Grantwriting Basics

Thursday, July 30, 2020
Thank you for joining us. The webinar will begin shortly.
Webinar Management

All participants will be muted during the webinar.

- Use the “raise hand” feature here if you are experiencing any technical issues or when prompted by an organizer.

- Please use the question box to enter any questions to staff.
Our Mission

First Nations Development Institute invests in and creates innovative institutions and models that strengthen asset control and support economic development for American Indian people and their communities.
Our Core Programs

Achieving Native Financial Empowerment
Native financial & investor education, consumer protection & financial fraud education, combating predatory lending, and research.

Nourishing Native Foods & Health
Native food systems, food security, health and nutrition, and food sovereignty efforts.

Advancing Household & Community Asset-Building Strategies

Investing in Native Youth
Native Youth & Culture Fund, college scholarship/internship programs, and youth-oriented financial education, among other programs.

Strengthening Tribal & Community Institutions
Nonprofit & tribal capacity-building activities including the Urban Native Project, Native Arts Capacity Building Initiative, and coalition-building work, among other programs.
Our strategies are designed to support the entire ecosystem of transformative change in Native communities and build a network of grantee partners that ultimately leads to asset-building in Native communities.
**Our Approach**

First Nations has always been exclusively committed to Native control of tribal assets and to restore control and promote culturally-compatible stewardship of those assets.

**Asset-Building Defined**
A positive and collaborative approach, asset-building focuses on cultivating traditional knowledge and practices, and creating new ones to build Native capacities, capabilities and communities.

**Why Asset-Building Works**
Native nations are uniquely knowledgeable about their own communities. They know the strengths, challenges and needs of their communities better than outside agencies. It strengthens the effectiveness of Native nations to create solutions to their own challenges and allows them to best leverage their resources on their own terms. In brief, in the long term it works because it helps protect and enhance tribal sovereignty.
Mara Yborra, RD, LRD

- United Tribes Technical College
  - Food Systems Research
  - Nutrition counseling with students, staff and faculty
  - Nutrition education with youth at elementary school and daycares
  - Connecting gardening to nutrition education
  - Worksite Wellness Coordinator
- Consultant for First Nations Development Institute
  - COVID-19 Relief Funding Document
- Consultant for MPR Nutrition Advisory Committee and Spirit Lake FDPIR and FDPIR Food Package Review Group
- Bismarck Farmers Market Board Member
Marian Quinlan, CFRE is First Nations’ primary grantwriter. She is a professional consultant who offers grantwriting, program evaluation, and program research services to social change nonprofit organizations that serve diverse communities. Marian has authored and co-authored numerous reports. She is personally and professionally involved with green energy and natural resource protection issues.
Objectives:

• Grants.... What are they?
• Sources for finding new grants
• Steps in the grant development process
• Basic components of grants
• Tailoring a grant to a specific funder
Poll Question
Grants (contracts or agreements)

Are non-repayable funds disbursed or gifted by one party (government department, corporation, foundation or trust) to a recipient (nonprofit entity, educational institution, business or and individual) in response to a proposal.
What is a grant?

**Funding Agent**
- Granting agencies
- Federal or Foundation

**Funding Announcement**
- Request for Proposals (RFPs)
- Request for Applications (RFAs)
- Funding Opportunity Announcements (FOAs)
Are you Ready?

• Does this grant fit your mission and strategic plan?
• Be Proactive
  • The grant process should begin long before the funding opportunity/application is released
• Gather the Basics
  • Budgets, IRS Info, audits,
• Be Realistic
  • Do you have the staffing, infrastructure, sustainability?
• Look to the Horizon
  • Wait a year. Prepare yourself for next year’s opportunity if you’re not ready
# Types of Funding Sources

## Foundations
- Tend to be relational
- May be more subjective in evaluations
- Reporting tends to be less formal
- [Foundationcenter.org](https://foundationcenter.org)
- First Nations Development Institute, Ford Foundation, Robert Wood Johnson Foundation, W.K. Kellogg Foundation

## Federal and State
- Awards based on strict guidelines
- Objective evaluations
- Formal reporting
- [Grants.gov](https://grants.gov)
- USDA, CDC, NIH
Searching for Foundation Grants

1. Look at who is funding other nonprofits similar to yours
2. Look and learn about foundations you are interested in
3. Create relationships with your board members, advocates and stakeholders
4. Automate the process: Google Alerts, get on listervs, follow them on twitter or Facebook.
Poll Question
Is this grant a good fit?

• Goals and priorities
• Eligibility requirements
• Deadlines
• Amount of funding available
• Limitations on funding
• Cost sharing or matching
• Application procedure
Follow Directions

• Follow the directions listed in the RFP, some RFPs are very detailed

• Funders are looking for reasons to cut down the applications

• Take their guidelines seriously

• Answer their questions, not the questions you wish they asked

• Every foundation is different, tailor your approach
Elements of a Proposal

• Basic Components
  • Summary or Abstract
  • Introduction
  • Statement of Need or Problem
  • Objectives
  • Methods, Design
  • Evaluation
  • Future Funding
  • Budget
  • Management Plan/Key Personnel
  • Conclusion
  • Attachments
Break Down of Basic Components

• Summary or Abstract
  • Requested budget amount
  • Purpose of grant request
  • Brief description of grant activities
  • Connection to funder’s state priorities and/or mission and vision
Break Down of Basic Components

- Proposal Narrative
  - Introduction
  - Statement of Need or Problem
  - Goals/Objectives
  - Methods, Design
  - Evaluation
  - Future Funding

- Using the data to tell a compelling story

- Demonstrate knowledge of the issue

- Assist in measuring impact

- Validate eligibility for funding
Break Down of Basic Components

- Proposal Budget
  - Be clear and comprehensive
  - Follow budget guidelines
    - Minimum and maximum ask amounts
    - Allow and non-allowable costs
  - Justify your costs
Break Down of Basic Components

- Attachments
  - Project Budget
  - Project Timeline
  - Tax Status Documentation
  - List of Board of Directions with Tribal Affiliation
  - Personnel Biographical Sketch
  - Personnel Conflict of Interest

- Attachments
  - Letters of Support
  - Board Resolution
  - Tribal Resolution
  - Memorandum of Understanding (MOU)
Grant Reviewers

• People who are experts in the field
• People who have been awarded this grant in the past
A good grant proposal is....

• Prepared for people who are not familiar with either your organization or your program;

• Gives the reader all the information he or she needs about you and the proposed program activities;

• Accounts for funders priorities and needs, and is tailored to meet those needs.
Don’t Wait Until the Last Minute

• Revisit your proposal a couple days after writing it

• Gather an informal team of reviewers and editors

• Leave your ego at the door

• Give your subject matter experts or team members concrete internal deadlines far ahead of the real deadline

• Consider sending them Outlook Calendar items to remind them of deadlines
FNDI Application Example
Additional Grant Writing Resources

• [www.firstnations.org/grantmaking](http://www.firstnations.org/grantmaking)
  • Grant Applications 101
  • Grant Readiness
  • Webinars
    • Fundraising for Tribal Government Programs (2017)
    • Government Grantwriting from A to Z (2017)
    • Grantwriting for Success (2015)
    • Program Evaluation (2013)
    • Creating a Program Budget (2013)
  • No current opportunities at this time

• Grants.gov
Questions
This webinar will be recorded and can be accessed on our website under the First Nations Knowledge Center at https://www.firstnations.org/knowledge-center/webinars/

To receive future grant announcements and news from First Nations, be sure to sign up at www.firstnations.org by joining our mailing list at the bottom of any page.