



Ten Good Ideas About Grant Writing

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1. Google doesn't cut it.





Fee based subscription services.

Metasoft's Foundation Search (foundationsearch.ca)

- North America wide resource including more than 12,000 foundations
- Tools to locate grants by type, value, year, recipient, donor and historical giving trends and board directors

Imagine Canada's Grant Connect

- 3,000-3,500 foundation listings with a history of giving in Canada to more than one or two designated charities
- Includes a How To Manual on building foundation relationships



2. Have projects in the bullpen





Your bullpen helps you to be strategic:

- Pre-determine the outcomes are important to your org before you seek a funder (mission-oriented)
- Are you seeking systemic change, or arranging deck chairs? (Iceberg model)
- In the face of funder priorities/demands, stick to your game plan, but tailor your script



3. Opt for the slow yes.



The Business Model Canvas
 Key Partners: Channels, Partners, Suppliers, Suppliers, Suppliers
 Key Activities: Channels, Partners, Suppliers, Suppliers, Suppliers
 Value Propositions: Channels, Partners, Suppliers, Suppliers, Suppliers
 Key Resources: Channels, Partners, Suppliers, Suppliers, Suppliers
 Revenue Streams: Channels, Partners, Suppliers, Suppliers, Suppliers

Logic Model

Inputs → Outputs (Activities, Participation) → Outcomes (Short Term, Medium Term)

What we do	Who we reach	What the short term results are	What the medium term results are
Conduct workshops, meetings, services	Participants	Learning	Acti
Develop products, curriculum, resources	Clients	Awareness	Behavio
Train	Agencies	Knowledge	Practio
Provide consulting	Decision-makers	Abilities	Decision
Assess	Customers	Skills	making
Facilitate		Opinions	Polices
Partner		Aspirations	Social A
Work with media		Motivations	

Assumptions | External Factor

4. Interrogate your logic

5. Focus on the why

$$\frac{\text{benefits} \\ - \text{costs}}{\text{net value}}$$

6. Have a net benefit

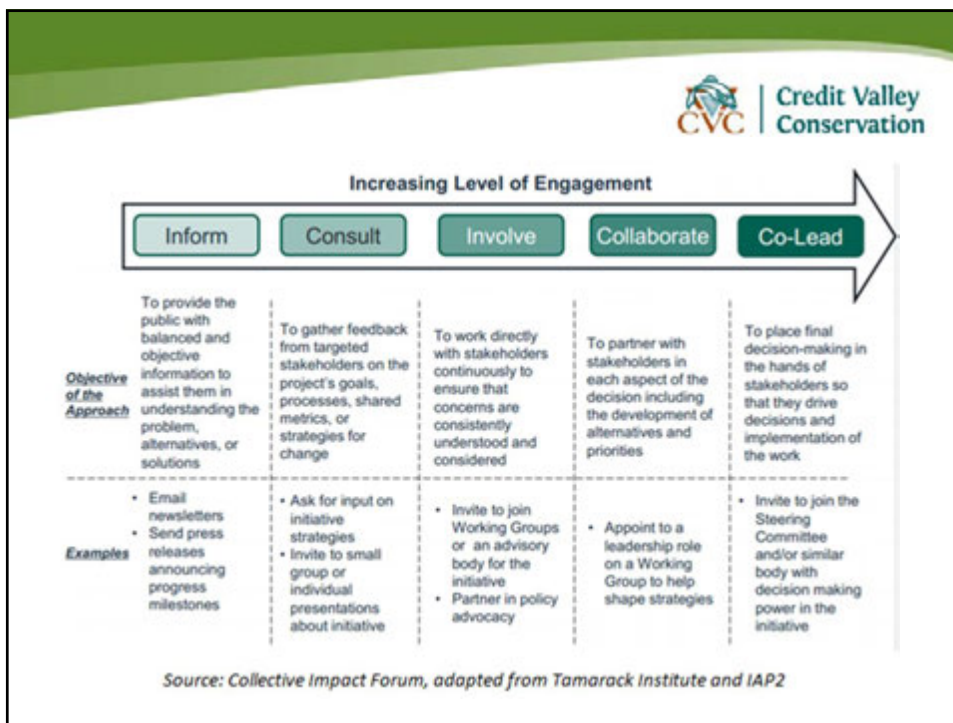


Including but not limited to:

- Social capital
- Intellectual capital
- Influence
- Process improvements
- Salable products or services
- Leverage

i thought
we were
just
friends?

7. Don't overstate your relationships





8. Deal with your competition head-on



9. Over report and highly engage



