

Great Grant Writing Ideas

1. present a unique idea
2. match SF goals and values to the funding org--don't shoehorn it if it is not a true fit
3. inspire them!
4. make the need urgent
5. show SF can be trusted

What makes your SF unique?

- serving the unserved
- unique collaborations
- unusual POV

What is the unique value SF brings?

F - Facts & Figures

I - importance of the issue - Why should I care?

R - results you envision as ultimate outcome of your work?

S - solution - give program details for grant - why did you choose that solution?

T - track record - testimonials, success

What does your work mean to those it serves? What's in it for the community?

Who will be reading this grant:

Program officers . They are:

- gatekeepers
- they have lots of background and care about the issue
- they are time pressed
- they want inspiration
- they want something NEW
- want to know SF is competent to implement the grant
- want to know what kind of community support SF has
- want to know what other orgs have given SF money

How does SF help the grant org solve this problem in the community?

YOU are offering the grant org an opportunity to partner with you for SUCCESS.

Make sure your plan is:

- realistic
- specific
- has measurable impact

Grantors are VERY INTERESTED in collaborations

Gather data on the grant org. Find out their values and positions, why they care about your issue and what they know/believe about SF's issue.

Check out: The Foundation Center. It has a database on funder research

What has grant org recently funded?

Refining SF message:

Role play a 4" conversation with the program officer about SF. Can you answer, "So what?" Do this with someone outside SF.

IN the grant:

--Use emotion AND facts.

-Don't use jargon your grant org doesn't use

--LOI = letter of intent - brief description 1 to 3 pages

--grant proposal = 5 to 10 pages

--keep grants short, concise and scannable

--14 word sentences

Book: writingtomakeadifference.com/grant