



To Apply or Not to Apply...

Prioritizing Your Grant Requests

Facilitated by:
Oregon Food Bank Grants Team

Deciding which grants to go after is probably the most crucial step in the entire process. The fear is always that if we don't do it, we will somehow miss the boat or someone else will cash in on dollars that could have been ours. The question remains, though: Is that boat worth getting on? You have to decide.

- Tom Butero, from If The Grant Fits, Write It

How do YOU decide?

- How formal/structured is your process?
- Is it documented/written down?
- Who is involved/consulted?



Criteria to Consider

Mission Fit

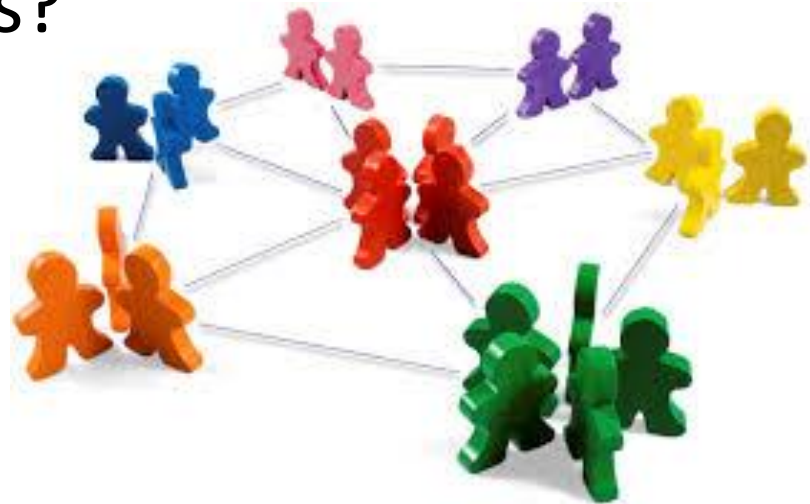
How well do the funder's priorities/funding areas match with your organization's mission? With your current strategic plan/priorities?

Priorities/Guidelines/Program Fit

- Project fit with type funder wants?
- Importance/“need” compared to others?
- Evidence of “community need”?

Relationship to your organization

- Previous funding? When?
- Other relationships?



Amount Funded

- \$\$ range? Is it worth the work?
- How much more do you need?
- Matching funds required?
- “Admin” costs covered?



Geographic Focus

- Within geographic area funded?
- Local, regional, national?



Ease of Application

- LOI first?
- How complicated?
- Page/word character limit?
- How much info do you have to gather?
- Existing vs. new program?
- How much program development needed?

Ease of Application, con.

- New vs. “recycled” language
- Who else?
- Reporting requirements?
- Time needed?
- Next opportunity?

Potential to Generate Additional Funding

Leverage additional funders?



Organizational Resources

- Organizational capacity
- Sustainability
- Staffing
 - Grant writing/management staff
 - Program staff
 - Finance staff
- Community partnerships
- Other funding

Best Practices

- Do your research!
 - Thoroughly read the entire grant application
- Different matrices
 - gov't vs. corporate/foundation

- CharityChannel Press
 - [If The Grant Fits, Write It](#)
 - [Score Twice, Write Once](#)
- GrantStation: [Decision Making Can Be Tough](#)
- JustWrite Solutions: [Grant Decision-Making Matrix](#)
- GPA Blog: [Prioritizing Prospects for the Overworked Grant Writer](#)

Questions?

Comments?

