

The Art Of Winning Grants



How To Research A Concrete Grant Funder And Their Grant Call

Before you start researching

- You will first need to create a database of grant funders which are a potential match. How to do that, watch the relevant video.
- Researching a concrete grant funder and their grant call is a second step, after you created the list of your potential matching funders.
- Before you start reading, gather a notepad or a piece of paper and a pen.
- Set aside approximately 1 hour for the first reading of the grant call.
- Be ready to read the grant call and all available documents and details thoroughly. Grant documents are boring and complicated sometimes. You need to be focused and ready to plow through it.
- Take notes of all important requirements that the grant proposal must include.

Reading tips

- First of all, scan the grant call and find the deadline for submitting grant applications. Assess if you have enough time to construct a grant proposal and submit. To help you with that, watch the relevant video.
- Find out which geographical locations the grant funder wants to support.
- Find out who is eligible to apply for the grant.
- Find grant funder's values and priorities and write them down.
- As you read, write down all key words. You will need these key words for writing your grant proposal.
- As you read, try to determine if values and priorities of the grant funder and the call align with your values and priorities.

Reading tips

- Make sure you understand the language of the grant funder: the terminology they use. Each grant funder speaks a little different “lingo” and the subtle differences are very important.
- Each grant funder has a slightly different understanding of the following key terms:
 - Purpose, Objectives, Goals
 - Needs, Problems
 - Results, Indicators, Evaluation, Measurements
 - Activities, Work packages
 - Eligible expense, direct expense, non direct expense, etc.
- These terms are absolutely essential.

Reading tips

- Find eligible costs and make a note of it. You will need this to create a good and acceptable budget.
- Find out criteria for evaluation of proposals and write each criteria down. When you write the grant proposal, you will use these criteria to check against your proposal at all times.
- Make a list of all required attachments.
- Find out which grant proposals were supported by this grant funder before and see if they gave money for similar projects before. This is an important indicator of the probability the grant funder will be interested in you.
- If you feel this grant funder maybe a good match, sign up for their newsletter.

Must have at the end of the research

- Deadline for submission
- Clarity on geographical areas which are supported by the grant
- Clarity if you are eligible for the grant
- A list of requirements of what you need to describe in your grant proposal
- A list of values and priorities of the grant funder
- A list of key words to use when writing the grant proposal
- Clearer idea if you and the grant funder are a match, if your values and priorities align with those of the grant funder
- A list of eligible costs
- A list of evaluation criteria
- A list of required attachments