Grant Writing Basics Series
Workshop 1 – The BIG Picture, Finding Funding, and Selling your Idea
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Where to Start?

• Your purpose and passion!

• Concept Paper (1-page)
  • Clearly explain your project
  • Define your target group
  • State your project goal and expected outcomes
  • Include a sentence or two to sell your project (support with data or research!)
  • Helps to focus your search and talk about your project to potential funders
Your Turn: EXAMPLE Concept Paper

• What is your project idea?

• Who is your target group?

• What is your project goal?

• Why is this important (this is what sells your project)?

Time in breakout rooms to discuss your ideas and then share.
TRIO & Other Related Programs

• TRIO and GEAR UP are prescribed programs, there will be hundreds and even a thousand or more applicants with the EXACT same programs; SO your proposal needs to stand out:

  • Why do your students NEED this program more than other locations?
  
  • What is innovative, unique, or special in the services you provide?
  
  • What evidence-based practices will you use to ensure success of your project?
What makes a good concept? What stands out?

• What caught your attention as others shared?
BIG Picture #1: Project Planning

• Does it need to be done in one large project or can it be broken into smaller projects over time?
• Are there multiple funding sources available for parts of the same project?
• What is the timeline of the need and/or other funding sources?
• Grants typically take TIME to hear results and to set up (i.e. accounts, positions, etc.)
BIG Picture #2: Impacts

Broader Impacts to community, state, nation and society

Campus Impacts (+ and -)

Direct Impacts:
- Participant Success
- Student Success
- Advancing knowledge
- Building capacity

Your Project
BIG Picture #3: Campus Alignment

• Is my project appropriate?
  • Look to the 2015-2021 Strategic Directions

• Five UHMC Strategic Directions
  • Student Success
  • Quality of Learning
  • Hawaii Papa O Ke Ao
  • Community Needs and Workforce Development
  • Sustainability

• Base your idea in the Strategic Directions

• Also, consider the lasting impact and/or sustainability of your project once funding ends.
Aligning to Strategic Example

• Health Center Example Perspective #1
• We need to provide flu shots to vulnerable community members—elderly, those with health issues, children—as a community service; many of the people in the community depend on us
Aligning to Strategic Example

• Health Center Example Perspective #2
• Flu shot administration provides the nursing and CNA students with critical practice by giving hundreds of vaccinations under close supervision; furthermore the campus benefits from increased vaccinations as it reduces the risk of contracting influenza by between 40% and 60%, with those receiving the vaccination experiencing milder symptoms for a shorter time if they do become ill (CDC Report, 2017)—i.e. less staff/faculty/student absences
• Same goal reframed to meet campus needs
• Also example of reframing to match sponsor goals
Where do I find funding?

- Federal Government (sign up for notifications!)
  - Ex: NSF, EDA, USDA, Dept. of Ed
- State and County Agencies
  - Ex: Hawaii Tourism Authority, Office of Economic Development
- Foundations (www.foundationcenter.org)
- Non-profit Organizations
- Industry
Group Work: Finding Funding

• ORS Website: [www.ors.hawaii.edu](http://www.ors.hawaii.edu) (look under “search”)

• What might be a relevant source for our concept?

• Sign up for notifications from the department/organization and/or the Federal Register

• Grants.gov search
Bringing it Together:

• Start with a Concept Summary (1-page maximum)

• Considerations for Maximum Impact
  • Clear well-stated idea
  • Compelling presentation of idea (supported with data)
  • Scope is reasonable (project planning)
  • Proposes an impact and/or sustainability
  • Aligns with the funding source (& strategic plan)

• Find Target Funding Sources
  • Talk to others who are doing what you do
  • Look at recent awards (make contact!)
  • Schedule meeting with a sponsor contact
  • Share your concept paper with others
Questions?
In Summary: Tips from Today

• Clear concept and strong justification for NEED (or why important)
• Make your proposal stand out (innovation, evidence-based practices)
• Address the broader impacts of the proposed work and lasting impacts/sustainability
• Find federal, state, county, or private organizations with the same mission
• Sign up for notifications and search on the organization pages
• Be open to projects that are not a perfect match, you might build through multiple
• Just Start! Smaller county, private, and state grants are a great place to begin.
• Talk to people (program officers/funding agency, similar project under the same grant, trainings/workshops from the funding agency, become a grant reviewer)