

GRANT MASTER SERIES

OVERVIEW

Does grant writing fall on your plate? Do you want to advance your skills to the next level?

Over the course of four sessions, attendees will develop an in-depth understanding of how to create competitive grant proposals. This high impact series provides practical tools and theoretical information, plus the opportunity to put the theory into practice under the guidance of two highly experienced and highly respected grants consultants. Course objectives include:

- Identifying funders that match your program needs, and a process for prioritizing prospects and determining the appropriate ask amount
- How to create a Program Logic Model with Goals/Objectives/Outcomes
- Develop a tailored proposal ready to submit to a specific funder identified during first session homework, and one you can adapt for use with other well-matched funders.
- Create a Program Budget and a Budget Narrative
- One-on-one critique and feedback from professional proposal writers

PRE-REQUISITES

Must have attended Grants Boot Camp OR all 3 component workshops (*Ready, Set, Go! AND Nuts & Bolts; AND Finding Grant Funders*)

Demonstrate comparable knowledge of the proposal development process at an intermediate skill level or above. Applicable knowledge includes:

1. What are the three primary search parameters to identify prospective funders;
2. What are the components of a comprehensive proposal; and
3. How do you define Goals, Objectives, and Outcomes?

DATES

March 8 9:00 to 1:00 PM

March 15 9:00 to 1:00 PM

March 22 9:00 to 1:00 PM

April 5 10:00 to 1:00 PM One-on-one proposal critique appointments

LOCATION

Impact Foundry
4700 Roseville Rd
North Highlands, CA 95660

COST

Members: \$400

Nonmembers: \$500

SESSION 1 SHOW ME THE MONEY

1. MATCH.COM
 - Hands-on prospect research training
 - To Go or Not to Go – assessing the funding opportunity
2. THE GREATEST STORY EVER TOLD
 - Your “Boilerplate” and Proposal component outline
 - Applicant Capability Statement – Use the right words and don’t be dull!
 - Proposal Checklist and Formal Proposal Work Plan chart

SESSION 2 THE THEORY OF EVERYTHING

1. TRUE DETECTIVE
 - Needs Statement - Demographic Research
 - How to calculate Rates of Change, and how to cite your sources
2. ELEMENTARY
 - Review Logic Model creation process and Program Implementation Timeline
3. THE RIGHT STUFF
 - Thinking through how to develop a comprehensive Program Design/ Proposal Narrative now that we know what the need is and who you need to serve.
 - Methodology - EBPs - Justification for your choice(s)
 - WHAT WILL CHANGE? Discuss Goals/Objectives/Outcomes/Evaluation in narrative form – refer to your Logic Model

SESSION 3 THE TURNING POINT

1. FIELD OF DREAMS
 - Hands-on group development of Goals/Objectives/Outcomes
 - Data collection, analysis, and storage
2. FIVE EASY PIECES
 - Linking activities/services to Goals/Objectives/Outcomes
 - Cultural Competence
 - Collaborative partnerships and Memoranda of Understanding
3. THE COLOR OF MONEY
 - Connecting the Proposal to the Budget
 - Budget Narratives/Justifications
4. DOCTOR WHO?
 - Staff qualifications, Job Descriptions, Structure, Organization Chart
5. THE BIG SHORT
 - Executive Summary and Letters of Intent
6. FROM HERE TO ETERNITY

- Sustainability Plan – Comprehensive Fundraising/Fund Development Plan
- The Social Network: Stewardship

SESSION 4 COMING HOME

All participants will need to reserve the morning of April 5th for individual, in-person critiques. If individual participants are unable to attend on this date, presenters will set up a 30-minute telephone conference.

Participants must attend all of the first three sessions, complete assignments, and submit a full proposal with budget and budget narrative to receive one-on-one critique and feedback. **Proposals will not be accepted after April 5.**