

How to Research Grants and Things You Need to
Know and Do!



HOW TO RESEARCH GRANTS AND THINGS YOU NEED TO KNOW AND DO!

PRESENTED BY

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7 BEST PRACTICES WHEN RESEARCHING GRANTS

1. Keep track of everything. ...
2. Create your grant library. ...
3. Build a template. ...
4. Establish a network. ...
5. Know your needs. ...
6. Explore underrepresented funding opportunities. ...
7. Make room in your budget.

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7 THINGS TO KNOW FOR SUCCESSFUL GRANT RESEARCH

- Grant writing is not as simple as sitting down and putting words on paper. **Successful grant writing begins with successful grant research.** Finding the prospects whose **priorities are well-matched to your current needs.**
- Some will wait for grant opportunities to fall in their lap, or pop-up in their inbox.
- Successful grant writers go out and search for the opportunities that match their needs and create a plan for writing, submitting, and managing those grants.
- Effective grant research is a task that takes a while to perfect.

4 **CONSIDER INCORPORATING THE FOLLOWING ITEMS INTO YOUR GRANT RESEARCH PROCESS:**

- 1. Create your needs list.**
Sit down with program/project staff and generating a needs list for the next year.
- 2. Identify the cost associated with each need**
Not only is it important to know your needs, but you must know how much they cost.
- 3. When do you need the money in-hand**
For each need you identify, you also need to know when the money must be in-hand so you can look at grant deadlines, when grant proposals are reviewed, and when dollars can be expected.

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CONSIDER INCORPORATING THE FOLLOWING ITEMS INTO YOUR GRANT RESEARCH PROCESS (CONTINUED):

4. **What is the program/project geographic focus**
This will help in determining which prospects might fund your project, you have to know your service area. It is one city, county, multi-county area, region of a state, a state, national? Once you determine this information, you can even search by foundations who fund organizations in those specific areas.
5. **What is the organization's total operating budget**
Do you know the organizational operating budget of the groups for which you are writing grants? If you don't know the budget, how you can determine if these foundations are a good fit?

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CONSIDER INCORPORATING THE FOLLOWING ITEMS INTO YOUR GRANT RESEARCH PROCESS (CONTINUED):

- 6. Who has supported the organization in the past**
It helps to know which foundations have supported the organization in the past so there is not a duplication of results.
- 7. Who has declined a proposal in the past**
Just as important as knowing who funded your group if knowing who declined funding and why. For example, maybe a proposal was declined, but your groups was encouraged to apply again the following year.

7 CONSIDER INCORPORATING THE FOLLOWING ITEMS INTO YOUR GRANT RESEARCH PROCESS (CONTINUED):

- Grant research is a lot of work. If you prepare ahead of time and get the answers you need to be successful, you might be surprised at how much you can find and how quickly.
- If you still feel like you need some help with grant research, or you just don't have the time to do it yourself, check out [Youtube Channel](#) around Grant Writing and Research.

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SMART TIPS FOR CONDUCTING GRANT RESEARCH

- A crucial part of seeing success with grants is knowing where to look for the opportunities available. The good news is you don't need to be an expert grant researcher to get started. What you do need is a plan.

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OVERVIEW: WHAT IS GRANT RESEARCH?

- In general, the concept of grant research is pretty simple. It's the process organizations go through to find the grants they qualify for before starting the application process.

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HOW TO CONDUCT GRANT RESEARCH

- When you have a plan and know what kind of grants you're looking for before you start the process, you'll often have a much easier time getting started.



HOW TO CONDUCT GRANT RESEARCH (CONTINUED)

1. Understand what you're looking for before you even begin the grant researching process, you must look at your organization and determine what you need.
2. Build out your list of search criteria Now that you know what you need in terms of funding, it's time to think about the rest of your search criteria too.
3. Begin your search now you can start your search in earnest. With your funding needs and criteria set, you'll have a much easier time determining which grants should be added to your list or ignored.



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HOW TO CONDUCT GRANT RESEARCH (CONTINUED)

4. Pay attention
One last thing to remember: Most grants have all sorts of qualifications and requirements, both for applying and for spending the funds. These aren't merely suggestions but an essential part of the grant process. If you miss any of these, you may need to resubmit your proposal or be disqualified entirely.

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GRANT RESEARCH TOOLS AND RESOURCES

- Since thousands of organizations apply for grants each year, there are some tools of the trade that can make your life a lot easier. That doesn't mean you don't want to do your investigative work, but these tools can help soothe some of the concerns you might have around how to find grants.

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GRANT RESEARCH TOOLS AND RESOURCES (CONTINUED)

Grants.gov

- If you want to explore all the grant opportunities offered by the government, look no further than [grants.gov](https://www.grants.gov). It's a massive database featuring thousands of grants. You can also find a [comprehensive list of grant-making agencies](#), covering more than two dozen federal agencies, on the site.

Nonprofit and corporate foundations

- There are plenty of foundations that give out grants to small business owners each year too. Search for nonprofit and corporate foundations, which often have dedicated websites highlighting the grants they offer. Don't forget to look at small family foundations also; these can often get neglected in searches.



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GRANT RESEARCH TOOLS AND RESOURCES (CONTINUED)

Your local library

- Many local libraries across the country have subscriptions to journals and other resources where you can search for grant information and opportunities. If you're a college graduate, check your alumni program, you might get access to the university library too.

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7 BEST PRACTICES WHEN RESEARCHING GRANTS

- There's no right or wrong way to start researching grants, but there are some tips and tricks the pros use to make the process much more efficient.

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7 BEST PRACTICES WHEN RESEARCHING GRANTS (CONTINUED)

1. Keep track of everything As soon as you start digging into the grant funding process, you will quickly learn there are lots of dates, not to mention the paperwork, to keep your eye on. So, your best bet is to develop a system that allows you to keep track of important deadlines.

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7 BEST PRACTICES WHEN RESEARCHING GRANTS (CONTINUED)

2. Create your grant library
You've spent a lot of time learning how to research grants, don't let all of your newfound expertise go to waste. Compile all the information you've gathered, from contact information to regulatory guidelines, and file it away for later use. Get all your essential documents including, short-and-long-term financial statements, organizational goals and organizational proposal information in one place.

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7 BEST PRACTICES WHEN RESEARCHING GRANTS (CONTINUED)

3. Build a template If there's one no-no you want to avoid, it's copying and pasting your entire grant proposal and submitting the same thing to all your prospective funders.

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7 BEST PRACTICES WHEN RESEARCHING GRANTS (CONTINUED)

4. Establish a network if you are looking at local or community grants, check in with past winners and applicants and ask about their experience applying for grants. You'll likely learn a variety of tips and tricks you might not have otherwise considered that can help strengthen your application.

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7 BEST PRACTICES WHEN RESEARCHING GRANTS (CONTINUED)

5. Know your needs is one of the primary things you want to do as you dig into the grant research process is to look at your organization first. Know how much funding you need, what you need it for, and how you plan to spend it.

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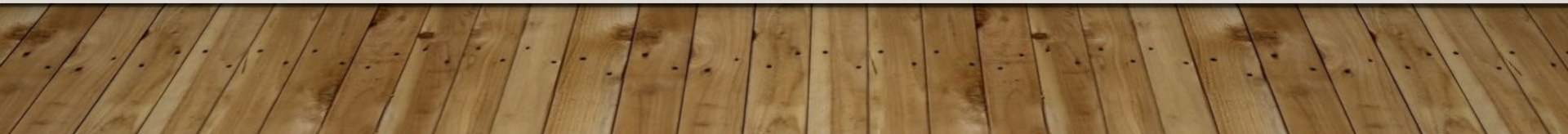
7 BEST PRACTICES WHEN RESEARCHING GRANTS (CONTINUED)

6. Explore underrepresented funding opportunities. Often, businesses owned by women, people of color, and veterans can struggle to get traditional financing. Many organizations create grants specifically dedicated to underrepresented groups. There are a variety of SBA grants and mentorship programs for these groups.

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7 BEST PRACTICES WHEN RESEARCHING GRANTS (CONTINUED)

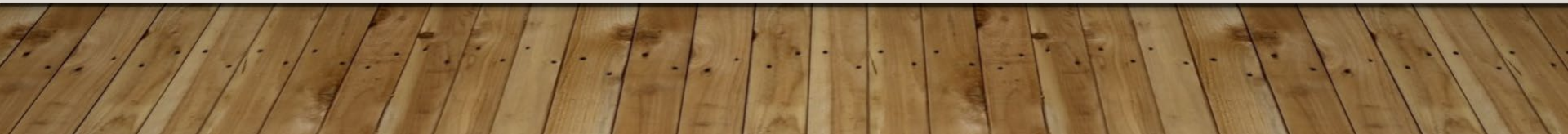
7. Make room in your budget in the research of grants takes time and money, so don't sell yourself short.



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WITH EXCELLENT RESEARCHING SKILLS COMES MORE OPPORTUNITIES

- With a research plan in place and a grant management system ready to go, you can make the actual application process much more efficient, enabling you to apply for more grants down the road. The key is putting a system in place that's going to work for you.



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HOW TO RESEARCH GRANTS

- Questions and Answers

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HOW TO RESEARCH GRANTS

- For Additional Questions:
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