



INTRODUCTIONS

Myself

- Worked in nonprofit administration for 20+ years
- Raised over \$3 million in funding
- Founded a nonprofit in Vancouver in 2001; was E.D. of Black Creek Community Association for almost 10 years
- Completed a Masters in Leadership in 2008
- Member of Grants Professionals Association
- Started Stream Grants & Consulting in June 2022

You

- Interested in business or nonprofit?
- Previous grant writing experience?
- Goal from this workshop?

OBJECTIVE OF THE WEBINAR

- Prepare you to:
- FIND
 - APPLY FOR
 - WIN
 - & MANAGE

NEW FUNDING MONEY



ARE YOU GRANT READY?

The RIGHT grant...at the RIGHT time

Frontloading your efforts =

A graphic consisting of a black circle with a white border. Inside the black circle is a red prohibition sign (a circle with a diagonal slash). The words "MISSION" and "DRIFT" are written in white, bold, sans-serif capital letters across the center of the red prohibition sign.

MISSION
DRIFT

A Clear Business Plan (Organizational Mission)

- Strategic Plan: outline of long term goals and how the funding will help achieve them
- Assessment of business strategy by a consultant (e.g, Business Development Bank of Canada)
- These tools help ensure alignment with the objectives of the grant opportunity



General Eligibility



- Most grant applications will be very clear about their eligibility requirements
 - Industry type
 - # of employees
 - Business size (revenues)
 - Project size
- Do you need business licenses or permits? In compliance for any/all business/industry regulations?
- Do you have any debts or reporting owed?

Project Readiness

- Again, a clear plan
 - goals
 - timelines
 - expected outcomes
- Feasibility: is the project viable? sustainable?
- Grant Management Plan
 - managing the funds
 - tracking expenses
 - reporting requirements
 - staff support (buy in)



Financial Readiness

- Up-to-date and accurate financial statements
 - Last full fiscal year reviewed or audited
 - Last fiscal year Balance Sheet
- Detailed project budget demonstrating how grant funds will be allocated
- Helps to demonstrate diversified revenues





WRITING A GRANT

Project/Program Description

- * **WHO** (The Team)
- * **WHAT** (The Activities)
- * **WHERE** (Where will activities take place)
- * **WHEN** (Timeline and/or Milestones)
- * **HOW** (Equipment/Supplies needed)



WRITING A GRANT cont'd

- * What the funding will help you achieve (goals & objectives)
- * Impact the funding will have on:
 - your business
 - your industry
 - your community
- * Accessibility
- * Community Support/Need
- * How you will evaluate/measure success



Ensure Responses Are:

- * Answering the question
- * Compelling
- * Clear
- * Rational

BUDGET

PROJECT NAME			
REVENUE		Status	% of total budget
XYZ Funder	\$82,000.00	unconfirmed	0.36
ABC Funder	\$50,000.00	confirmed	0.22
Applicant	\$96,000.00	confirmed	0.42
Total:	\$228,000.00		1.00
EXPENSES			
Professional fees	\$50,000.00	ABC Funding	
Marketing	\$5,000.00	XYZ Funding	
Wages & Benefits	\$60,000.00		
Equipment	\$70,000.00	XYZ Funding	
Engineering	\$7,000.00	XYZ Funding	
Administration	\$36,000.00		
	\$0.00		
Total:	\$228,000.00		
Net (Revenue/Expenses)	\$0.00		



SUPPORTING DOCUMENTS

- ✦ Letters of Support (clients, industry leads, municipal gov't, political leaders, Chamber of Commerce, etc)
- ✦ Quotes (for major project costs)
- ✦ Market Assessment/Analysis
- ✦ Business Plan Assessment/Analysis or Feasibility Study
- ✦ Demonstration of previous project or team successes



WHERE TO FIND FUNDERS

Nonprofits

- * Public Library
- * Charity Village
- * Funder's email distribution list
- * Grant writer with access to a funding database

SME (Small Business)

- * Funder's email distribution list
- * Business Benefits Finder
- * Tailored Business Support Groups e.g, WE-BC
- * Community Futures
- * Business Dev't Canada (BDC)
- * PacifiCan

What We Include

This database features all private grantmakers:

- independent, family, community, and corporate foundations
- corporate giving programs
- faith-based grantmakers
- any other associations with a grantmaking program

How To Search

Before you start searching, learn more about the [Research process](#) and our [Search Terms](#).

Click on a box next to the search criteria, and results will display in a second or two. Click on another box and your results will refresh.

Step 1 - Select your Geographic Scope

- **BROADEN** your results by selecting both NATIONAL grantmakers and the PROVINCES OR TERRITORIES where you perform work.
- **NARROW** your results by just selecting one at a time.
- You will get new results as you click on criteria.
- The criteria will display in the above right. You can remove criteria by clicking on the minus sign or by deselecting the boxes.
- Add GLOBAL Grantmakers to your search to list funders who provide support worldwide.

Step 2 - Select one or more of the other terms.

- **NARROW** your results by selecting more terms.
- **BROADEN** your results by deselecting any term.
- For Areas of Interest, click the category, and then click a subcategory to get results.
- For Keyword or Grantmaker Name, you do not need to select a Geographic Scope.

To learn more tips, visit our [Search Tips](#) page.






Select PROVINCIAL grantmakers who give in specific regions

- | | |
|--|---|
| <input type="checkbox"/> Alberta | <input type="checkbox"/> Nova Scotia |
| <input type="checkbox"/> British Columbia | <input type="checkbox"/> Nunavut Territory |
| <input type="checkbox"/> Manitoba | <input type="checkbox"/> Ontario |
| <input type="checkbox"/> New Brunswick | <input type="checkbox"/> Prince Edward Island |
| <input type="checkbox"/> Newfoundland and Labrador | <input type="checkbox"/> Quebec |
| <input type="checkbox"/> Northwest Territories | <input type="checkbox"/> Saskatchewan |
| | <input type="checkbox"/> Yukon Territory |

- NATIONAL grantmakers who give across all provinces
- GLOBAL grantmakers

Select additional criteria to **NARROW** your results. You can view the entire list of [search terms](#) and their definitions

- ▶ AREAS OF INTEREST
- ▶ TARGET POPULATIONS
- ▶ TYPES OF SUPPORT
- ▶ TYPE OF GRANTMAKER
- ▶ APPLICATION DEADLINE

Actions	Grantmaker [▲]	Geographic Scope	Application Deadlines
Save	100 Women Who Care Kamloops	Thompson Nicola Regional District 	None
Save	Abbotsford Community Foundation	Abbotsford 	Varies by program
Save	Alberni Valley Community Foundation	Alberni Valley area 	February 28, annually
Save	Alexion Charitable Foundation and Corporate Giving Program	Some programs focus on communities where Alexion has a presence. 	Varies by program
Save	Aura Cacia: Positive Change Project	USA; Canada	Applications will be accepted from July 17 to August 31, 2023. (The 2024 application period will be available in the summer.)
Save	Azrieli Foundation	Canada; Israel	None
Save	Bayer Fund: Canada's Farmers Grow Communities	Agricultural producing <u>territories</u> 	September 30, annually
Save	BC/Yukon Command of the Royal Canadian Legion Foundation	British Columbia, Yukon Territory	September 15, 2022 (The grant program has been put on hold for 2023. Additional information will be available in summer 2024.)
Save	Bealight Foundation	Primarily Toronto, ON, though some	Contact the Foundation for current

1-25 of 189 results

CURRENT SEARCH CRITERIA

This is your current criteria. [Learn more](#)

Geographic Scope

- (-) [Canada](#)
- (-) [British Columbia](#)

Areas of Interest

- (-) [Social Services: General](#)

[clear all](#)

You can rerun this search criteria later if you name it and save it, e.g. Springfield School Lunch Program. *

[Save criteria](#)

GEOGRAPHIC SCOPE

Select PROVINCIAL grantmakers who give in specific regions



Why Hire A Grant Writer?

- * Experience = Insight
- * Offer an outside, fresh perspective
- * Don't cost you office space, benefits, or supplies
- * Access to GrantStation database
- * Limited internal capacity and/or need to focus on other priorities
- * Up-to-date on sector best practices
- * Strengthens your internal capacity over time



PH: 250.702.1001

E: streamgrantsconsulting@gmail.com