Grant Writing 101:
Access More Funding for Your Climate Change Program

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Workshop Objectives

Familiarize participants with grant-writing process

Provide resources for climate-related funding

Support shared learning and build community

Grant Writing 101 Agenda

Defining your project and building your team

Identifying potential funding opportunities

Crafting and submitting your proposal

I. Defining your project and building your team

Define your project

What's the need?

What are your goals and objectives?

What are the desired outcomes?

Develop a funding strategy

Divide into a series of fundable projects

Sequential proposals can build larger projects

Build funders' confidence in your team

Identify partners

Expertise

Availability

Required to access funding

Letters of support

Build a grant-writing team

Tribal staff

Consultants / contractors

Tribal liaisons

Grant coordinator

Other partners

Writers of letters of support

Consider grant-writing consultants

Grant writers can be an asset, but…

Even with grant writers, you are responsible!

Writing proposals in-house

Staff know the Tribe

Developing proposals in-house can be a large investment of time and resources

II. Identifying potential funding opportunities

Find funding opportunities

A wide range of opportunities exist for funding projects!

Potential funding sources

BIA Tribal Resilience Program

Tribal Climate Change Guide (Univ. of Oregon)

tribalclimateguide.uoregon.edu

Newsletters

- ATNI climate change (atnitribes.org/climatechange)

Regional Climate Adaptation Science Centers

Grants.gov

State agencies

Nonprofits

Private Foundations

Email Listservs

Upcoming funding opportunities

BIA Tribal Resilience Program Funding

Regional Climate Adaptation Science Center Research Funding opportunities

USFWS Fisheries Resource Monitoring Program

Decide whether to apply

Is it a good fit?
- Project idea
- Tribe / organization

Is it worth the effort?
- How much competition?
- How much effort to apply?
- How much value? (Risk/benefit)

Are you able to apply?
- Internal Tribal policies?
- Approval needed?

Are you and the Tribe ready to apply and do the work?

III. Crafting and submitting your proposal

Respond to the specific RFP

Follow the instructions!

Provide EVERYTHING that is requested

Does your project description match the program needs?

Tailor your project to the RFP

Emphasize the relevance of your project

- Carbon sequestration vs Soil Health vs water retention

- Forest management vs cultural burning vs co-management of forest sources

- Salmon warm water tolerance vs studying climate impacts on salmon vs examining vulnerability of culturally important species

Design your budget

Ask for what you'll need to complete the work

Smaller funding requests are easier to fund

Don't ask for more than you can spend

Simple vs. Complex Budgets

Salary	$ 3,600.00
Honoraria	$ 6,000.00
Consultant	$ 9,700.00
Indirect costs (29.35%)	$ 5,664.55
Total	$24,964.55

Develop your project timeline

Does it work with your proposed project?

Are your timeline and methods aligned?

Gantt Chart

Timeline Template

What's in a compelling proposal?

A good proposal "tells a story"

What's the **problem** to be solved?

What's **missing** from previous work to solve it?

What's your proposed **solution** to this need?

What's your technical **approach** to solving it?

Why are **you** (your team) the one(s) to do it?

How are you going to show you've **succeeded**?

What will be your work's broader **contribution**?

Strengthening your proposal

Back up what you propose to do with what you've already done

Make certain your project is described as being achievable (and actually is!)

Mirror the language and style used in the RFP

Readability is key!

Make it easy for reviewers:

    Use clear and concise language
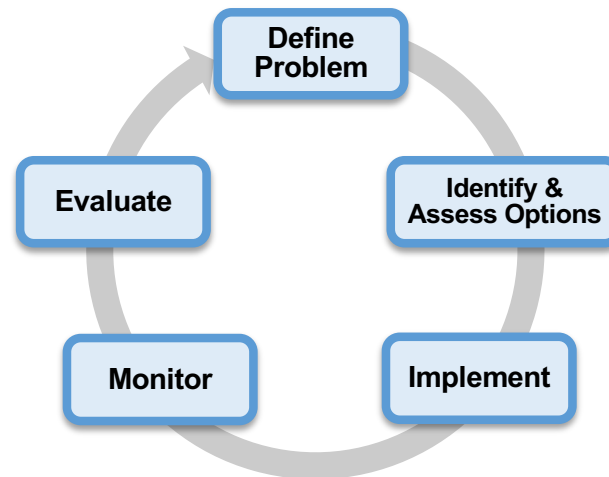
    Highlight key points

Readability is key!

Make it easy for reviewers:

Use clear and concise language

Highlight key points

Use figures to illustrate complex concepts

Project / Executive summary

Write this last! Include:

- Project goals
- Budget
- Timeline
- Partners
- Expected benefits
- Applicability to broader audience

For further assistance: CASC Tribal Liaisons
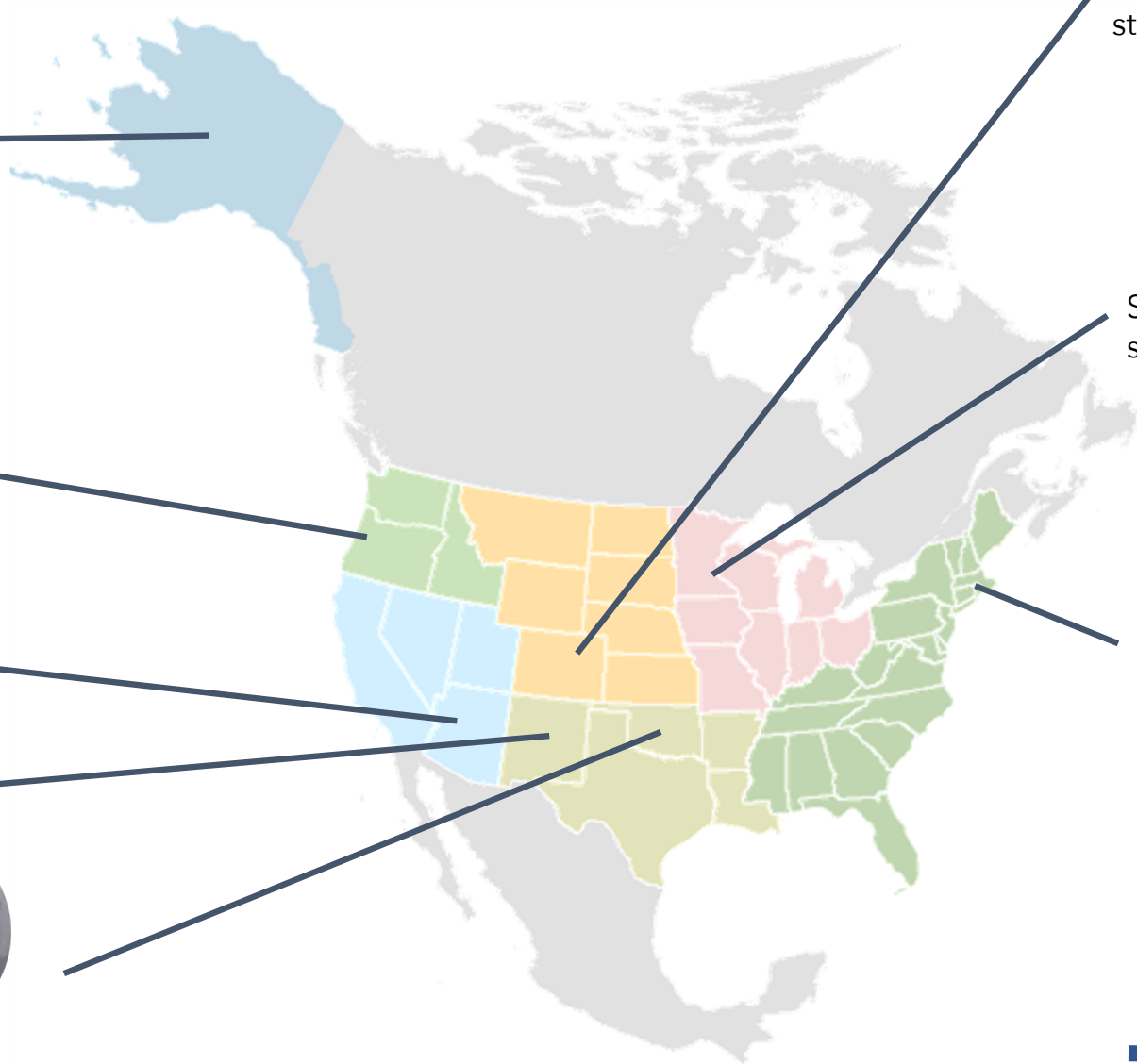

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Summary

Writing a good grant is a *skill* that can be *learned*

You don't have to go it alone – ask for *help*!

You don't have to fund your project all at once – consider a longer-term funding *strategy*

Crafting a compelling *story* is key to success (just make sure it's one that's achievable!)

Thank you!