

# Grant Writing

*Let's Get to Work!*



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- **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.

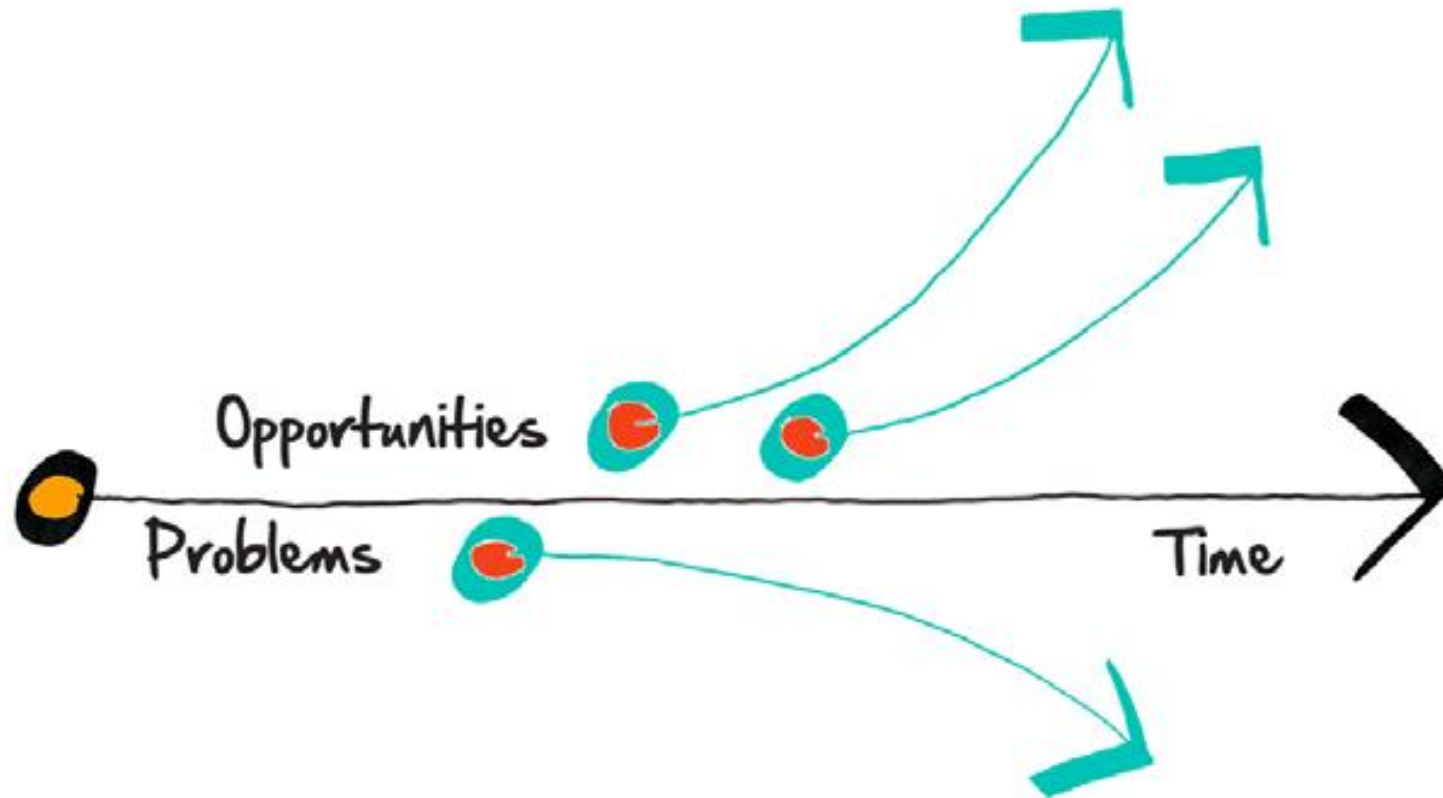
- Success By 6 began in 1993.
- Pooled resources/common vision:
  - To create a community where every child has the keys to a successful life by age 6.
- Grants made us flourish.

*“The best time to make friends is before you need them.”*

Ethel Barrymore, Actor

# Asset Based Community Development

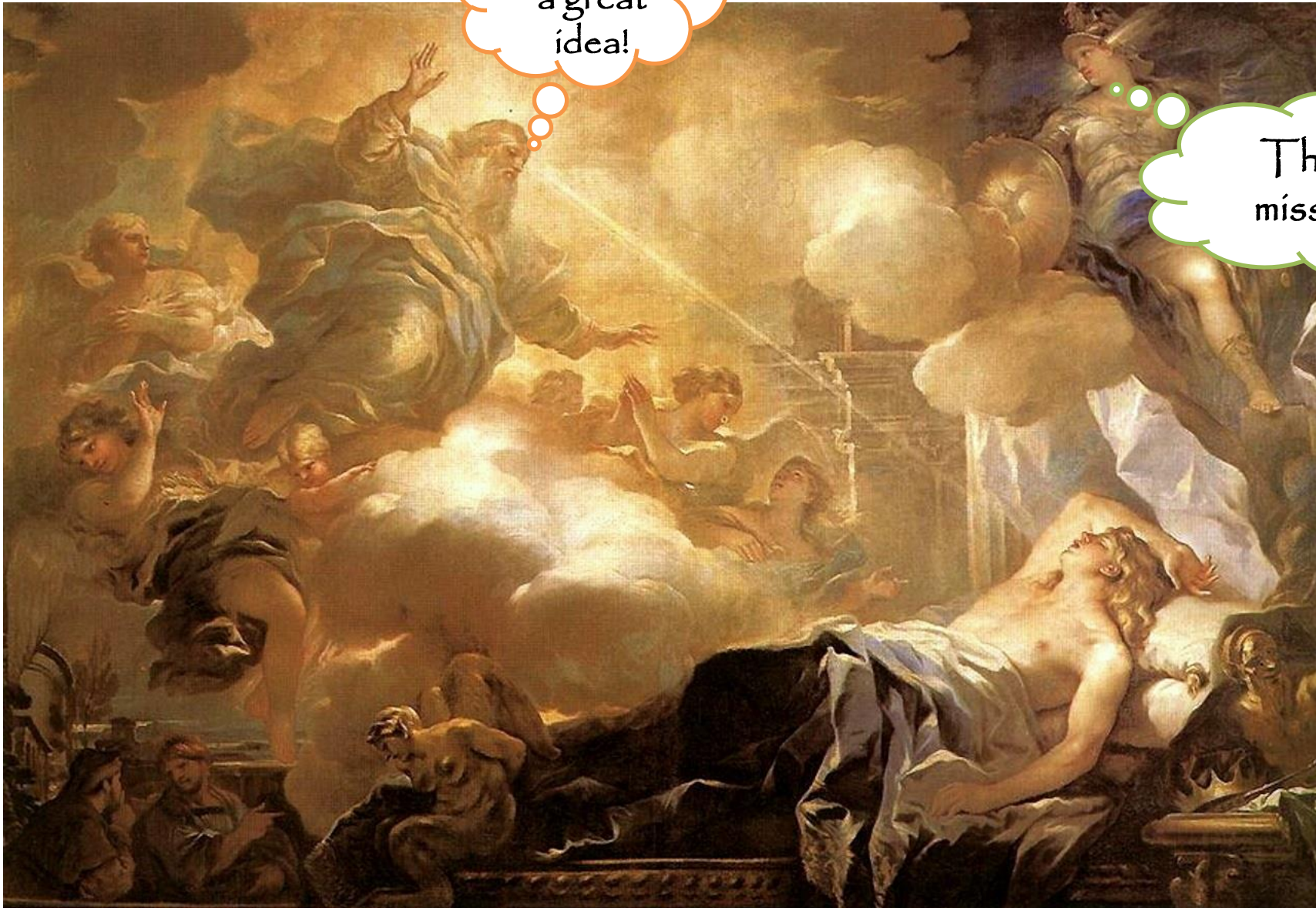
People move in the direction of their conversations





Here's  
a great  
idea!

That's our  
mission too!





I have talent,  
ask me!

I have time to  
help

I have an  
idea too!

Here's a  
great  
idea!

Get my  
checkbook,  
honey.

That's our  
mission too!

That will never  
work!





- Office of Rural Prosperity
- Department of Commerce
- Kansas Dept of Health & Env
- Kansas Housing Resources Corporation (KHRC)
- Bipartisan Infrastructure Law (BIL)
- Kansas Build ([kshub.gov](https://kshub.gov))
- K-State Research & Extension
- KU CPPR





You miss 100% of the shots you don't take.

*-Wayne Gretzky*



# 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*

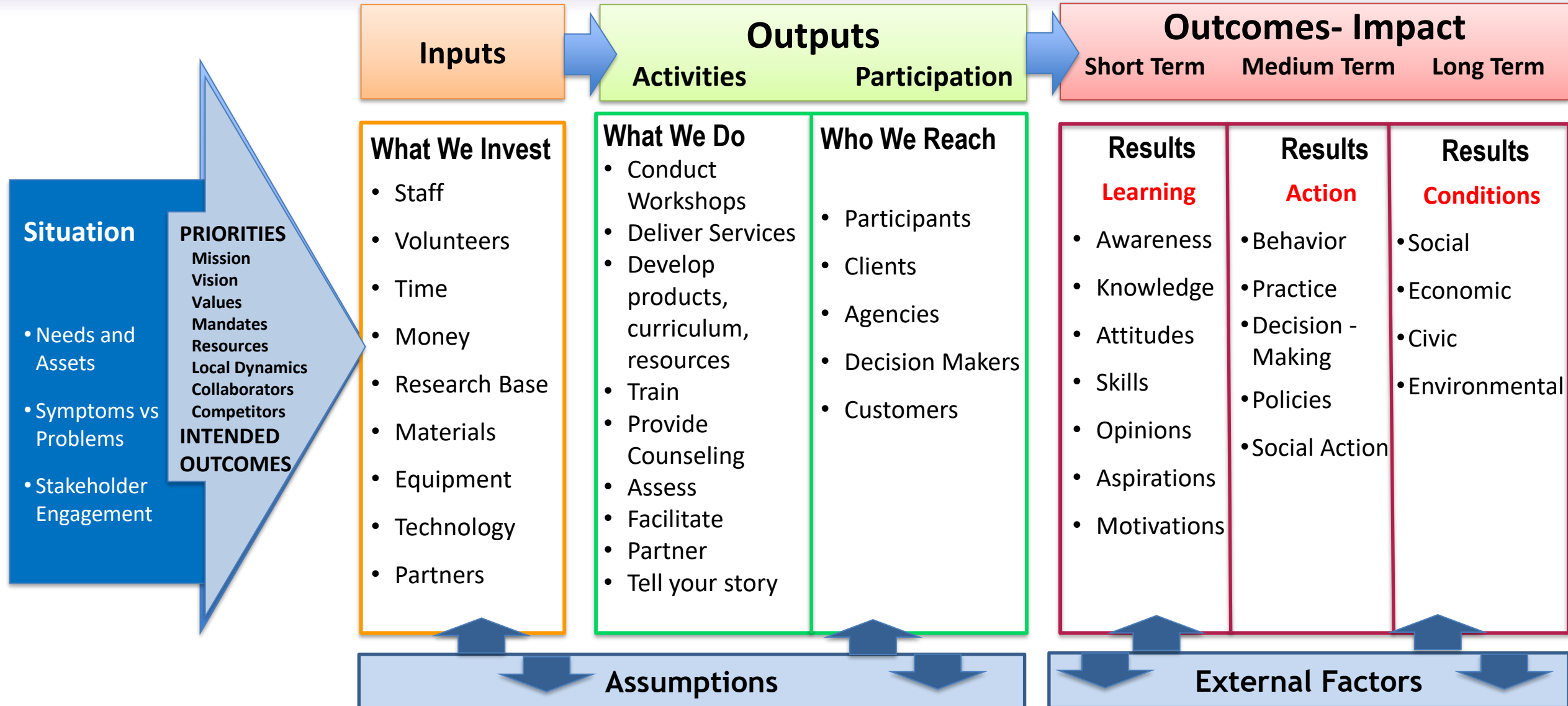






**An Investment:**  
in achieving the funder's goals.

**A Formal Partnership**  
for the purpose of producing  
change. “You’re *in* the club!”

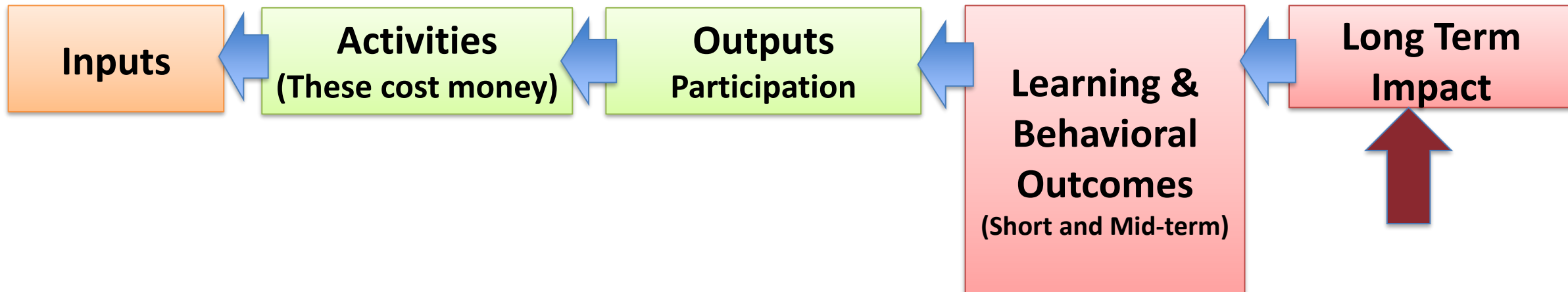




# Program Action -- Logic Model



...But you design from right to left





**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.”







We need new park equipment.

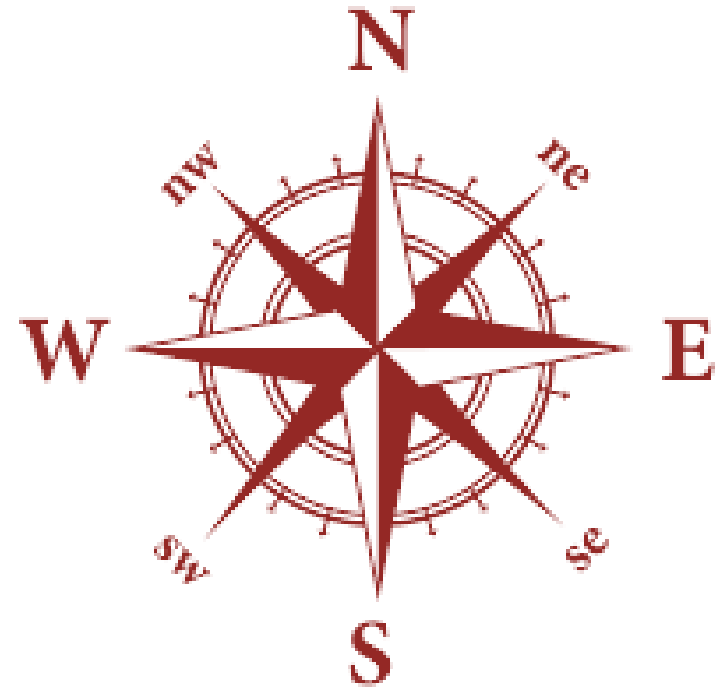


**Big Enough to Matter**  
**Small Enough to Do**

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



- Focus on the **beneficiaries**- not on the applicant organization.
- Provide **evidence** that the problem exists in the service area.
- Work with **others**
- Involve those affected in designing it.
  - Partners & Beneficiaries





## 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?



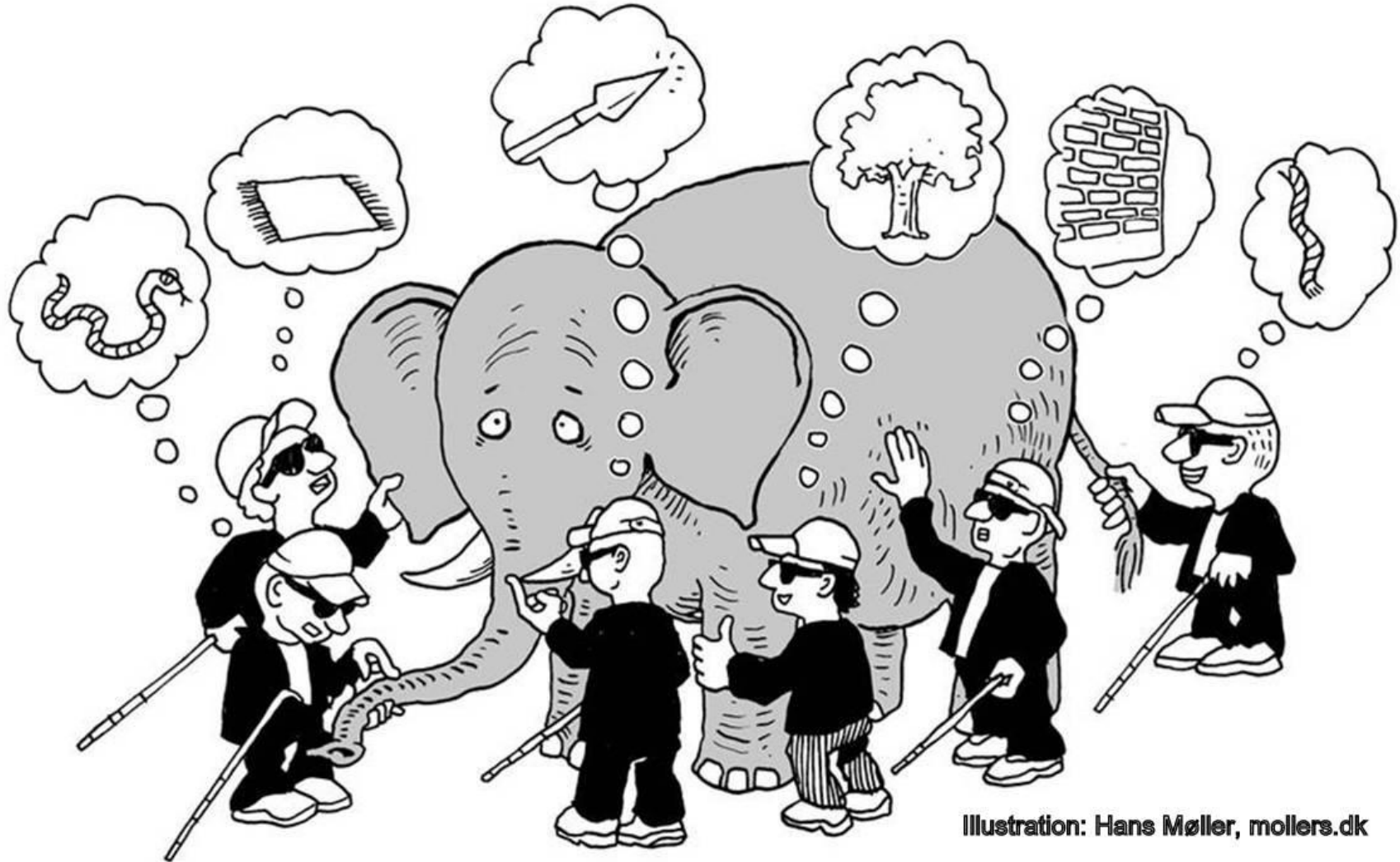
The quality of thought you give to budget preparation produces a better program and increases your chances of being funded.

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



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.






**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.



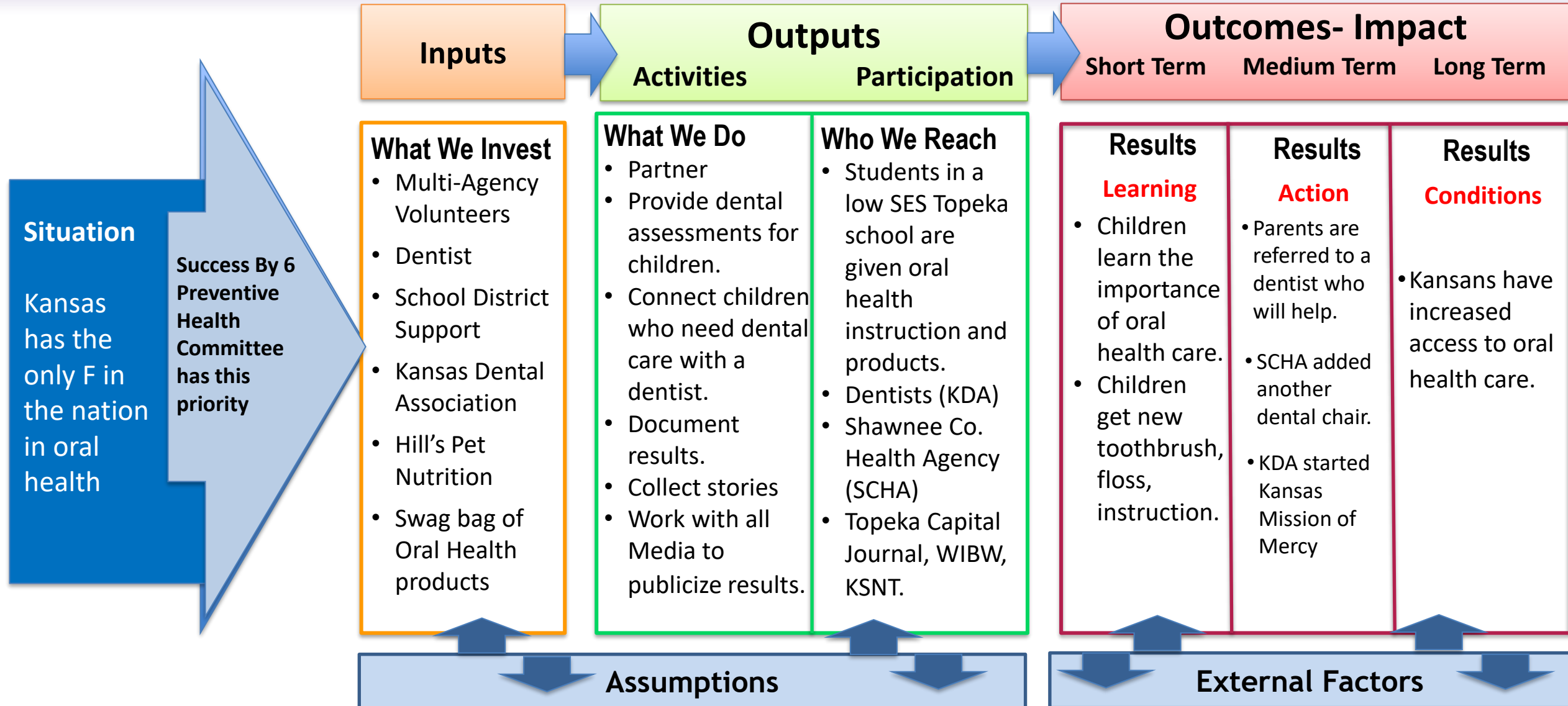
- **Behavioral**
  - Human action that is anticipated
- **Performance**
  - A specific proficiency level is expected
- **Process**
  - The way something occurs is an end in itself
- **Product**
  - A tangible item results



<b>PROBLEM</b> <i>leads to</i> 	<b>OUTCOME</b>
Children have poor reading skills	Reading skills improve
Navy ships will rust and disintegrate	Ships made of better materials last longer and perform better.



# Oral Health Logic Model



A good evaluation is

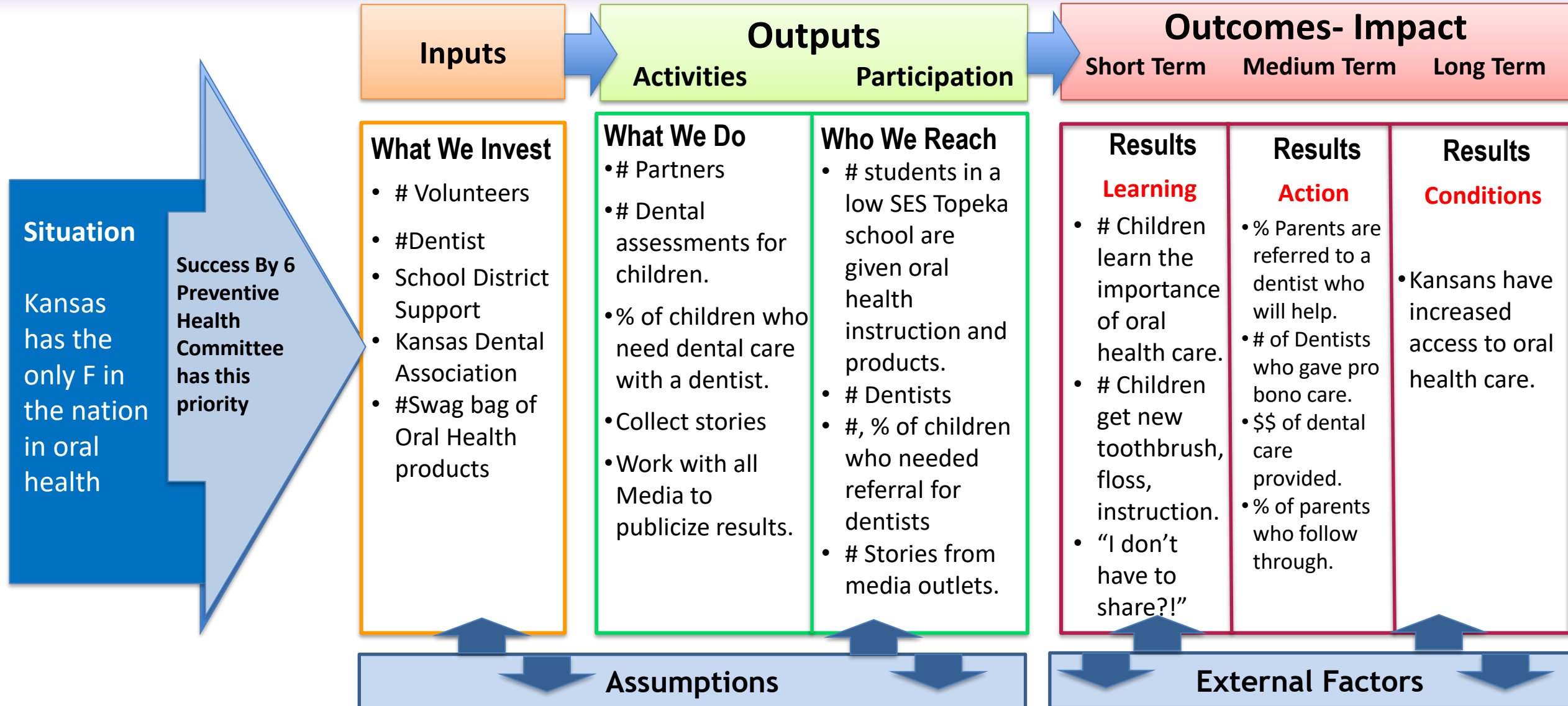
An essential part of planning a program and may begin before the program is launched.

Right-sized: appropriate for the scope of the program

Systematic

Integrated with Program Activities

# Oral Health Logic Model





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.



## Spectrum of Evidence-Based



Sound idea with rationale	Promising or best practice with some evaluation evidence	<ul style="list-style-type: none"><li>• Evidence-based</li><li>• Solid evaluation data shows it is effective.</li></ul>	<ul style="list-style-type: none"><li>• Science/Research based model</li><li>• Solid evaluation using control groups</li><li>• Replicable results</li></ul>
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## Are they SMART?

**S**

pecific

**M**

easurable

**A**

chievable

**R**

elevant

**T**

ime-limited



## GENERAL INFORMATION FOR PARSONS AREA COMMUNITY FOUNDATION GRANTS

2025 Grant Applications may now be submitted with deadline of midnight January 31, 2025.

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.

# Parsons Area Community Foundation

GRANTS IN ACTION: The Parsons Community Garden (PCG) started in 2010 and occupies two residential lots of FEMA buyout land. Before the 2003 tornado, this centrally located land had residential homes but after the tornado it was discovered that the land was in a 100 year flood plain even though the area had not flooded in anyone's memory. The City of Parsons has given the PCG a long term lease for the property. Additional space is available if more land is needed.

PCG was founded with the goal of providing people the opportunity to grow healthy food, be physically active, and interact with others while also reducing their food costs. The PCG promotes accessible, inclusive gardening to people of all ages, health conditions, and disabilities. With an average annual membership of 80 members, PCG offers membership dues on a sliding scale based on need. Approximately 65% of its members participate at no cost. This increases the need for private donations since the paying members cannot support all the costs of needed garden improvements.

To make improvements for individuals with mobility issues, problems with strength or fatigue, and other disabilities, the grant received from the Parsons Area Community Foundation provided funds to purchase raised hose reels, adapted tools, and soil improvement for four-foot square totes. These improvements have allowed gardeners of all abilities and ages to join. The PCG has 87 active members this year - some individuals admitted they joined because the easy use of the hose reels and adapted tools removed a barrier for them. We are very grateful for the support of the community foundation.



- Contact [KSRECV@KSU.EDU](mailto:KSRECV@KSU.EDU) and we'll search for you.
- Contact [jmemmott\\_sta@ku.edu](mailto:jmemmott_sta@ku.edu)

*“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”

*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*



**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.

