K-STATE
Research and Extension

Grant Writing

Let's Get to Work!

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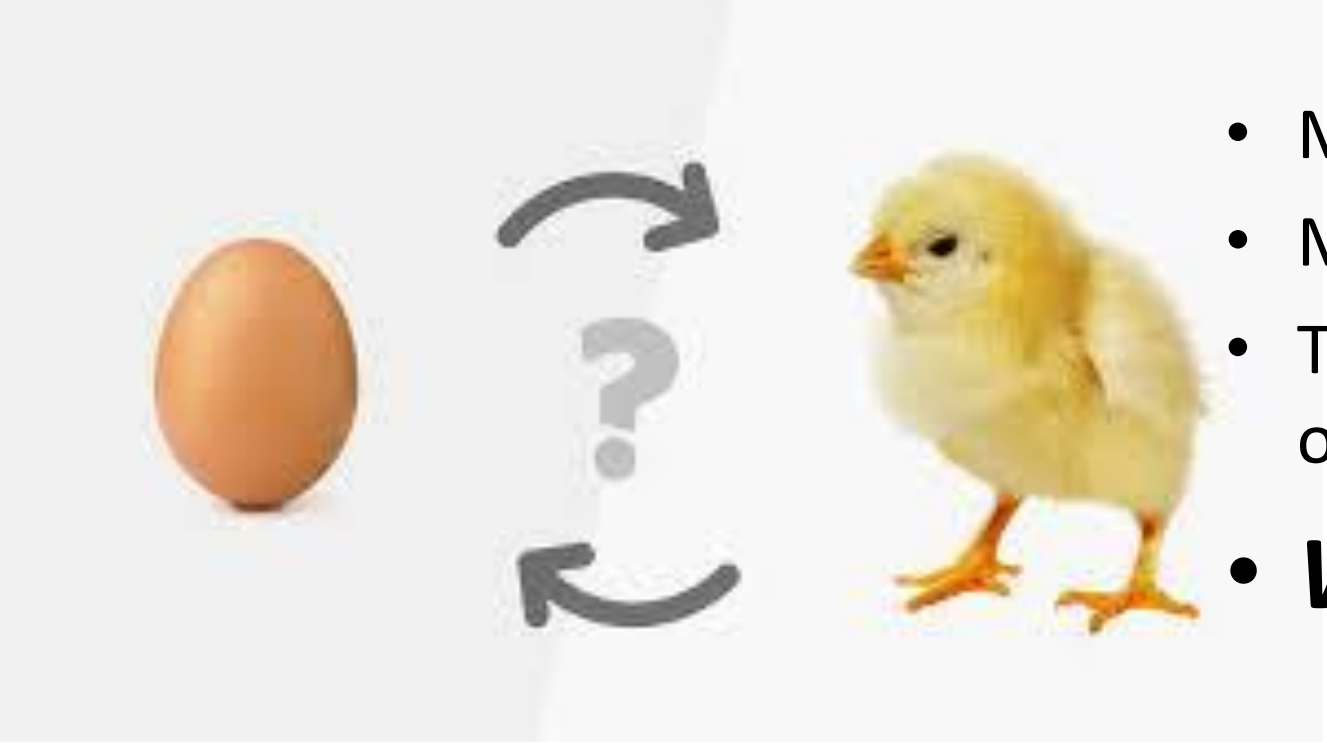
Which comes first?



- My community has X project.
- My community has Y idea.
- There's a grant for Z, is this an opportunity for my community?
- ***Where do we start?***

My Story

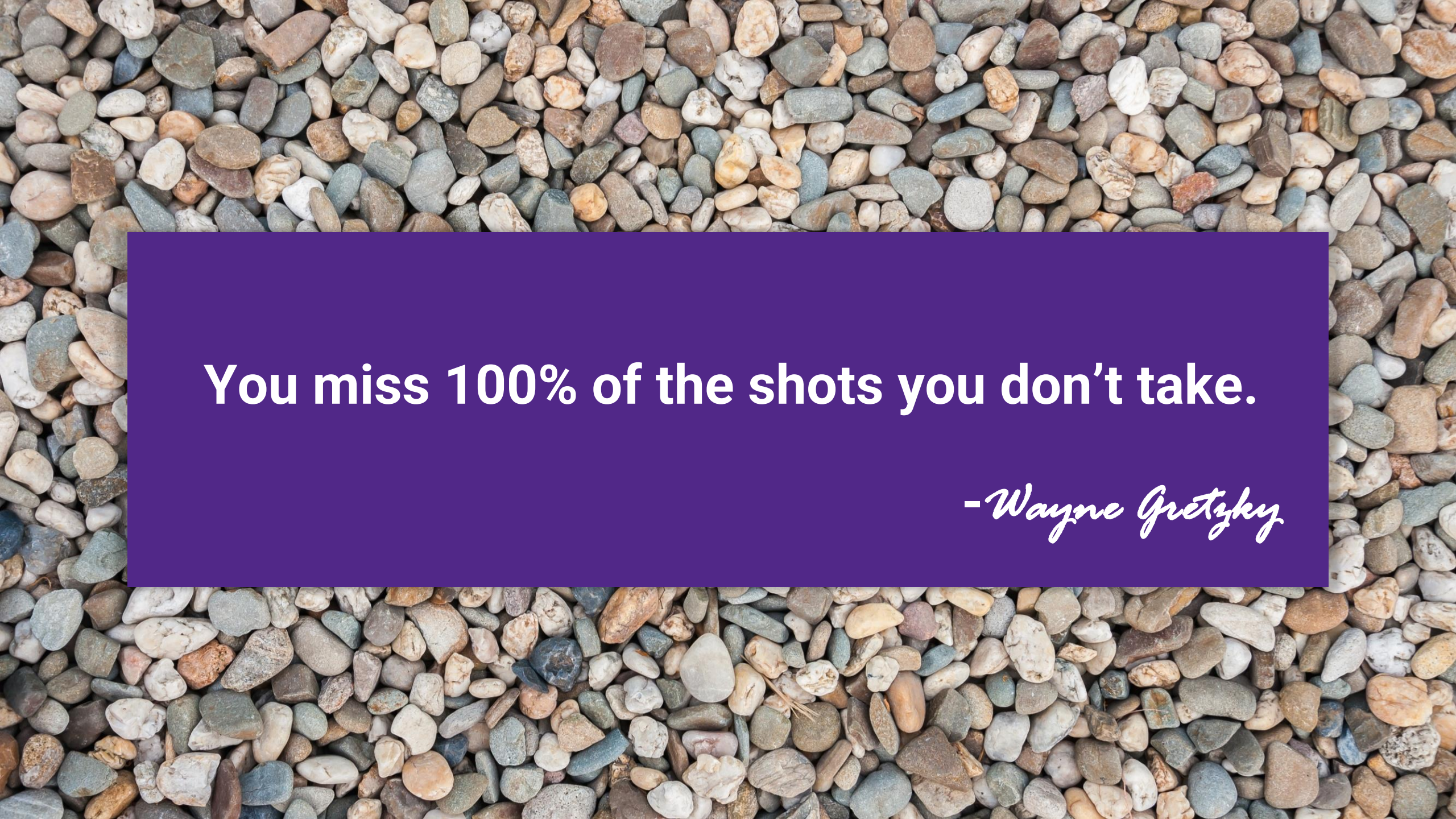
- **Director of Success By 6 for United Way of Greater Topeka**
  - A collaboration of community agencies and individuals
  - United Way finance staff provided grant administration
  - 120 agencies and organizations with 6 Action Teams
  - Mission: To create a community where every child had the keys to success by the age of 6.
- **Executive Director, Big Brothers Big Sisters of Topeka**
  - Non-profit entity with 10 staff
  - My role: Director, HR, Fund Raiser and bookkeeper.

My Story

- Success By 6 began in 1993.
- Pooled resources/common vision:
  - To create a community where every child has the keys to a successful life by age 6.
- Grants made us flourish.

"The best time to make friends is before you need them."

Ethel Barrymore, Actor

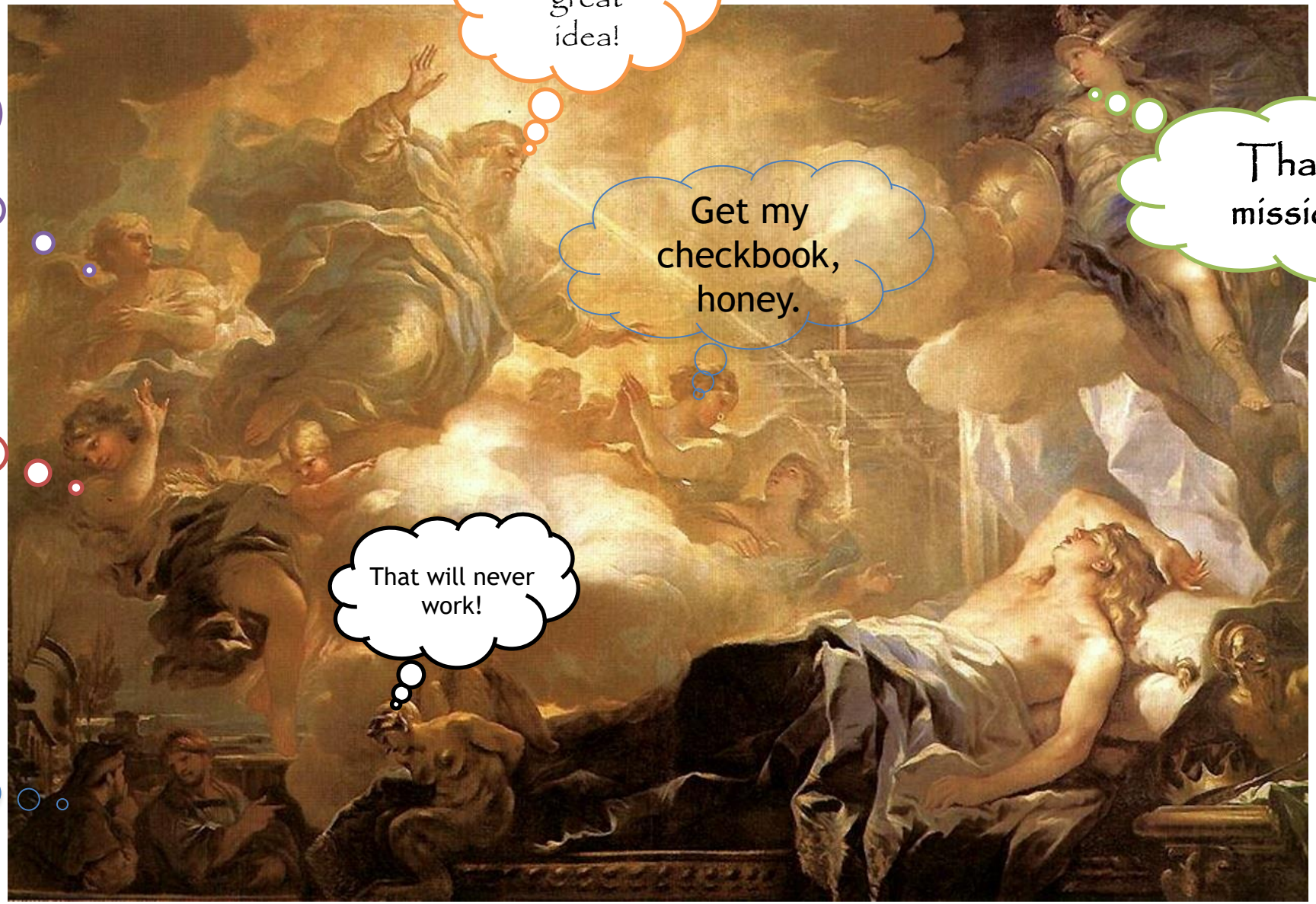

You miss 100% of the shots you don’t take.
-Wayne Gretzky

There's So Many People Pulling for You!

- Office of Rural Prosperity
- Department of Commerce
- KDHE
- Kansas Housing Resources Corporation
- Bipartisan Infrastructure Law (BIL)
- Kansas Build (matching money for BIL!)
- K-State Research & Extension

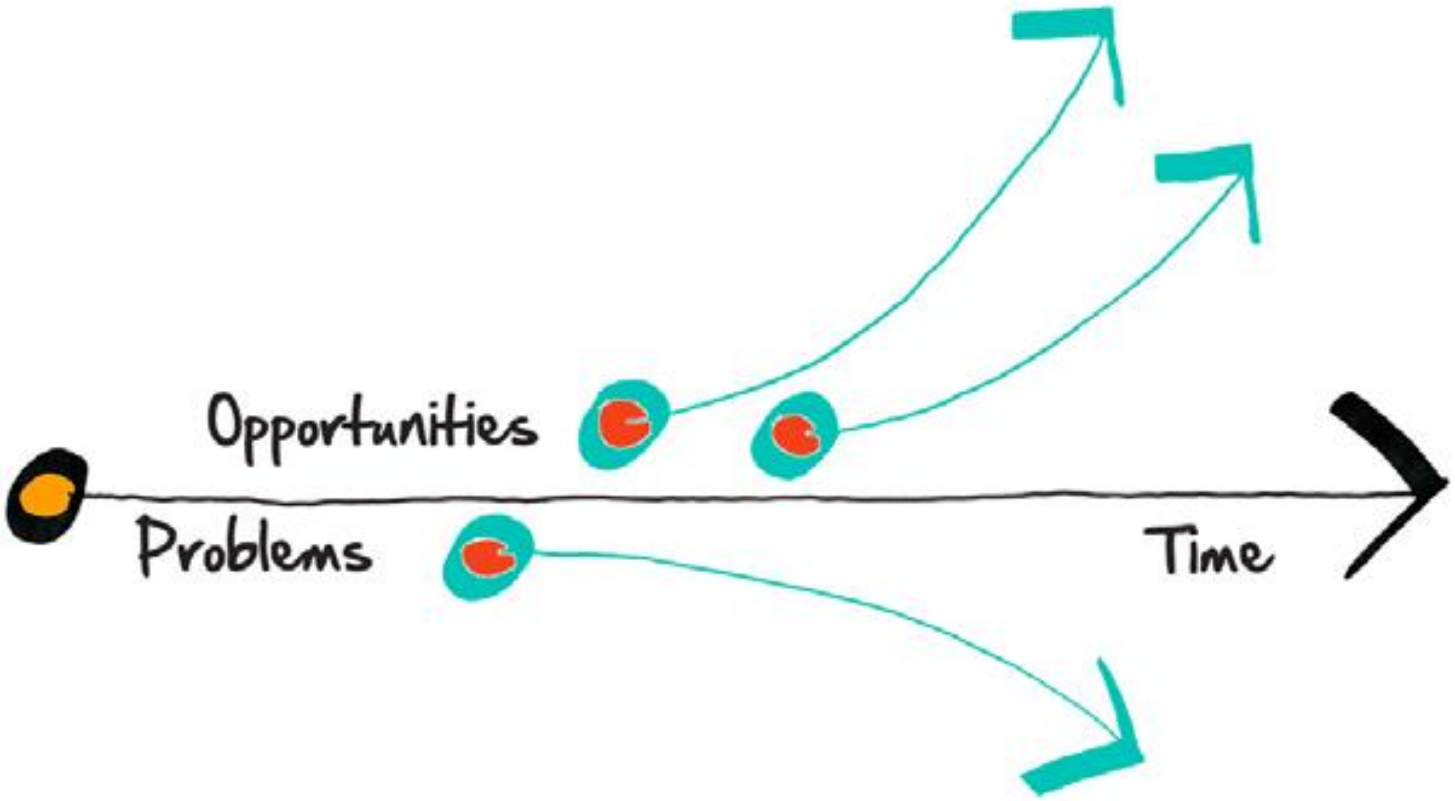
Find Your Funder

Gather Your Partners



Asset Based Community Development

People move in the direction of their conversations



Don’t Chase Money, Chase Outcomes

- **Just Start**
  - **The hardest part isn’t grant writing; the hardest part is a plan.**

✓ What is the problem or opportunity here?

✓ What change is possible?

✓ What will we do?

✓ How will we measure success?

“Sometimes when you chase your dreams, you catch them.”

Steve Radley II

What Grants are NOT:

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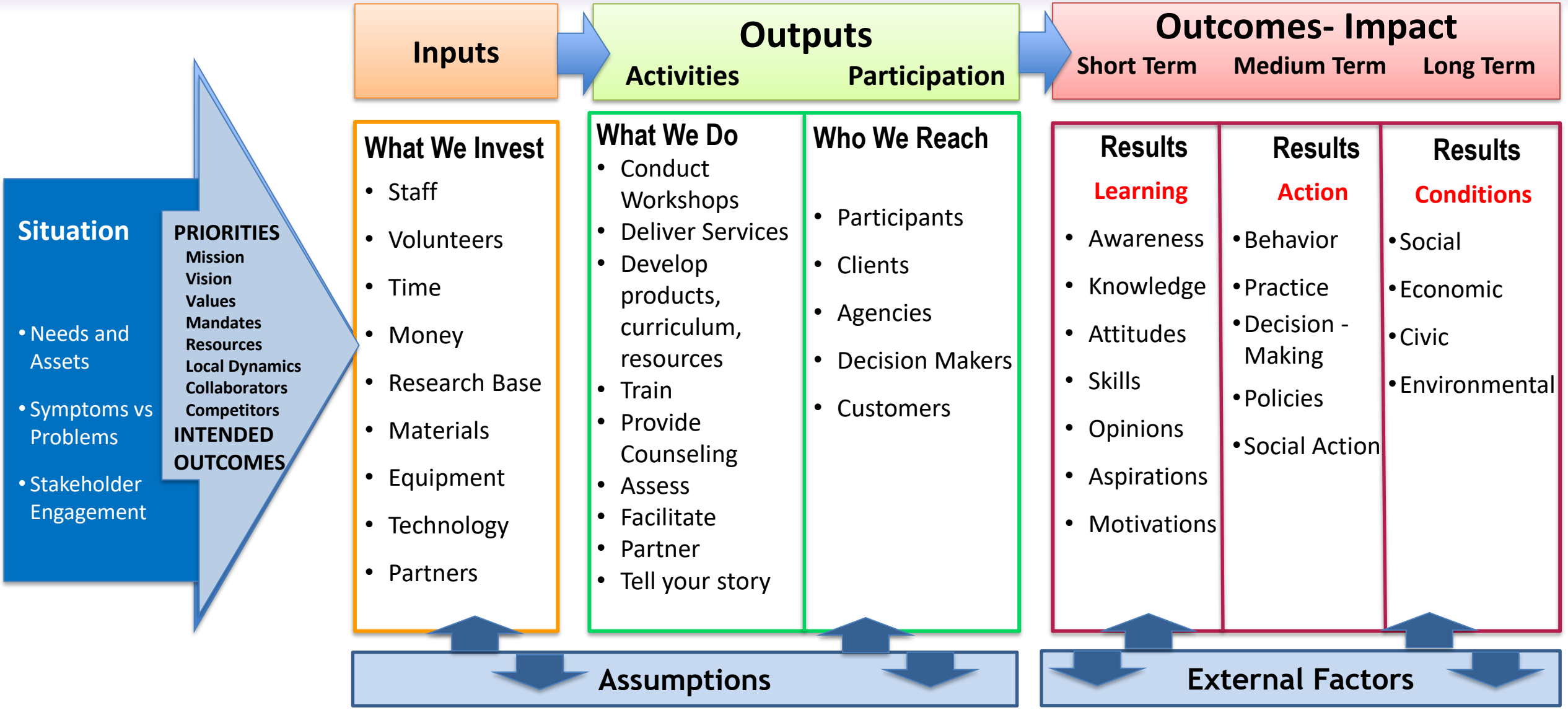
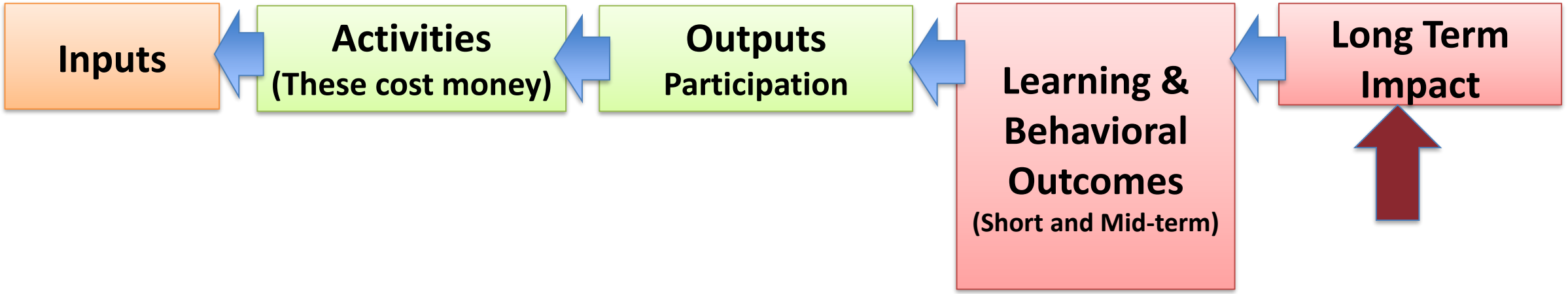
The Logic Model



Program Action -- Logic Model

…But you design from right to left



Get Focused

Sometimes you start with your project

- **"Our park needs new equipment."**

Sometimes you start with a vision

- **"To create a community where every child has the keys to success by age 6."**

Solutions

We need new park equipment.

Big Enough to Matter
Small Enough to Do

To create a community where every child has the keys to a successful life.

Federal Grants?

- **SAM –** System for Award Management (Do first) https://sam.gov/content/home
- **UEI –** Unique Entity Identifier – required to apply
- **Start Early –** Can take 2-3 weeks
- **Mandatory**
- **Grants.gov – Where all Federal grants are posted, searchable**
  - Create login and profile
  - Will also need a government login account

Budget

The quality of thought you give to budget preparation produces a better program and increases your chances of being funded.

If the funding capacity is bigger than your idea, add a bigger region or more partners!

What's in it for them?

An Investment:

in achieving the funder's goals.

A Formal Partnership

for the purpose of producing change.

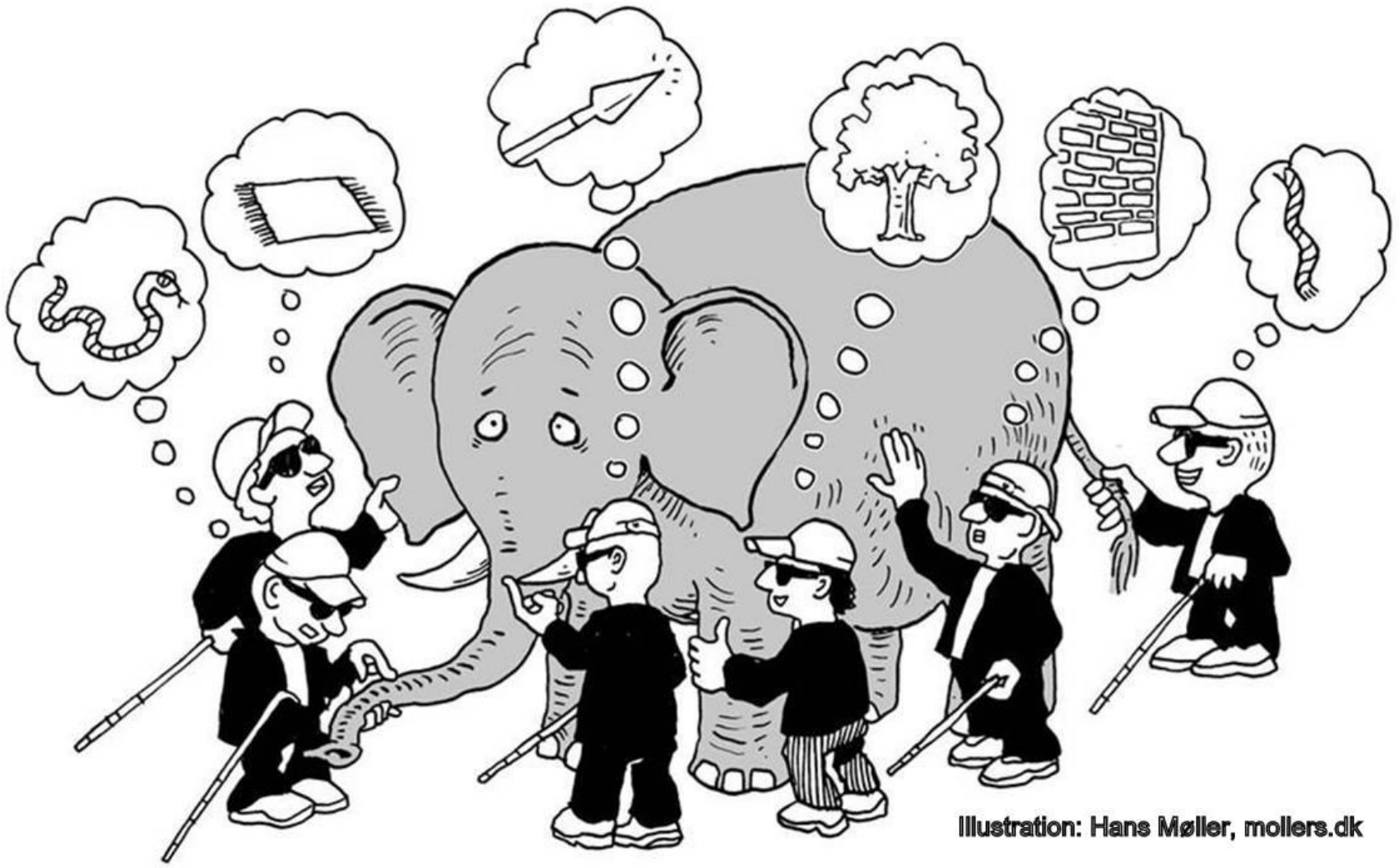
Stronger Together

Why do you need data?

1. To document the scope of the problem.
2. To tell “Why is this important?”
3. To describe your service area.
4. To develop new strategies.
5. Other?

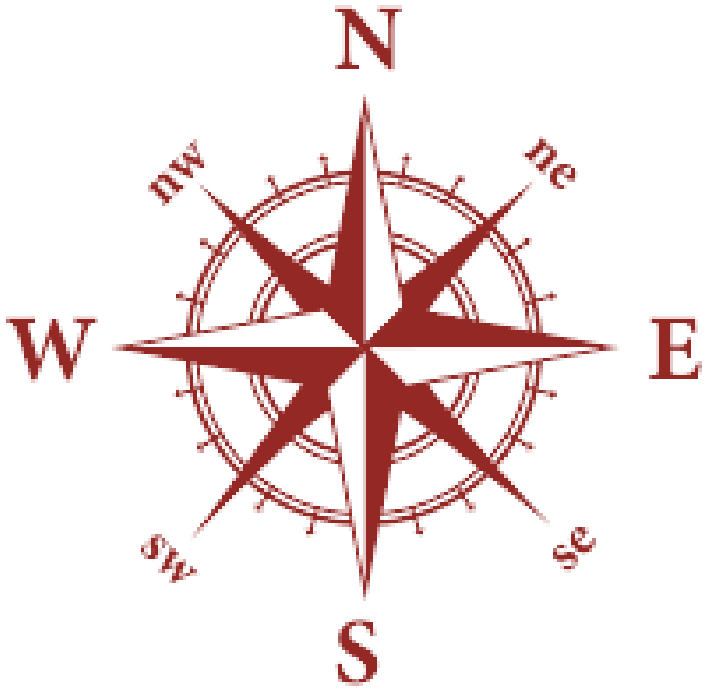
It's hard to remember "what do I need to describe that I'm not telling them?

If you are shy to show your writing to others, the only ones who review it will be the people who decide if you get money.



Guiding Principles

- Focus on the **beneficiaries**- not on the applicant organization.
- Provide **evidence** that the problem exists in the service area.
- Involve those affected in designing it.



Outcomes

Outcomes: are the expected benefits a program will produce during the grant funding period.

The connection between the problem and the expected outcomes must be direct.

Types of Outcomes

- **Behavioral**
  - Human action that is anticipated
- **Performance**
  - A specific proficiency level is expected
- **Process**
  - The way something occurs is an end in itself
- **Product**
  - A tangible item results

http://foundationcenter.org/getstarted/tutorials/shortcourse/index.html

Outcomes

PROBLEM *leads to* →	**OUTCOME**
Children have poor reading skills	Reading skills improve
A high percentage of those who return to the community from prison go back to prison	Decrease in Recidivism

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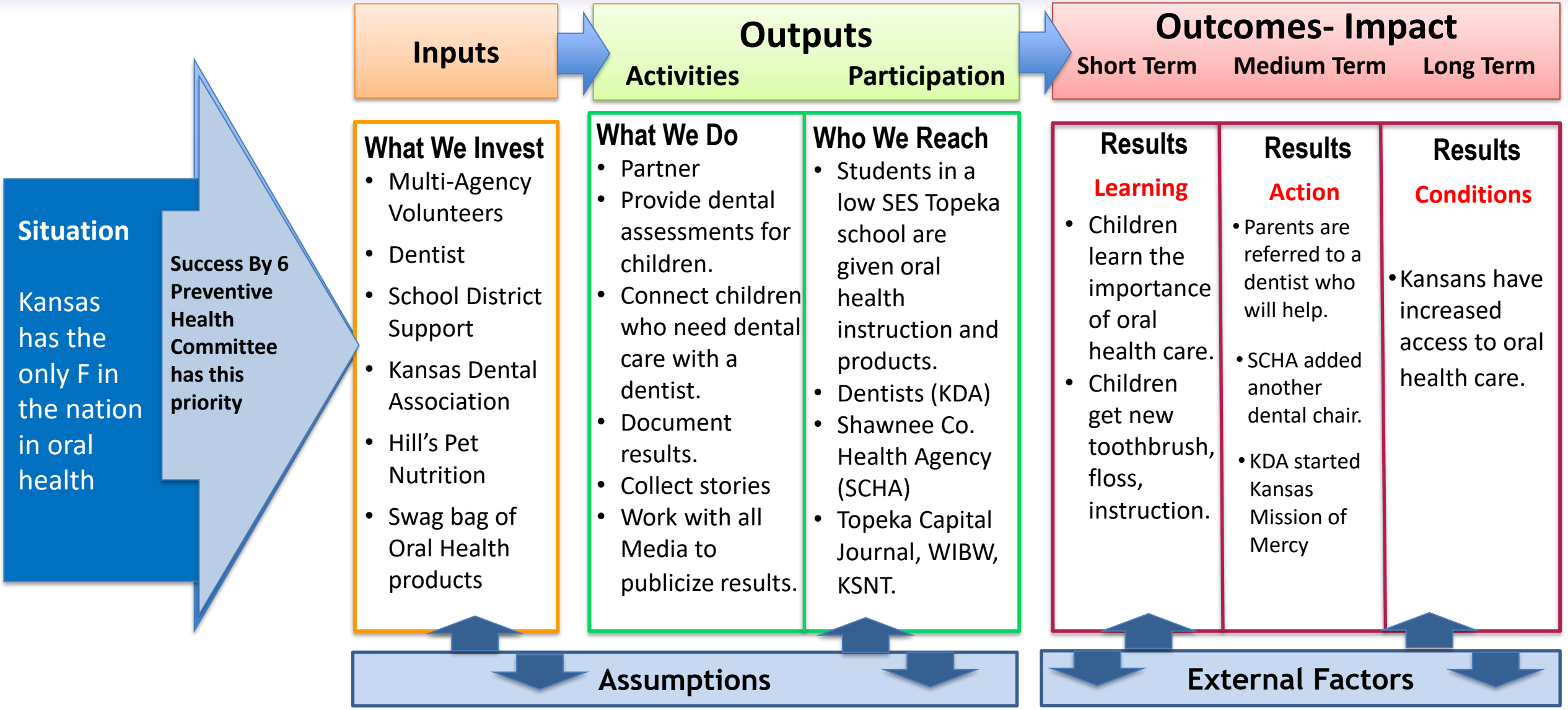
Oral Health Logic Model



Designing the Evaluation

A good evaluation is

- An essential part of planning a program and may begin before the program is launched.
- Right-sized: appropriate for the scope of the program
- Systematic
- Integrated with Program Activities

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Oral Health Logic Model

Situation

Kansas has the only F in the nation in oral health

Success By 6 Preventive Health Committee has this priority

Inputs

What We Invest

- # Volunteers
- #Dentist
- School District Support
- Kansas Dental Association
- #Swag bag of Oral Health products

Outputs

Activities

What We Do

- # Partners
- # Dental assessments for children.
- % of children who need dental care with a dentist.
- Collect stories
- Work with all Media to publicize results.

Participation

Who We Reach

- # students in a low SES Topeka school are given oral health instruction and products.
- # Dentists
- #, % of children who needed referral for dentists
- # Stories from media outlets.

Outcomes- Impact

Short Term

Results

Learning

- # Children learn the importance of oral health care.
- # Children get new toothbrush, floss, instruction.
- "I don't have to share?!"

Medium Term

Results

Action

- % Parents are referred to a dentist who will help.
- # of Dentists who gave pro bono care.
- $$ of dental care provided.
- % of parents who follow through.

Long Term

Results

Conditions

- Kansans have increased access to oral health care.

Assumptions

External Factors

Activities

Major tasks the program will complete.

- Activities cost money and form the basis for the budget.
- If it's in the narrative, it should be in the budget.

Activities may be based on

Spectrum of Evidence-Based

Sound idea with rationale	Promising or best practice with some evaluation evidence	• Evidence-based • Solid evaluation data shows it is effective.	• Science/Research based model • Solid evaluation using control groups • Replicable results

Developing Smart Outcomes

Are they SMART?

Specific

Measurable

Achievable

Relevant

Time-limited

Parsons Area Community Fdn

GENERAL INFORMATION FOR PARSONS AREA COMMUNITY FOUNDATION GRANTS

2024 Grant Applications may now be submitted with deadline of midnight January 31, 2024.

The Community Foundation is a unique charitable organization established to benefit the residents of Parsons and the surrounding area… within a 25-mile radius of Parsons.

Program areas: Arts and culture, education, health, parks and recreation, social services, or civic improvements and affairs.

Elements we are looking for:
1. A program or project positively impacting local citizens and/or the community
2. Programs that develop competencies, skills, and healthy habits enabling individuals to live fuller, more productive and healthy lives
3. A proposal that addresses a significant need affecting a broad segment of our population or special population
4. Promotes the cooperation of two or more agencies to avoid duplication of services
5. Organizations demonstrating the capacity to provide the necessary services with good administrative and financial management
6. Evidence of support from volunteers and in-kind resources to sustain the program

In the past, approximately 25 grants have been awarded each year, ranging from $500 to $50,000. However, the typical grant amount is in the $1000 to $5000 range. Grant proposals showing either internal fundraising efforts or collaboration with other organizations are generally viewed more favorably than those proposals asking PACF for the entire amount of funding necessary to complete their project.

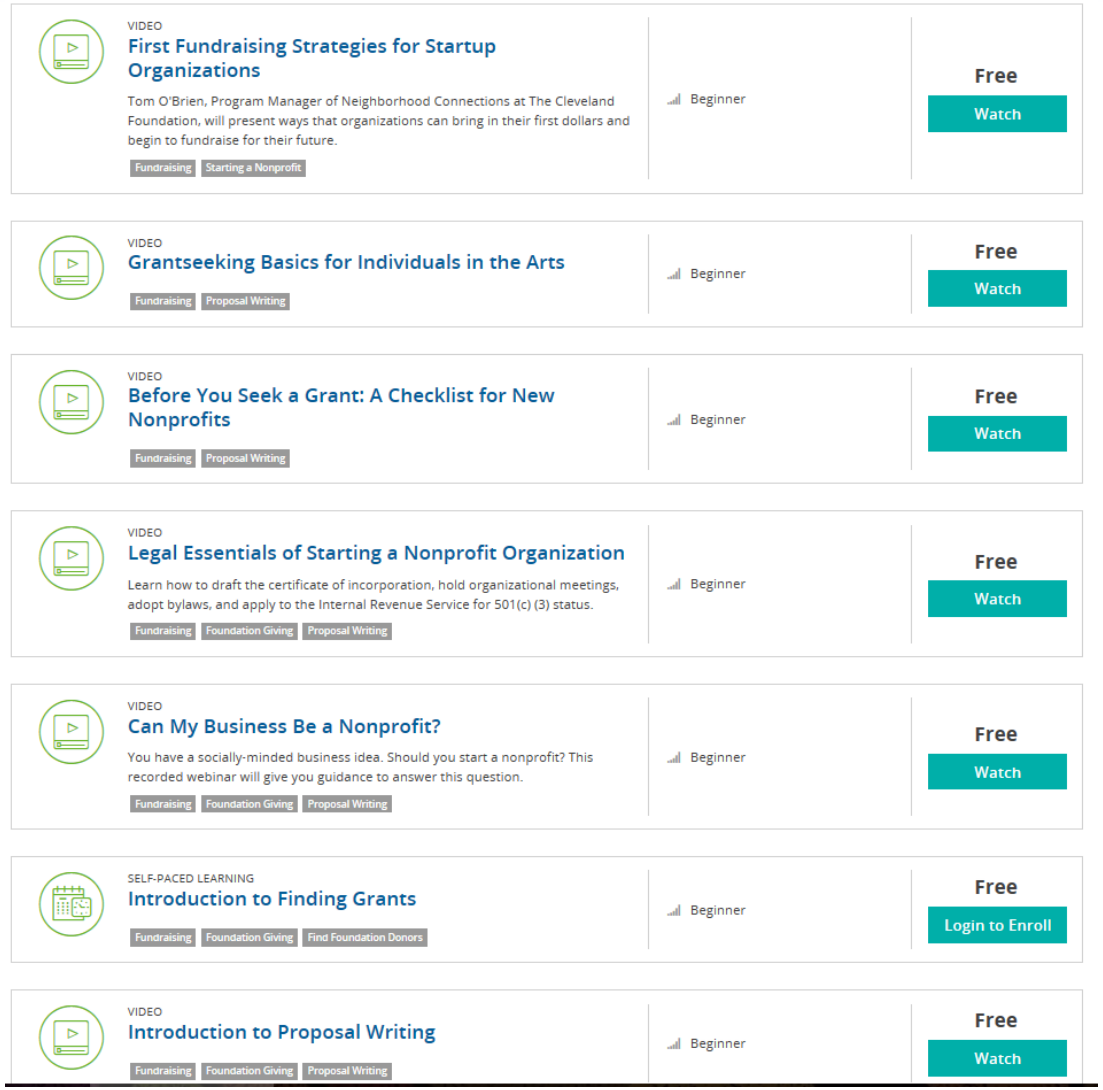
Grant Sources

- **The Foundation Directory Online (aka "Candid")**
  - Johnson County Library
  - Lawrence Public Library,
  - Kansas City, MO Public Library,
  - McPherson Community Foundation,
  - Phillipsburg Community Foundation,
  - Salina Public Library
  - Topeka and Shawnee County Public Library
  - Wichita Public Library

Self-Paced Learning

The Foundation Directory

- A source for finding grants and training



Grant Sources

- **PIVOT**- a K-State search site for faculty and agents.
- *Contact KSRECV@KSU.EDU and we'll search for you.*

"It doesn't take a PhD grant writer with perfect sentence structure and format. It just take one person with temerity and tenacity."

-Dorothy Bryan
Auburn City Council President and "Grey-Haired Widowed Sister"

Finding Grants

We're here to help!

Additional Grant Writing Resources

This training was based upon:

- **Program Logic Models- University of Wisconsin Extension**

  http://fyi.uwex.edu/programdevelopment/logic-models/

- **The Grantsmanship Center**

  Kiritz, N. J., Floersch, B., & Kiritz, C. E. (2014).
  Grantsmanship: Program planning & proposal writing. Los Angeles: Grantsmanship Center.

Nothing in this world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent.

- *Calvin Coolidge, American President*