



# Faces of Funding

Winning Grants for People in Need



# Agenda

- Who Gives Grants?
- How to Find New Opportunities
- How Grants are Scored
- How to Write a Winning Grant Proposal
- How to Come up with a WOW Factor
- Summary



# Who Gives Grants?

- **Individuals**

- Churches
- Individual donors
- Volunteers

- **Foundations**

- Private
- Corporate
- Community

- **Government**

- Towns
- Cities
- Counties
- State
- Federal



# How to Find Grant Opportunities

- **Networking** – join groups
- **Collaboration** - partnerships
- **News** – Public Radio, Television & Print
- **Newsletters** – electronic
- **Research** – Library and Internet
- **Free Subscriptions** – to funding resources
- **Paid Subscriptions** – to funding resources

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U.S. Government Grants (USGG) is a national grant writing training and consulting company offering a full range of services to a diverse group of educational institutions, government agencies, nonprofit organizations and professional grant writers throughout the United States and Puerto Rico.



#### Services Include:

- ☑ Capacity Building Consultation & Training
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USGG's goal is to help our clients win more grant awards to expand and enhance the good work they do and to empower individuals to make a positive difference in their community.

Our grant writing workshops have been described as "awesome, powerful, practical, fantastic, the best ever..." In a lively, energetic, and enthusiastic style, Beverly Santicola provides a road map for success in writing proposals for government grants, foundation grants and corporate grants. Whether you are a beginning grant writer or a seasoned professional, you'll learn how to create better grant proposals in a simple step-by-step process.

All training programs feature actual grant writing practice, as well as team activities, and immediate feedback. Students have the opportunity to work on their own grant proposals and receive



Beverly Santicola - President



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*Captain Planet Foundation*

\$250-2,500 grants in support of hands-on environmental projects involving children and youths.

### [Listen to a Life Essay Contest](#)

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*American Legacy Foundation*

One free Lenovo ThinkCentre computer, iPod, and Orchard software for a

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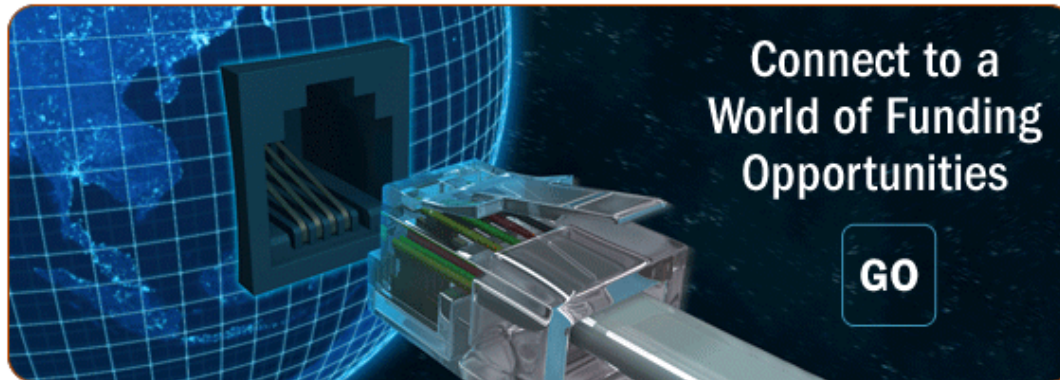
- Animal welfare, wildlife
- Arts, culture, religion
- Awards, prizes
- Children, youth, families, women
- Civic, community
- Disaster prevention/relief, safety
- Economic/workforce development
- Education (higher)
- Education, schools
- Elderly, disabled
- Energy
- Environment, natural resources
- Fellowships, scholarships
- Health, human/social services
- Housing, homelessness
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# How Grants are Scored

1. Feasibility of Program Plan
2. Extent of Need
3. Capacity and Credibility of Applicant
4. Anticipated Outcomes – Evaluation Plan
5. Cost Effectiveness
6. Sustainability of Project





# How to Win More Grants

- **Focus on the People**
  - Extent of Need or Problem for the People
- **Integrate a Best Practice**
  - Replicate an Evidenced-Based Program
- **Create a Replicable Model Program**
  - Come up with a **WOW** Factor



# **WOW FACTOR EXAMPLES**

Replicable Models

# Hit Three Stones With One Bird





# Kids Connection



“Learning is enhanced when we teach what we have learned.”

— *Steven Covey*



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# Project R.E.N.E.W.

Revitalize Eastwood's Native Environmental Wetlands



# Gloves With Love



# Questions?

Beverly Santicola, President  
US Government Grants  
2929 Buffalo Speedway  
Suite 213  
Houston, TX 77098  
Phone: 713.840.1380  
Fax: 713.960.0537  
Email: [santicola@sbcglobal.net](mailto:santicola@sbcglobal.net)  
[www.us-government-grants.net](http://www.us-government-grants.net)

