

Tennessee Charitable Care Network's Organizational Conference

Grant Writing Workshop

November 29, 2017

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Accomplishments

- What did your organization accomplish in 2016?

Organizational Assessment Unique Features

1. What makes Impact Interfaith Center the best at what we do?
2. What does Positive Dental Care offer those in need they can get nowhere else?
3. Why should a funding source give Community Health Care a grant over another organization in our field?
4. What does the Rural Access Health Clinic offer funding sources they can get nowhere else?

TCCN 10/60 Rule of Grant Writing

1. Organization Name
2. Years in Operation
3. Mission/Purpose
4. Geographic Area
5. Services Provided
4. Clients/Patients Served
5. Outcomes
6. Client/Patient Needs
7. Revenue Sources
8. Staff
9. Board Members
10. Volunteers

Ohio Common Grant Application

- 1) Executive Summary or Abstract
- 2) Organizational Background
- 3) Statement of Need or Community Benefit
- 4) Program/Project Description & Methodology
- 5) Evaluation and Results
- 6) Program/Project Funding Plans
- 7) Required Financial Attachments
- 8) Other Required Attachments

#2-8 taken from the Ohio Common Grant Application

Grant Proposal Components

○ **Executive Summary or Abstract**

- Brief description of overall grant proposal.
- Always written last.
- Provides a snapshot of your grant proposal.

○ **Organizational Background**

- Brief summary of organization and its mission.
- Brief description of current programs/projects and activities.
- Evidence of organization's overall effectiveness.
- Description of population and geographic region served.

Grant Proposal Components

○ **Statement of Need or Community Benefit**

- What is the problem, challenge or need that is unaddressed or unmet? Or what is the community benefit that this program or project will impact?
- What is the research, statistic(s) or evidence that shows this need or benefit exists?

○ **Program/Project Description & Methodology**

- Description of program/project including (a) summary description of overall program/project to be funded; (b) brief description of goals and objectives; (c) implementation timeline (work plan); and (d) evidence of use of best practices.
- How and with whom with the organization collaborate?
- Why is your organization positioned to address this need or benefit?
- How is your program/project different from existing programs/projects at other organizations?

Grant Proposal Components

○ Evaluation and Results

- Provide specific short-term, intermediate and/or long-term outcomes of this program/project and the timeframe within which they will occur.
- How will outcomes be measured and who will measure them?
- How will the results be used and disseminated?
- How will clients be actively involved in evaluation?
- If ongoing, summarize past quantitative and qualitative outcomes.

○ Program/Project Funding Plans

- List other funders to whom this current proposal has been and will be submitted.
- Other anticipated funding such as earned revenue, In-kind support; special events, and fundraisers, etc.
- If ongoing, describe plans and specific sources of future/long-term funding.

Some HRSA Tips for Successful Grant Writing

- AKA Proposal Fundamentals:
 - 1. Keep the audience in mind.
 - 2. Start preparing the application early.
 - 3. Follow the instructions/application guidance carefully.
 - 4. Be brief, concise, and clear.
 - 5. Be organized and logical.
 - 6. Be careful in the use of appendices.
 - 7. Carefully proofread the application.