

Funding with Grants

Better than Bake Sales!

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Edmonton Central Council

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serving in hope
servir dans l'espoir

Before We Get Started



About Me

- Kathy Maksymec
- Vincentian for 11 years
- Grants Committee for 3 years



Our Theme – Serving in Hope

- We meet needs
- We deliver hope
- The more we can help, the more hope we can spread



serving in hope
servir dans l'espoir



Agenda

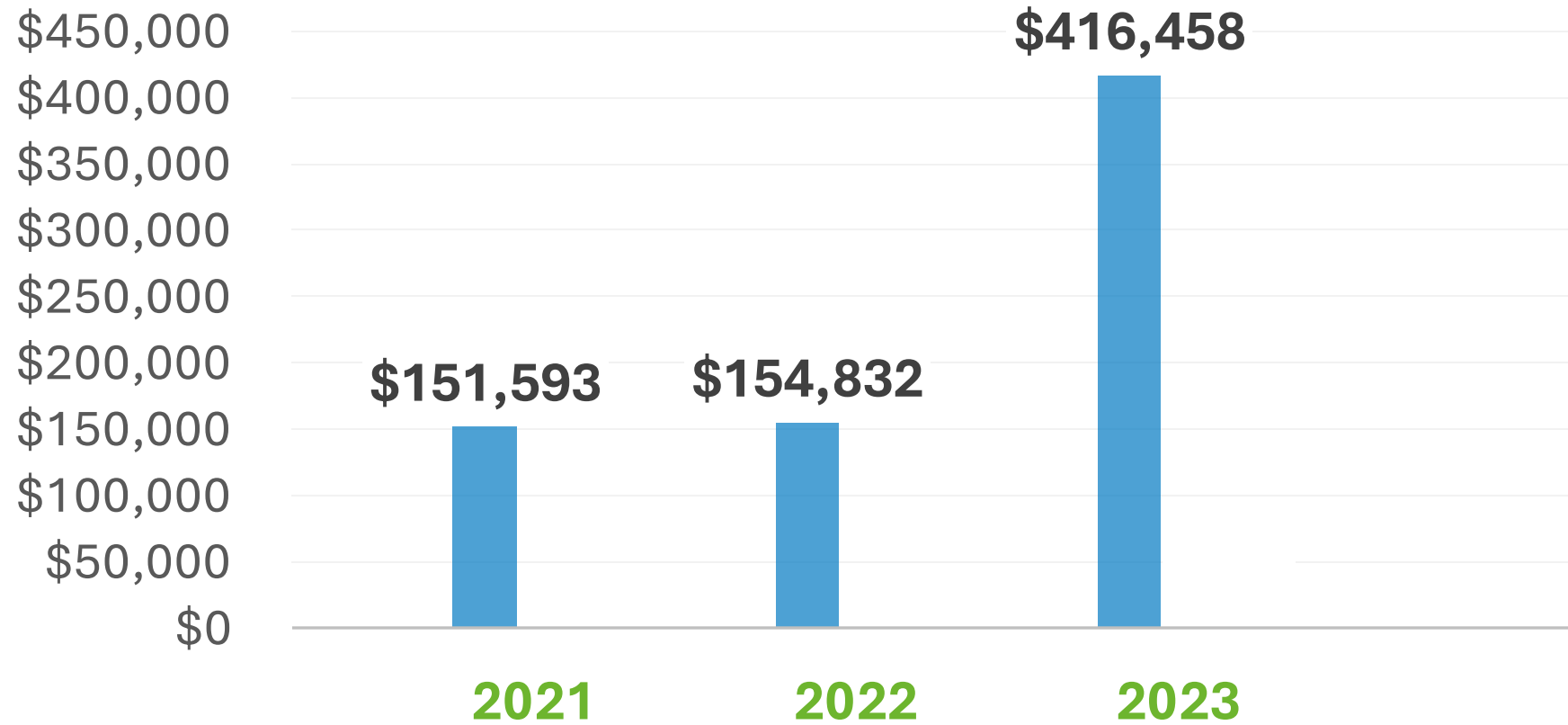
- Edmonton Central Council
- Our Grants Committee
- Skillsets for grant writers
- What we've learned about grants
- The grantor's perspective
- Writing winning grants
- Budgets
- Post Grant

How do you raise funds?

**How successful are your
methods?**

How much work is it?

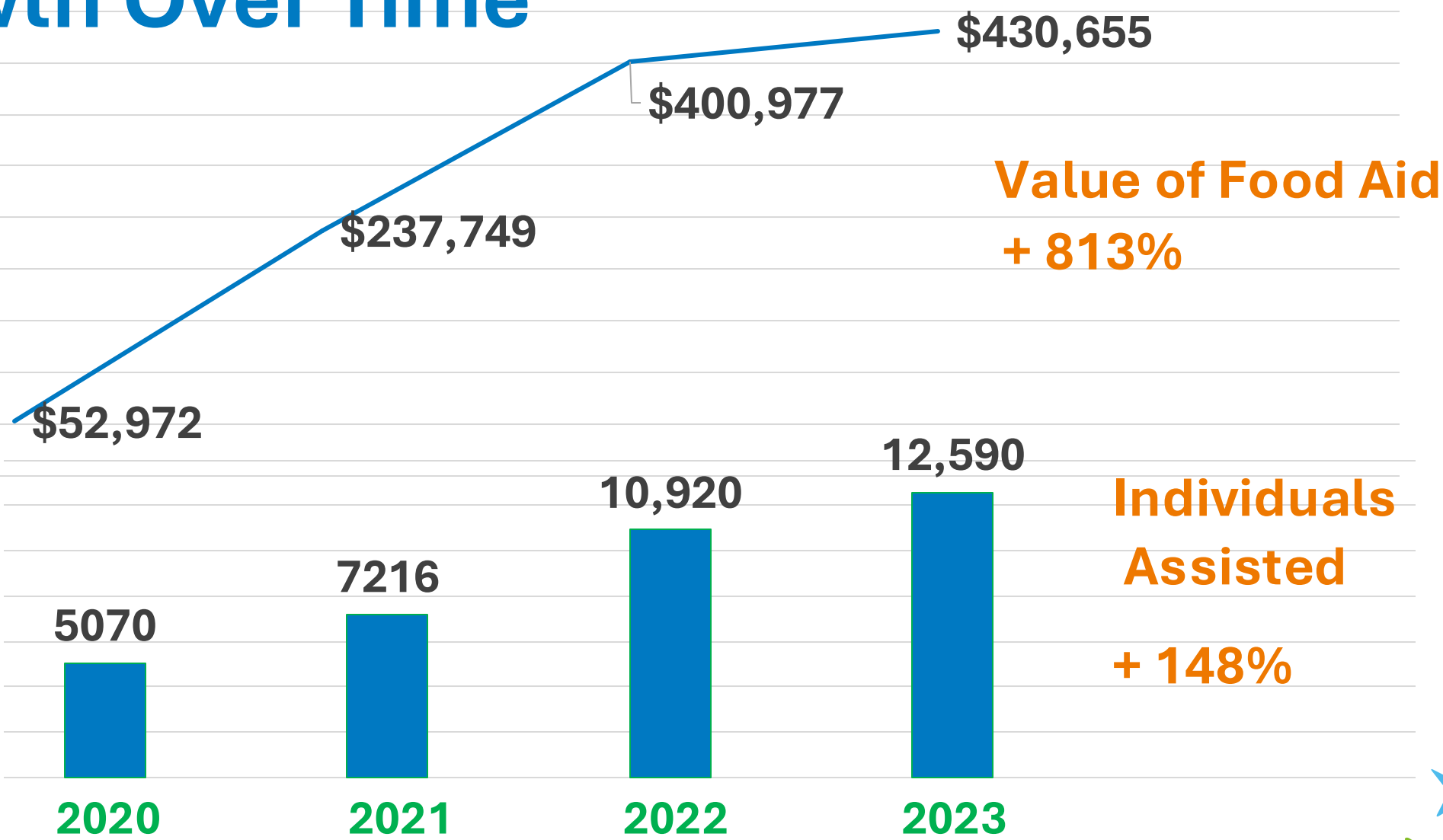
Grants We Received



We're All Different



Growth Over Time

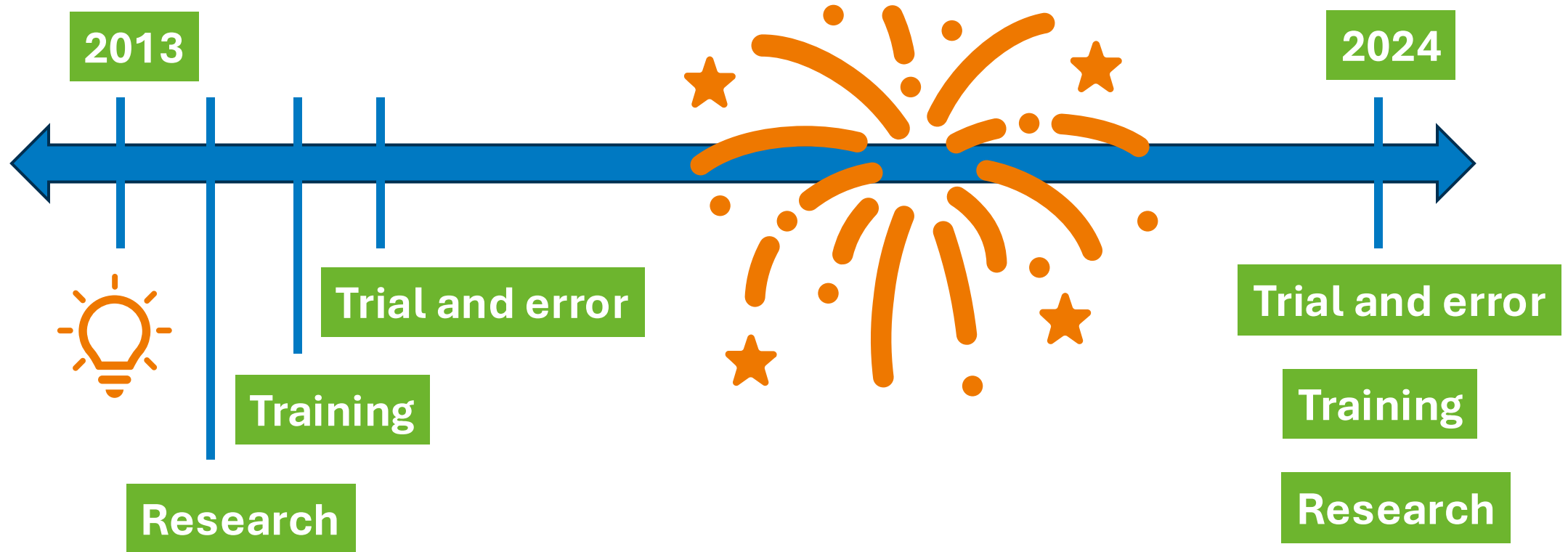


What We Need Funds For

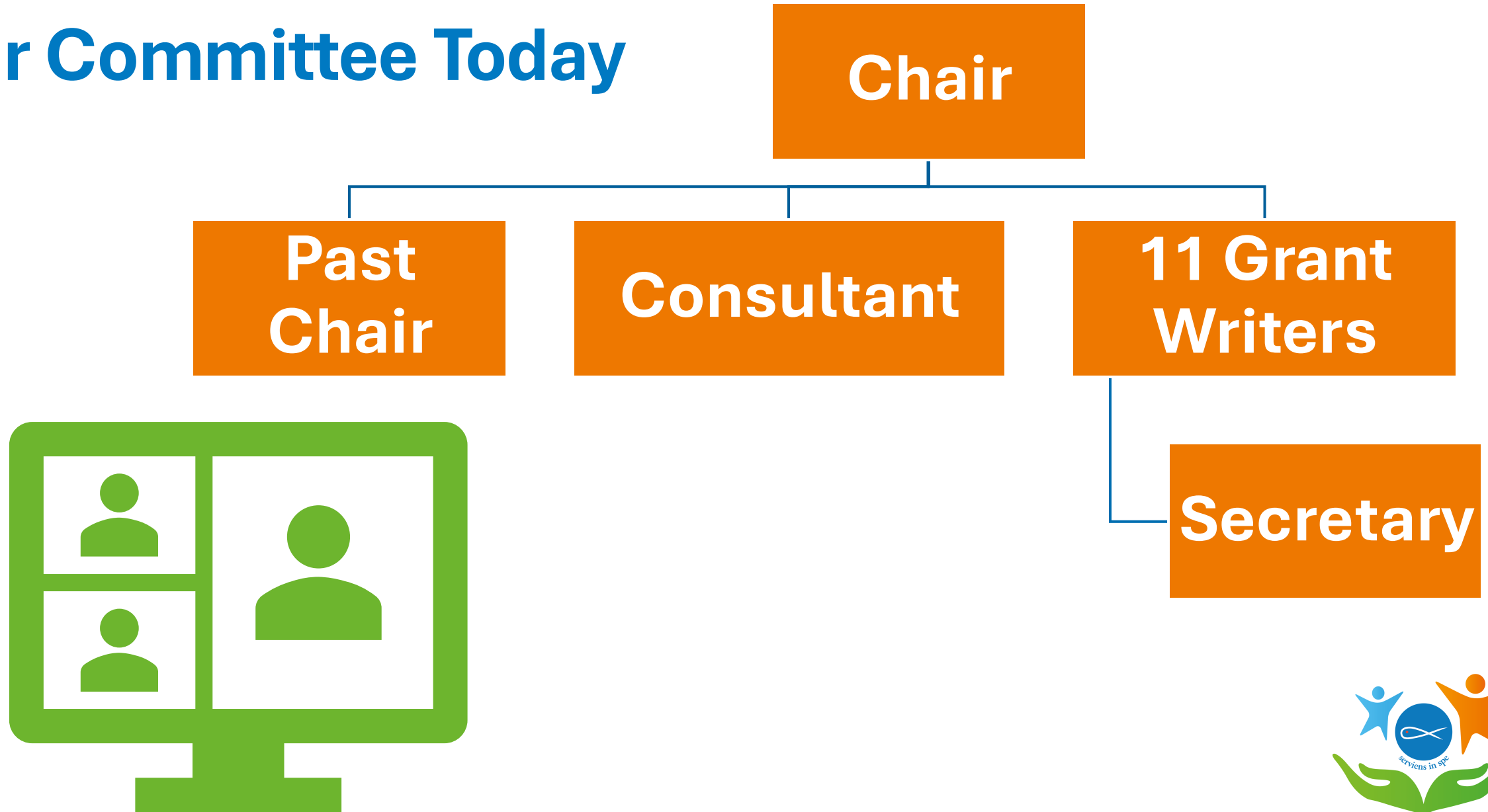


**Edmonton
Central Council**

How We Started



Our Committee Today



Our Meetings

Review upcoming grants

Review grants received

Review new grants

New funding requests

Brainstorm

Start the story



Skillsets for Grant Writers

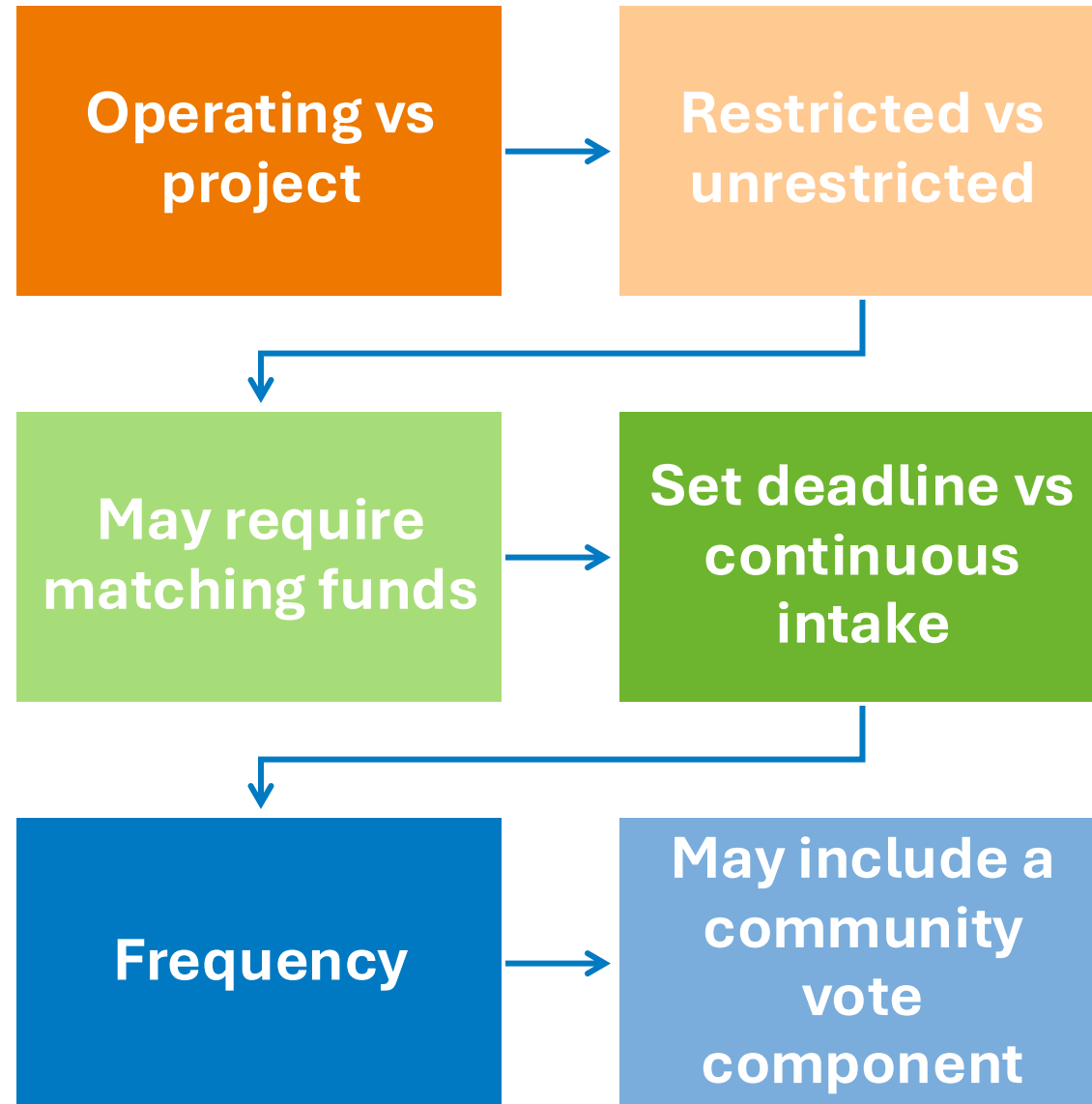
**Good
writer**

**Understand
SSVP**

**Willing to
research**



What We've Learned About Grants – Attributes



What We've Learned About Grants - Sources

Sources

- Government
- Municipalities
- Corporations and organizations
- Unions
- Employers

Searching

- Grants databases
- Libraries
- Volunteer support orgs
- Internet
- Networking

Local Grants

- Community links
- Local recognition
- Personal contact is easier



What We've Learned About Grants – Know the Grantor

What do they want to support?

Is it a match for what you do?

Don't be afraid to think outside of the box

Grant

Promote volunteerism among seniors and engage them in the community

We needed

New furnaces

We said

A new furnace will contribute to a safe, comfortable place for our senior volunteers to come and support our work, while getting them out of the house and into the community



What We've Learned About Grants – Don't Box Yourself In

**We provide
50 hampers
per week to
families**

**We need
\$30,000 to
support this
program**

**Grant
#1**

\$25,000

- Promotes the health of children for long term success in school

**Grant
#2**

\$50,000

- Provides day to day assistance for low income people
- Will not fund food banks

**Grant
#3**

\$10,000

- Supports vibrant and healthy communities

What We've Learned About Grants – Build Relationships

- Sometimes you get more than you asked for because they know you and what you do
- May come through quickly for you in an emergency
- Can help you work up to a higher level of funding

Building Relationships

How can you build a relationship with your grantor?

Invite them
to your AGM

Pack
hampers

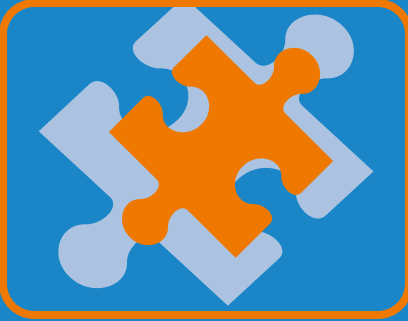
Sort
donations

Thank you
card

Invite them to
a fun activity

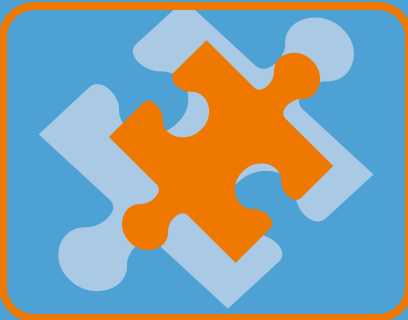
Site tour

The Grantor's Perspective



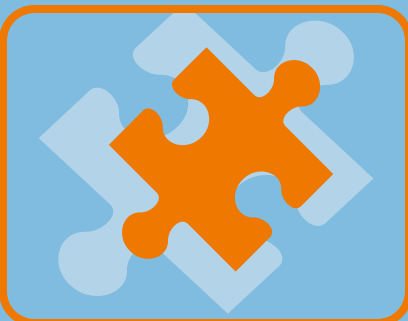
You're not entitled to support

- You're one of many
- Be prepared to sell yourself
- Convince them of the good work that you do



Meet the grantor's needs

- Relationship
- Be a trustworthy partner
- Align to their mandate



Solve a problem

- Focus on a need in the community

Coming Around to the Grantor's Perspective

All about us

What the grantor wants to hear

What's the problem?

We want to provide food to the poor but don't have enough money.

We receive 500 requests a month from people who can't afford to buy groceries for their families.

What's the solution?

We need \$10,000.

We currently run a supplemental grocery program. Relying on donations from generous contributors, we provide groceries and food cards to the working poor and the unemployed. We currently fill 400 requests per month, thereby helping 2000 people per month, but want to expand our resources so that we can help all 500 families that call us.

What's the result?

We can feed the poor.

With your \$10,000, we could increase our capacity by 25% and help 100 more families for 3 months.

What We've Learned – Writing Winning Grants

Make sure what you're asking for is a fit

Make sure you can accomplish what you need to do

Always assume the grantor knows nothing about you

Answer the questions

Make it easy to find the info

Ensure your story is consistent from start to finish

Edmonton Central Council – Who We Are

Our mandate is to serve all those living in poverty, regardless of creed, ethnic or social background, health, gender or other societal delineation, and to promote their dignity by serving with love, respect, justice and without judgement.



What We've Learned – Writing Winning Grants

3 C's: Clear, Concise, Coherent

Clear

- Easy to understand and read
- Use an active voice
 - Present tense,
 - Action verbs not passive verbs

Concise

- Direct and to the point
- Short sentences and paragraphs; lists
- Limit jargon and clichés; no redundancies

Coherent

- Logical order
- Sentences link together



What We've Learned – Writing Winning Grants

Data Is Your Friend



- Support your application with data
 - Relevant data will help make your story compelling
 - Don't include irrelevant data that doesn't support your story
- Contributes to trustworthiness

Which is better:

We help many indigenous families.

In 2023, we helped 1352 indigenous families.

In 2023, we helped 1352 indigenous families,
an increase of 14% over 2022.

**Need
new
furnaces**

**Grantor's mandate
to promote volunteerism among seniors
and engage them in the community**

**What kind of data
could support
this request?**



Budget

The grantor may have a template they want you to use

Make sure the budget is consistent with the application

Make sure it's realistic

It should be easy to see how it supports your project

Do the research

Spend all the money by the due date

Post Grant

Congratulations!

But...



...there are strings attached

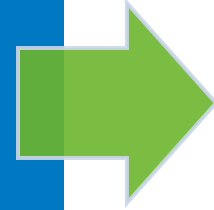


- You are accountable for what you said you'd do
- There are deadlines
- If there's a problem, let your grantor know
- Track expenditures and revenue the way the grantor wants them
- Monitor your progress

Post Grant – The Final Report

Questions in the final report

- Budget
- Data supporting the outcome



Anticipate what you'll need

Collect as you go



Keep track of:

Community support

Logos

Photos



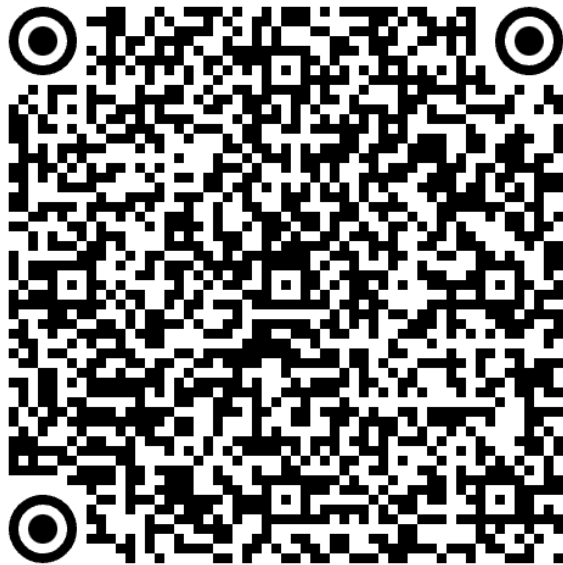
Assign a coordinator

Questions?



Thank you for your attention to this presentation,
please don't forget to provide your feedback on
the **rating sheet** available in the room or directly
through this **QR code**.

Thank you in advance for your support!



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n'oubliez pas de partager vos commentaires
sur la **fiche d'évaluation** disponible dans la
salle ou directement via ce **code QR**.

Merci d'avance pour votre soutien !