up their Grants Policy and Council Plan

Council tips, check out:

Our Community

and

Community Connective

Members of Parliament Lane Cove to Mosman - Connect in with your local member and subscribe to their newsletters for grants and funding opportunities.

Kylea Tink MP Federal member for North Sydney

Felicity Wilson MP State member for North Shore

Anthony Roberts MP State member for Gladesville

Zali Steggall MP Federal member for Warringah

Funding resources

State-based grants:

Create NSW Arts, Screen and Culture cultural and community groups/artistic activities.

The community development website — Local Community Services Association.

The NSW Community Building Partnership program - community infrastructure projects.

The ClubGRANTS scheme is funded by gaming machine revenue from NSW clubs.

The Department of Education and Training's Community Grants Programs

The Multicultural NSW Grants Program

The NSW Environmental Trust — rehabilitation, regeneration, education, sustainability.

The Office of Sport provides sport and recreation grants

Commonwealth Government grants - Commonwealth Community Grants listings.

Charitable Foundations may be trusts, corporations and incorporated on non-incorporated associations. They raise funds for organisations and/or specific causes. Foundations can be large foundations or small groups of philanthropists with specific targets.

Some examples include:

Paul Ramsay Foundation: invest in and partner with organisations and communities across Australia that focus on enabling people and places to thrive.

Ian Potter Foundation: makes grants nationally to support charitable organisations working to benefit the community.

RAS Foundation: helps build strong and vibrant rural and regional communities by providing grants and scholarships for education and community development.

North Foundation: raises funds to help provide support for urgently needed equipment, patient care services, capital works and essential medical research across the North Sydney Local Health District.

To seek out specific charitable foundations, use keywords "charitable foundation" and your beneficiaries.

Grant writing best practice

University of Wisconsin	McKinsey
Article: Grant Writing Basics summary	Pitch deck elements
• Develop a specific, meaningful, actionable plan.	• Have your elevator pitch ready.
• Consider how your plan will achieve positive results.	• Create and hone your narrative.
• Locate a funder or source that funds projects like the one you have in mind.	• Show an objective – an undebatable change in the world.
• Research that organisation to ensure alignment.	• Explain the new opportunity (problem-solution)
• Review the proposal guidelines; and examine sample proposals.	• Demonstrate how you will change the world.
• Seek advice.	• Describe how you will turn your idea into reality.
• Follow instructions.	• Message is clear and compelling.
Community Grants Hub	**Sydney University**
Factsheets for Applicants key points	Perfect funding proposal article summary
• Financial information	• Gather knowledge.
• Strong evidence	• Decide your angle.
• Confirming your legal entity status	• Write for an intelligent, but not expert audience.
• Strategic planning	• Strike the right tone.
	• Build a strong case for feasibility.
	• Justify your budget.

Working with funders as collaborators: aligning criteria and value

Select a sample grant and complete the following

Grants criteria	Your Mission and objectives	Address the criteria

Draw lines to connect grant criteria and your objectives

List how you address the criteria in the third column and note how you will demonstrate success.

Have you changed your mission/objectives to suit the funding?

Consider what this funding might cost you.

Budget process

	1. Consider the costs to complete the project	2. Consider your contribution (both in-kind and monetary)	3. Consider other contributions available to you
People: wages, guest speakers / experts, contractors, gifts & acknowledgements.			
Place: venue or platform costs, refreshments, first aid, signage, contingencies.			
Promotion: marketing/data/reporting, promotional activities, paid advertising, inkind support.			
Logistics: event structure, contractors, transport, mail/couriers.			
Operational costs: insurances, traffic or transport plans, risk management.			
Calculate totals (currency & hours)			

4. Now consider your ask from funders and what they will get in return (hint see funding purpose and criteria)