
Grant Writing USA Workshop

Hilo, Hawai`i

June 23-24, 2008

**Hosted by the Hawai`i County Resource
Center**

Learning Objectives

Participants will learn how to write *and* review winning proposals including:

- ❑ The essential components of a grant proposal package.
- ❑ How to customize a proposal to match a grant maker's interest.
- ❑ How to initially approach a funder.
- ❑ The differences between government and foundation proposals.
- ❑ How to report on a grant's progress and impact.
- ❑ How to develop working relationships with grant makers.
- ❑ What to do if your proposal is denied (don't give up!).
- ❑ The behind-the-scenes decisions that determine proposal acceptance and denial.
- ❑ **Participants will also learn how to find and track relevant grant opportunities:**
- ❑ Where to find foundation grant programs that can help you accomplish your goals.
- ❑ Where to find federal and state grant makers that meet your needs.
- ❑ Where to find corporate giving programs whose giving goals match your funding needs.
- ❑ How to stay on top of your targeted opportunities.
- ❑ ***And much, much more . . .***

Agenda Day One

Day One | 9:00 AM - 4:00 PM

- Understanding the critical difference between organizational needs and the needs of the community.
- Developing your credibility as an applicant.
- Research, measure, and objectively articulate the community need to be addressed with the proposed grant.
- Measuring impacts; define success now.
- Present and justify your method for addressing the need; why you've chosen this method over other possible methods; overcoming the inherently subjective nature of methods.

Agenda Day Two

Day Two | 9:00 AM - 4:00 PM

- Developing your plan for grant evaluation, both subjective and objective; integrating your plan with the grant maker's required evaluation and reporting system.
- Developing a budget and analyzing cash flow; indirect and admin cost caps; determine if you can afford to get this grant before submitting an application; collaborating with your fiscal affairs, grants managers, and leadership.
- Summarizing your request for that impossibly small summary opportunity on the standard federal cover page or, the one/two page foundation request.
- Locate and track relevant grant opportunities from Federal, State and local government sources, private foundations and corporate giving programs.
- Allocate and forecast proposal team work load before the RFP is released.
- Dissecting the RFP; researching enabling legislation; understanding the "spirit and intent" of the grant program; technical assistance contacts and the need for open and honest communication.

References

Hi Beth,

This is terrific that you are going to work with Grant Writing USA. I have nothing but high praise for these folks. I took the course/workshop in August of 2006 and absolutely loved it. It really was one of the very best courses I have ever taken. Since then, I was the host contact person for two workshops we've held here at the college. We've had a total of 100 people between the two workshops. They went off real well too. Please feel free to contact me with any questions you have. I had a wonderful experience with them and have loved working with Becky, Winston, and others at GWUSA. They have been terrific and the workshops are a great source of information (and are confidence building so that you come away thinking "yeah, I can do this".).

Cheers,

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References

Aloha Beth,

Boy I wish I could come to your workshop. We have worked with Becky setting up workshops for five years now. Rod the chief instructor has been doing the majority of our sessions, and he is a terrific instructor. He not only knows the grant writing business from that perspective, but is a great instructor. He isn't what I like to call a talking head that basically reads from a power point and you wonder why you went in the first place rather than just reading the hand out.

Rod and the other instructor we had on one occasion know the material backwards and forwards, keep the attendees awake, engaged in the training, and involved to the extent he is using examples to answer questions related to the particular field they may be coming from.

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Tuition

- Tuition is \$425 per person and includes all necessary materials and full alumni benefits - workbook, the 250+MB resource CD, two days of terrific instruction, one year of free proposal review and lifetime, free access to our exclusive [Alumni Support Forums](#).
- More information on www.hcrc.info
- Register online at <http://GrantWritingUSA.com>