

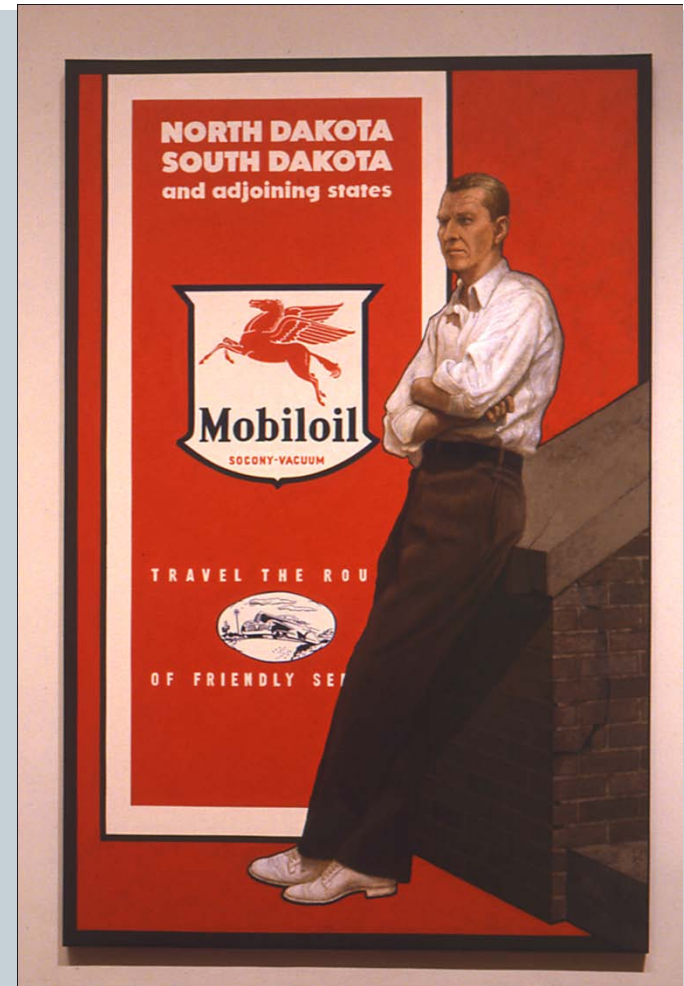
Show Me the Money



**GRANT WRITING FOR ART EDUCATORS
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Types of Grants

- **Federal Grants**
 - Department of Education
 - Grants.gov
 - State Arts Funding
- **Foundation Grants**
 - Large Foundations
 - Small Foundations
- **Corporate Grants**
 - Letter of Interest
 - Internet Submissions



Where Do I Start?



- **What Are the Proper Procedures for Your School and District**
 - Speak to school principal
 - Speak to district grant officer
 - Find out the correct submission processes
 - Different grants may have different procedures
 - Internal deadlines/intent to apply
- **Why Know Procedures?**
 - Limited submissions
 - Conflicting grants

Where Do I Find Grants?

- [Google](#)
- [Grants.gov](#)
- [Schoolgrants.org](#)
- [NEAFoundation.org](#)



Assessing Mission Fit



- **Know the Sponsor**
 - **Do your research**
 - ✦ Web pages
 - ✦ Mission statement
 - ✦ History
 - ✦ Scope of grant making
 - ✦ Read and reread the funding opportunity



Know Your Funder

- **Look at Website**
 - Do they require 501c3 status?
 - What is their mission
 - What are their current funding priorities
 - Does your project match their mission
 - Read guidelines
 - Look at past funded projects
 - Speak with grant officer



Assessing Mission Fit



- **Analyze the Match (Your Goals—Their Needs)**
 - What's in it for the sponsor?
 - How does your approach accomplish sponsor goals?
 - Why would they want to buy your idea/project
 - What else has the sponsor funded?

- **Review Successfully Funded Proposals**
 - What kinds of organizations were the awardees
 - What similarities does your organization share?

Writing Your Proposal



- **Follow the Guidelines**
- **Think Through Project**
 - A competitive proposal starts with a good idea but develops the idea into a detailed action
 - Clearly indicate who, what, when, and how
 - Outline specific details of the project
 - Be succinct
- **Focus on Students/Student Learning/Achievement**
 - Equipment grants
 - Professional development grants
- **Evaluation**

Sponsor Priorities



- **Note Key Phrase That Convey Sponsor Priorities**
 - “Transformation”
 - “Underrepresented population”
 - “Models of collaboration”
 - “Mutually beneficial partnerships”
 - “Student achievement gap”
- **Let “Buzzwords” Shape Your Content**

Conceptual Strategy



- **What Works with the Sponsor?**
 - Propose from a position of...
 - ✦ **Strength?**
 - Appropriate expertise
 - Excellent resources
 - Considerable prior achievement
 - ✦ **Weakness?**
 - Education achievement gap
 - Low socio-economic status of target population
 - Underrepresentation of target population
 - Lack of resources

Budgeting

- **Include All Required Expenses**
- **Matching Funds**
- **Stipends**
- **Travel Expenses**
- **F&A/Indirect Costs**
- **Federal Submissions**
grants.gov
- **501 (c) 3**
 - **School district v. PTA**



Avoid Holes



- **Before You Write**
 - **Establish Partners/collaborators**
 - ✦ **Schools/colleagues**
 - ✦ **Museums**
 - ✦ **University Departments**
 - ✦ **Need partner commitments**
 - **Letters of support**
 - **Resumes, etc.**

Are you “shovel-ready”? Have you laid the groundwork, and is the project ready to launch

Are You Ready?



- A competitive proposal is a detailed, step-by-step action plan
- If you find yourself proposing
 - Ideas without processes for implementation
 - Potential partners with no letters of support
 - Several “to be named” roles
 - Plans to
 - ✦ Recruit key partners
 - ✦ Identify gaps or assess needs

You are probably not ready to write the proposal

When You Are Funded



- **Go the extra mile**
 - Send a thank you letter as soon as you are funded
 - Complete reporting in a timely manner
 - Stewardship
 - ✦ Thank you notes
 - ✦ Include achievements
 - ✦ Media
 - ✦ Photographs



Reapply



- **Review the Proposal**
 - Reviewer Comments
 - Budget
 - Program details
- **Call the Grant Officer**
 - Improvements
 - Suggestions
- **You Can't Be Funded If You Don't Ask!**



Top Points to Remember



- **Know Your Proper School/District Grant Procedures**
- **Know Your Funder**
 - Mission, grant requirements, deadlines
- **Shovel-Ready Project**
 - If funded, your project is ready to launch
- **Thank Yous!**

Thank you!

