GRANTED!

Allan Hancock College
Institutional Grants
Grant funding: who, what, where, why

- **Types of Funders**
  - Government agencies
  - Foundations: private, corporate, community
  - Professional associations

- **Categories of Support**
  - Operating funds
  - Special projects
  - Capacity building
  - Capital or equipment
  - Endowments

- **Where to find funding**
  - Grants.gov
  - The Foundation Center
  - Metasoft online DB
  - Federal & Foundation Assistance Monitor

- **Why fund projects?**
  - To further mission
  - To serve public interest
  - To enhance programs & services
  - To improve outcomes
  - To create change
Developing an Initiative

- Turning YOUR idea into a fundable project
  - From a *want list* to a concept proposal
  - Need documented in Program Review
  - Search for funder
  - How will project be sustained?

- Turning THEIR idea into a fundable project
  - Determine *fit* with AHC strategic priorities
  - Will it add needed resources or cost $$$?
  - Search for Project Director
  - How will project be sustained?
Positioning for Success

- Only pursue funding that aligns with organizational goals
- Involve stakeholders in planning and designing the project
- Envision project for broader impact
- Don’t work on the budget by yourself
- Prepare yourself for managing a funded project and working with funding agency
Pre-Proposal Process

In conjunction with Institutional Grants:
- Assess initiative’s fit for AHC
- Review agency guidelines
- Develop concept paper
- Identify cost items early in process
- Notice of Intent to Apply
Tips for Writing Competitive Proposals

- Understand funder’s priorities
- Design an innovative project, yet build on relevant knowledge base
- Create a logical flow from problem to activities to outcomes and evaluation
- Write performance-based objectives
- Make costs and activities reasonable and show evidence of sustainability
- Include a solid evaluation plan
Writing the Proposal

- Make the case: validate the need
- Describe program: response to need
- Implementation plan: the activities
- Management plan: who will do what
- Budget: activities reflected in dollars
- Evaluation plan: what will be different
- Dissemination plan: sharing results
Life as a Project Director

- Transitioning from content expert to grant manager
- Opportunity to develop new skills
- Liaison with project, college, funder
- Understand regulatory requirements
- Work with Grants, Business offices
- Seek partners/funds for project
Rewards

- Envision program 3-5 years from now
- Participate in bringing new opportunity to students
- Hire assistant to work in your program
- Oversee a budget that allows travel, new equipment, upgrading technology
- Produce outcomes others may replicate