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**Grant Writing:**

**Give Yourself a Fighting Chance**

**CWA WORKCON 2019**

**May 16, 2019**



**TAD GRANTS**

**TRAINING | ANALYSIS | DEVELOPMENT**

**Facilitator: Tressa Dorsey, President**

# Greetings

1. Name and Location
2. Your Role
3. List one area of strength and one area you would like to improve upon in Grant Writing



# Key Elements



**Proposal Review**



**Proposal Organization**



**Proposal Development**



**Proposal Scoring**

# Review



**Identify: Key Elements**



**Question: Is this is a good fit?**



**Detect: “Themes”**

# Critical Questions

Are we eligible?

Target Population  
& Number Served

Award Amount

Due Date

Cost  
Sharing/Matching  
Requirement

Goals of Project

Are there any  
themes?

Are there any  
immediate red  
flags or challenges?

Required Partners



# Development



Utilize previous proposals for “boiler plate language”



Engage Partners (The earlier the better)



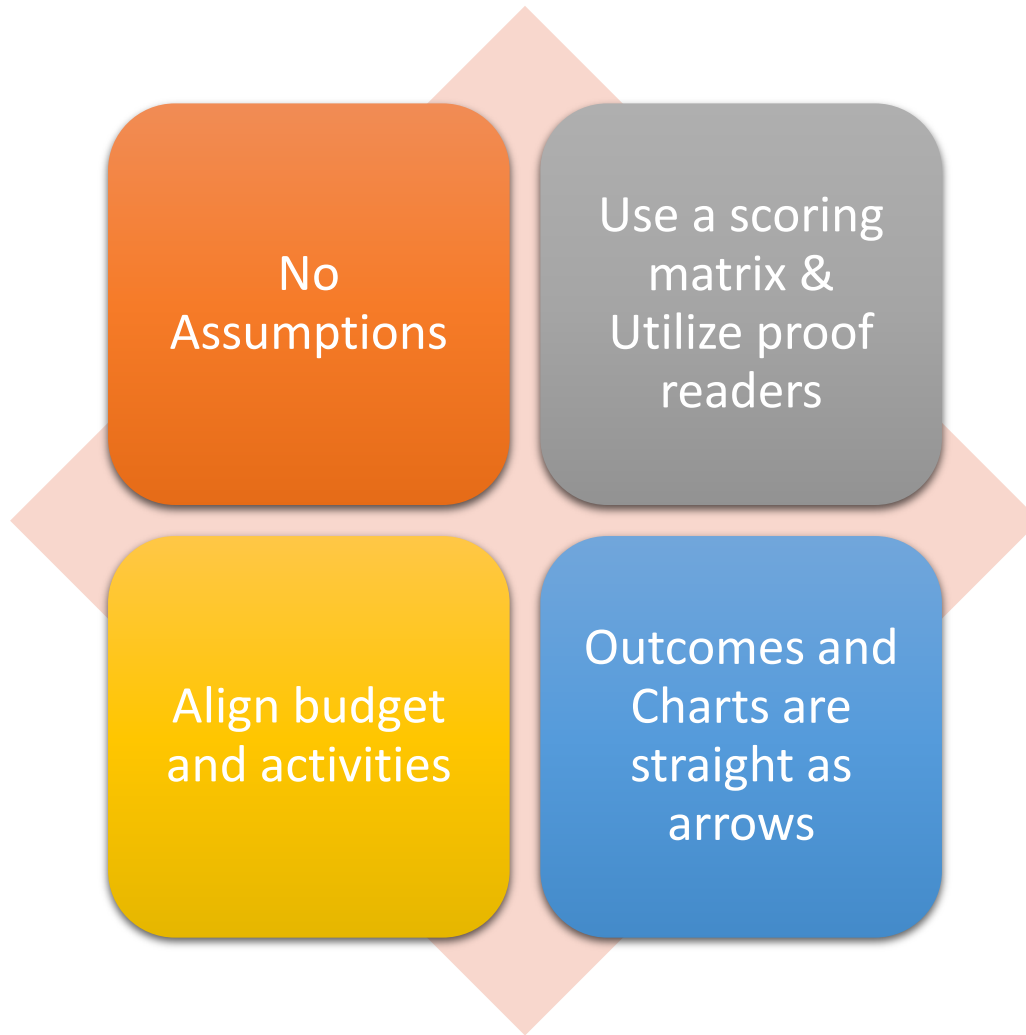
Develop Letters of Commitment Templates/MOU's



Prepare Fiscal Staff



Research and gather supporting documents



# SCORING



<b>Production Schedule</b>  Section/Item		<b>Submit Proposal</b>	<b>Final</b>	<b>Final Team Quality Review</b>	<b>Final Draft</b>	<b>Draft 2</b>	<b>Draft 1</b>	<b>Team</b>	<b>POC</b>
	<b>Internal Score</b>								
<b>Project Narrative</b>									
<b>A. Statement of Need - Up to 18 Points</b>									
(1) Unemployment Rate - Weighted average youth unemployment rate across the zip codes the applicant proposes to serve (up to 6 points)									
(2) Poverty Rate - Weighted average poverty rate across the zip codes that the applicant proposes to serve (up to 6 points)									
(3) Graduation Rate - Average graduation rate across the proposed cities and/or towns applicant proposes to serve (up to 6 points)									
<b>B. Construction Skills and Other Occupational Skills Training Focus - Up to 14 Points</b>									
<b>B. (1) Skills Training Requirements (Maximum 6 points)</b>									
The extent to which applicants have measures in place to ensure sufficient youth will participate in the construction skills training to build or renovate at least one unit of housing over the grant period of performance.									
The extent to which the Construction Training Plan responds to the criteria described in Section IV.B.3.B.									
The need for affordable housing in the proposed community(ies) and how the community could benefit from affordable housing.									

# Summary



**Grant Writing is a *Process***



***Organization* is the key to competitive submissions**



***Engage* partners early**



**Develop an *efficient* budget**



**Use *internal* scoring to drive content edits**

# Follow us!

