Types of Grants

- Project Grants
- Program Grants
- Operating Grants
- Organisational Effectiveness Grants
- Capacity Building Grants
- Capital Grants
- Endowment Grants
Letter of Inquiry

• If the foundation has published guidelines for an LOI, follow them exactly. These might be called suggestions or guidelines rather than rules. In any case, follow them precisely. Not doing so ensures that your LOI will not get very far in the foundation's screening process.

• Type "Letter of Inquiry" at the top of your letter. LOIs receive a very quick initial screening to weed out irrelevant mail. It is helpful if you make it plain that you are submitting an LOI right from the get go.

• A typical LOI is three pages long, plus a budget, and includes the following:
  – A brief and "catchy" title. The title should catch the attention of the reader and draw him into continuing.
  – A one- or two-sentence summary of your project. Make it concise, compelling, and clear.
Grant Guidelines

• **Reporting** – only provide the data that will be used by the grant giver

• **Four accountability principles** – Equity, Access, Transparency, Responding Appropriately

• **Small questions should serve as big ones**

• **Beware of trade-off thinking**
Clubs NSW Funding

• NSW Clubs make $1.1billion in social contributions to the community
• $76 million dispensed to over 6,000 community organisations
• Over $9million provided through Category 3 Funding, a state wide pool used for large scale projects associated with sport, health and community infrastructure.
• [Website Link](http://www.clubsnsw.com.au/clubgrants)
How does your mission align with the Funder’s Core Priorities?

Example:

“Our proposal is compatible with your grant writing priorities to support the growth of the I.T. industry in the Hunter. With XYZ’s grant support, together we can ensure our common goal, that the I.T industry grows and evolves into a sustainable business sector”.
Commonwealth Government
Grant Guidelines

• Defines meaning of a grant – intended to promote one or more of Australian Government’s policy objectives

• Recipient is required to act in accordance with any terms or conditions specified

• One Standard Funding Agreement

• Comply with milestones
Examples of Project Description

**Vague** – Your support for this project will greatly improve the lives of teenagers

**Concrete** – Your support will provide 6 months of individual counselling, tutoring and training for 100 teenagers.

**Okay** – Though we serve 3,000 meals a month, the need has increased

**Better** – Though we serve 3,000 meals a month, we are forced to turn away 90 families each month due to the increased demand for our services.

**Best** – The expected result of this project is to serve the most disadvantaged families from our community. Your investment of $15,000 will provide 9,000 meals, helping us to meet the growing demand for our services. With your support, we won’t be forced to turn away the 90 families each month that we currently don’t have the resources to feed.
Project Rationale

- It is important that the project ‘fits in’ with existing local planning.
- You should consult with groups already involved in community development to ensure this is the case and include this ‘compatibility’ in your argument.
Grant Writing Tips

1. Make it about your reader (your prospective client)
2. Answer the question
3. Try not to waffle
4. Make it clear what’s in it for them
5. Be direct
6. Avoid sweeping statements
7. Give great examples
8. Remember – looks can kill
9. Jog their memory
10. Make it word perfect
Comprehensive lists of grants can be found at:

• **Community Builders**
  
  
  *(NSW website for grant seekers)*

• **Grantslink**
  
  [www.grantslink.gov.au](http://www.grantslink.gov.au)
  
  *(Federal website for grant seekers)*

• **OurCommunity.com.au**
  
  *(Community Funding Centre)*
Sport and Recreation Grants

- NSW Sport and Recreation *(Communities, NSW)*  

- Australian Sports Commission *(Federal)*  

- Australian Sports Foundation *(non-government)*  
  [www.asf.org.au](http://www.asf.org.au)
Business and Industry Grants


- The Department of Education, Employment and Workplace Relations: www.deewr.gov.au (the lead government agency providing national leadership in education and workplace training, transition to work and conditions and values in the workplace)
Cultural Grants

• The Australia Council for the Arts (the Federal Government’s arts funding and advisory body)

• Web: www.australiacouncil.gov.au