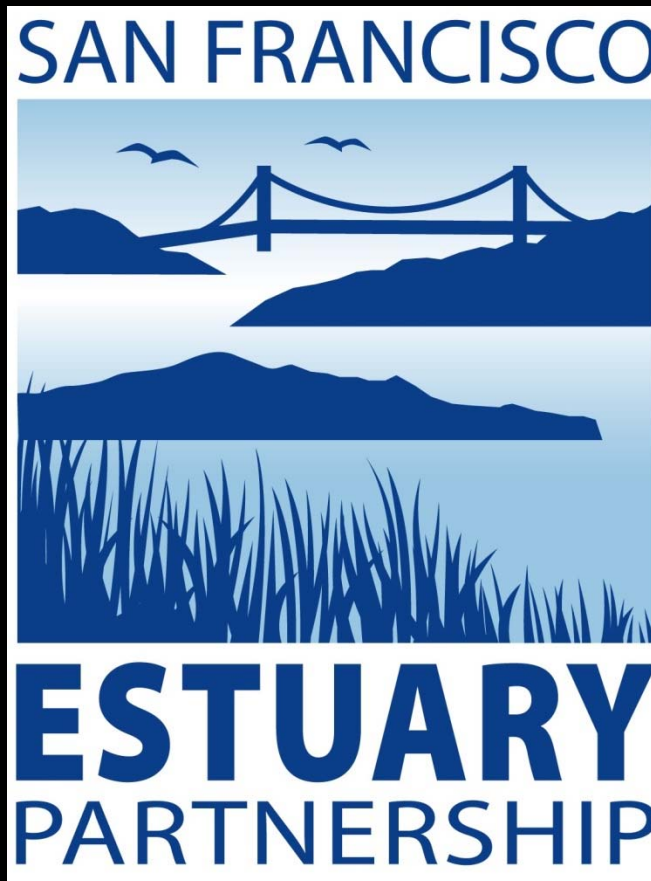


~~Tips to~~ **Ideas for** Great Grant Writing

James Muller

San Francisco Estuary Partnership



GRANTWRITER



What my friends think I do



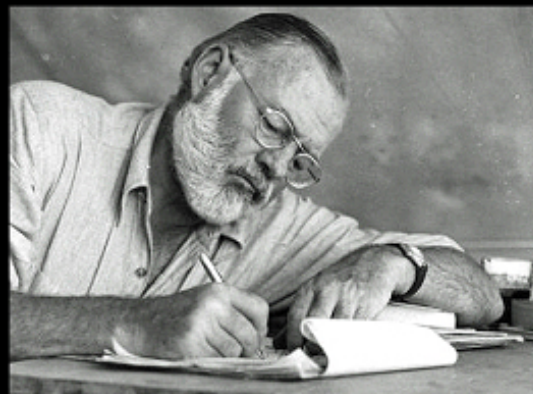
What my mom thinks I do



What program staff think I do



What my boss thinks I do



What I think I do



What I really do

Two Modes

95%



15%



Two Sets of Advice

15%



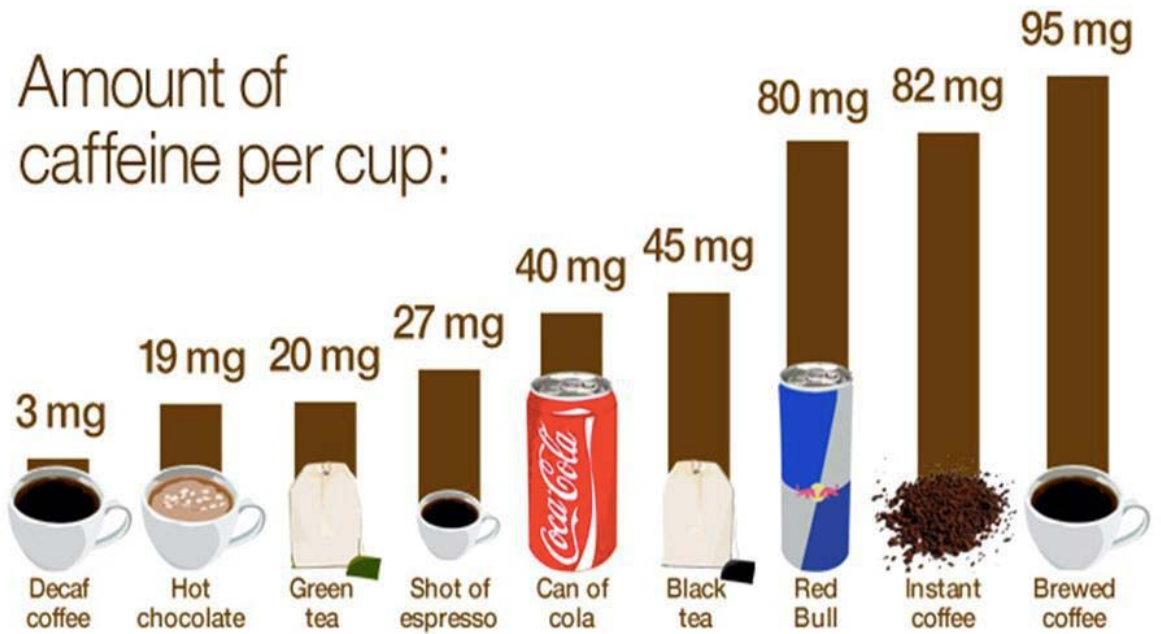
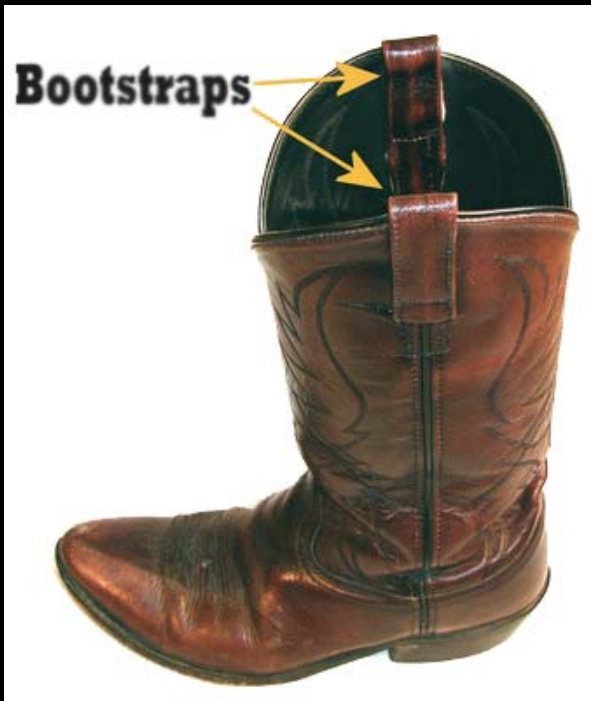
95%



When You're not Writing



When You Write...



Universal Truth



Project Oriented Proposals



Funding Oriented Proposals



Ultimately

- It breaks down to the guidance
- No amount of networking, prior planning, or need is going to force a project and funding source to match
- First Blush – would you feel comfortable setting these two up?
 - Budget limits, schedules, wording in guidance, previously funded projects, competition

Writing the Thing

- Start by discussing the idea
- Outline the proposal's requirements
- Re-read the guidance
- Start writing
- Work smart, not hard
- Break the proposal down into manageable parts
- Bells and whistles – increase your competitiveness and get creative

Writing

- Capitalize on your networking
 - Talk with your partners and gather support
 - Letters of recommendation
 - Project partnership
 - Match
- Don't write in a vacuum
 - Share ideas
 - Get help with the work (budget, descriptions, strategy)

Writing

- Use the cheat sheet – the RFP itself



Teaming Up

- Some go it alone
- Some proposals have a full cast



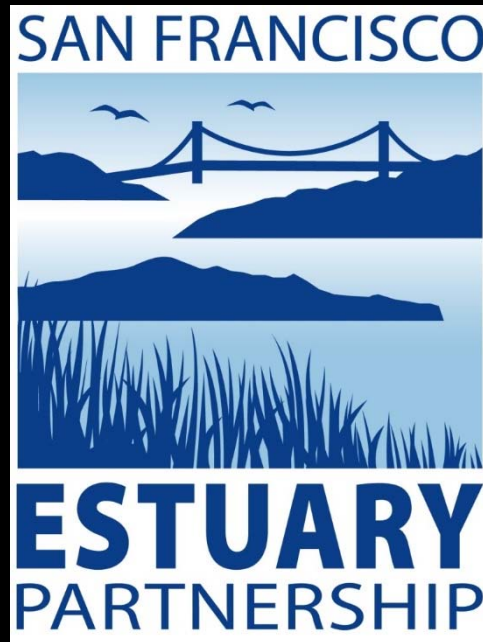
Teaming Up

- Why?
 - Funding limits, administrative capacity, grant writing experience, connections
 - Remember those bells and whistles? Two projects may make for a perfect proposal
- How?
 - Find a nexus between the projects themselves and between them and the funding source

When Teaming Up

- Assess the appropriateness of the project for the funding source FIRST!
- Then reach out to the folks you met while networking...

Thank You!



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