Grant Writing *Made Easy!*

Revenue Research Center

INIE — Institute for Nonprofit Innovation and Excellence

	BASIC	PREMIUM
	INIE Member: $ 999 Non-Member: $1,799	INIE Member: $1,699 Non-Member: $2,549
1-Year Subscription to GrantStation	✔	✔
Free access to grant templates	✔	✔
Grant Review and Editing (up to 4 hours)	✔	✔
On-Demand Grant Writing Workshop	✔	✔
Grant Writing Readiness Workshop	✔	✔
Grant Research (up to 3 hours)	✔	✔
Grant Research (up to 5 hours)	✖	✔
Custom Grant Readiness Assessment	✖	✔
Grant Pipeline Development	✖	✔
Grant Writing and Editing (10 hours)*	✖	✔
Outcome Measurement Tools	✖	✔

*Additional grant writing hours available at custom pricing

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a la carte services

- 1-Year Subscription to GrantStation...$ 75

- Grant Review and Editing (2 hour minimum)...$ 65/hour

- On-Demand Grant Writing Workshop...$199

- In-Person Grant Writing Workshop...$299

- Grant Readiness Workshop...$199

Need more? Custom packaging of services are available.
Please email grants@myinie.org or call 850.201.9766.

Grant Writing *Descriptions*

GRANT READINESS SESSION

In the highly competitive field of grant writing, are you truly ready to write a winnable proposal? Unfortunately, having a worthy program isn't enough when stacked against countless other grant submissions. Funders will be looking for like-minded mission objectives, tangible community impact, and program sustainability.

During your consultation session, we will evaluate your organization's competitiveness, determine your organization's strengths and areas of opportunity, and position your organization to win grants!
INIE's professional grant writers will:

- Review GRS Questionnaire & requested documents, and provide guidance/feedback as applicable.
- Learn the setup of your organization to provide the most accurate support and advice.
- Conduct a needs assessment & prioritize funding opportunities.
- Review the research process for assessing and identifying winnable grants (using 1-2 research samples)
- Walk through a step-by-step checklist of key components necessary to be competitive.
- Review the Pipeline/Calendar document format and the importance of maintaining comprehensive grant pipeline/calendar tracking, including funder contact and win/loss history/rationale.
- Determine strengths and areas of opportunity, and develop action plans to address identified areas of opportunity.
- Review best practices for writing "winnable" grants.
- Offer professional guidance for questions that fall outside of the services offered in this proposal.
- Locate additional resources to assist you, including but not limited to webinars, instructional articles, and professional contacts.

GRANT WRITING AND EDITING

Writing a truly competitive proposal also requires a certain level of expertise and strategy. Funders are looking for programs that align with their objectives, exhibit sustainability, and can show tangible impact to the community.

Are you ready to write winnable grants, but require the expertise and craftsmanship of a professional grant writer? Perhaps you have already written a proposal and would like feedback or assistance making sure it aligns with the funder's objectives.
INIE's professional grant writers will:

- Conduct a thorough research of funder to verify objectives, giving history, and other pertinent intel that will help best tailor your message.
- Gather detailed information on your organization's program and/or services to convey a compelling story to funders.
- Ensure your proposal is aligned with the funder's objectives, conveys community impact and program sustainability with a clearly defined problem statement and supporting data.
- Provide coaching and guidance on building and maintaining relationships with funders throughout the process. This can help to establish credibility for your organization and create rapport for future opportunities.
- Draft letters of inquiry, as needed.
- Edit an existing proposal, if needed, for cohesion and alignment to the funder's objectives.

OUTCOMES MEASUREMENT & TOOL DEVELOPMENT

Funders are no longer looking primarily at compliance results like "number of individuals served" to determine effectiveness. They will be evaluating your organization based on tangible outcomes. What impact has your program had on the community? In order to effectively compete for funding today, your organization must have established objectives and goals related to the impact you seek to make, systems for collecting data, and a process for evaluating your effectiveness. Moreover, establishing tracking tools and processes will help to ensure your organization is prepared to meet any post-award reporting requirements.

Do you have the right tracking and measurement tools in place to produce quantifiable outcomes-based results? INIE's professional grant writers will:

- Work with you to define your organization's short and/or long-term objectives.
- Evaluate current goals and/or help develop new goals, utilizing the SMART goals framework.
- Identify and establish processes to collect data.
- Develop data tracking/measurement tools, as needed.
- Develop a process to measure and evaluate your progress.
- Assist you in establishing a process to update your goals and data tracking tools annually.

GRANT PIPELINE DEVELOPMENT

Conducting this process will enable you to create a prioritized calendar of grant submissions 1, 2 and even 3 years out, and substantially increases your odds of winning - by refocusing your time and attention on the funders who best align with your mission and eliminating wasteful time on those who don't.

This cursory funder information will be provided in a pipeline format (an Excel spreadsheet), that you can then utilize to conduct, capture, and prioritize your funder research. INIE's professional grant writers will:

- Compile contact information, funding objectives, due date(s), and application process.
- Research prospective funders' giving history -- recipients and award amounts – to gain a better understanding of their true funding priorities.
- Prioritize your prospective funders, giving them a high, medium, or low priority status based on qualifying criteria.
- Organize your pipeline by priority and due date – fitting in open ended or "rolling" due dates wherever there are gaps in the timeline.
- Ensure funders whose due dates have past are researched, prioritized and added to the pipeline for the next funding cycle.