Grant Writing Learning Series:
Resources & Feedback Submissions

Thank you for participating in the **Grant Writing Series**! In this document are links to several helpful grant writing **resources,** the **Grant Writing sample template**, as well as a **sample Grant Work Plan**, kindly provided by Landesa, For Impact and Blackfox Philanthropy.

Helpful Links

General Knowledge Resources and Newsletters

- Funds for NGOs – sign up for free email here
- Devex – sign up for free e-newsletters here
- Candid Newsletters
    - Guide Star (access US tax form 990s)
    - Candid - Foundation Directory Online Quick Start
    - Philanthropy News Digest

European Funders

- Report: Pears Foundation U.K. Giving Trends 2021
    - See pages 20-25 for Table of the Top 300 UK Foundations (by giving).
- The State of Global Giving by U.S. Foundations: 2022
- 360 Grant Giving UK grants data available

For Impact Resources

- Prospecting Strategy: Knowledge base, research goals, hooks and other notes on fundraising
- Managing your Donor Pipeline: Top Tips & Ideas and Donor Pipeline Template provides a spreadsheet format of collecting data on the various different prospective funders
- Knowledge Base Worksheet: background information, capacity, relationship building, gift history among others
- Visit Strategy Template: relationship manager, visit mechanics (where, who, when), 3 A's for a visit, Attitude, Altitude, Ask

Crowdsourced Donor

- Crowdsourced grant opportunities, share your own resources that you know from different regions of the world, the more we share, the more opportunities

Fundraising Resources

- Catalyst 2030 Business Case Development Tool
- Blackfox Philanthropy Fundraising Handbook provides a greater foundational knowledge
- Introduction to Proposal Writing Foundation Center 1 hour grant writing course
- The Bridgespan Workbook: Key Elements of a Big Bettable Concept
- To assist with the tip on being a good storyteller, there is an annual conference called "Nonprofit Storytelling Conference." Conference is November 2-4, 2023 in San Diego.
- Fundraising for a Social Venture, Social Change Innovators online curated resources
- Funds for NGOs Grants and resources for sustainability
- Grant writing examples Probono Australia
- Fundraising for your Chapter or Collaboration: Lessons from the Catalyst 2030 Brazil Chapter

Top 10 Tips of Grant Writing

1. Everyone is a Prospector
2. The Big "R": It's all about Relationships
3. Find (or be) Good Partners
4. Find your Innovative Hook
5. Smart Phases Can Increase Project Appeal
6. Treat Proposal Development as a Project
7. Make Budget Sense
8. Be a Good Storyteller
9. Build Evaluation Plan during Project Design
10. Smart Reporting Can Open Pathways to Renewal

For additional information on each step, please refer to this slide deck.

Thank you to Ellen Marson and Mark Ruffo from Landesa, Natalie Rekstad, BlackFox Philanthropy, and the Catalyst 2030 team for sharing their resources.

Sample Grant Proposal

Section Objective:	Overview	
Overview of Issue and Desired Change	**Organisation name and social entrepreneur name**	Include the organisations name, the social entrepreneur, a link to your website (if available) and the contact persons name and email to follow up
	Country(ies) of Operation	
	Problem–Solution–Impact Formula (Elevator Pitch)	Develop a rough draft three-part elevator pitch for your organization, outlining your identity, work, and approach from the Fundraising Masterclass session, the Problem-Solution-Impact Forumula includes: **Who we are** (clear distinction of identiy and work, guiding values/core beliefs, etc.), **What we do** (condensed theory of change, organisations aspirations) and **How we do it** (this is your mechanism for how you are achieving your vision, unique and stand out), see last page for examplantion and feel free to watch the video or presentation
	What are the "targeted" issues you wish to address?	
	Root of the Problem	Analysis of the issues – What are the root causes that lead to these issues and what are the opportunities that already exist in the system surrounding these issues?
	SDGs Targeted (Limit to Top 3)	
	What is the overarching objective of your initiative?	

Section Objective:	The Systems Change Journey	
Understand 1) If proposed solution is true systems change *2) Applicant's systems change mindset* *3) Applicant's self awareness in terms of expertise and limitations*	**Who are the different stakeholders you will be bringing together to bring about the desired change?**	Why? What do you perceive to be your role in this interaction?
	What people and organisations will you be collaborating with to bring about your desired change (if possible, include levels - local, community, national, international)?	Why is it important to involve these stakeholders to achieve desired change? What will be their role? Please specify for each stakeholder listed.

	How will you equip or build the capacity of local stakeholders to drive change in their local contexts?	Data sharing, learning exchanges, technical support, etc.
	Do you perceive there to be a power dynamic in play? If yes, how do you plan to address it?	
	How will you ensure that your intended change will be sustainable and durable?	

	Critical Milestones to Achieve Desired SC	Current Status of Milestone and Projected Timeline
Critical Milestones and Timeline	Key milestones, list things that allow you to know that change is happening	List key activities associated with each milestone Categorise as: not started, in progress or complete (along with a short description)
	Time needed to achieve intended systems change. (number of years)	Choose an item. (1 - 4 yrs, 3 - 7 yrs, 6 - 10 yrs, 8 - 12 yrs, 10 yrs+) We understand a comprehensive systems change can take years or even decades to achieve. Please provide an estimate of the time needed to achieve your intended change.
	Support needed to achieve intended systems change	What additional, non-monetary resources / connections does your team need to achieve the intended change? Please be specific. Some oganisations can facilitate resource matching from within the C2030 community. (For example, do you need a technology advisor, an introduction to specific government contacts or media partners, etc?)
	Funding needed to achieve intended systems change	We understand that the budget will continue to evolve, but please provide a draft budget with estimates and a high-level description of your needs.
	Has your "North Star" evolved since you started this work? If so, in what way?	Have you had to adapt / change the initial goal you set off with since you started? If yes, in what way and what were your learnings?

You can access the Grant Writing Assignment Template for further information.

Sample Grant Writing Work Plan

Project Title: _____
Due Date: _____
Coordinator(s): _____

Component		Person(s) Responsible	Target Completion Date	Completion Date or X
Download Application Package				
Application Form				
Proposal Narrative (# of pages required)				
	1. Applicant Organizational Background			
	2. Needs Statement			
	3. Proposals			
	3a. Goals, Objectives, Timeline, Impact, Target Population Information			
	3b. Evaluation			
	3c. Other Sources of Support, Sustainability			
Letters of Reference (if applicable)				
	NAME			
	NAME			
Attachments				

	1. List of Current Board Members			
	2. List of Key Organizational Staff			
	3. Organization's Current Year Operating Budget			
	4. Detailed Budget for Project			
Assemble Proposal (1 day)				
Email or Submit Proposal via Online Platform				

NOTE: Sample Grant Writing Work Plan is also available in an excel format.

Format for the Problem–Solution–Impact Formula

If you were unable to attend the **Fundraising Masterclass – Crafting Convincing Funder–Centric Communications** session, feel free to use the Problem-Solution-Impact Forumula presented by the Blackfox Philanthropy team below. For additional information, feel free to watch the video or view the PowerPoint slides.

Task

Develop a rough draft three-part elevator pitch for your organization, outlining your identity, work, and approach.

Who We Are

- Make a clear distinction between identity and work
- Demonstrate guiding philosophies, values, and core beliefs
- Define where you belong in the "ecosystem"
- First opportunity to speak to credibility
- Founding story/history (if relevant!)
- Think of nouns: network, convener, collaborator, nonprofit, social impact organization

What We Do

- Think of this as your condensed 'theory of change'
- Focus on your organization's aspirations - not your programs or approach just yet
- No time for modesty! This is your vision statement.
- Think of verbs: catalyzing, creating, developing, disrupting

How We Do It

- Be very selective with industry or academic jargon
- This is your mechanism for how you're achieving your vision - and it should be unique.
- Mirroring funders' common messaging
- Can you fit into 3 buckets?