LESSONS LEARNED FROM WINNING PROPOSALS

Susan Linn
Agenda

Welcome and Introductions
Who Decides and Why? (8:40)
Small Group Critique (9:00)
Common Themes (9:45)
Where to Go for More (10:15)
Questions (10:20)
Who Are You

Experience

Role

Sector
Who Decides and Why

Foundations/Family

Who?
- Family Members
- Seldom Paid Staff
- Lay People

Why?
- Family Priorities
- Causes
- Friends
- Interests

Foundations/Large/Working

Who?
- Paid Staff
- Experts

Why?
- Strategic
- Philanthropy
Who Decides and Why

Corporate

Who?
• Employees
• Do not know your business
• BUSY

Why?
• Relationships (Personal, business)
• Marketing (Brand & CSR)

Government

Who?
• Panel
• May be Expert

Why?
• Usually a public process
• Accountability
• Points
Small Group Critique / Pick a Grant

- Cummings Foundation / EFNE Voc Rehab – Letter of Inquiry
- Agnes Lindsay Trust / Epilepsy Summer Camp $5K
- Epilepsy Foundation of America / Outreach to FBOs $3K
- Eastern Bank Charitable Foundation/ Lowell Afterschool STEM $10K
- Cummings Foundation / EFNE Voc Rehab $100K – proposal
- VOLUNTEER NH / AMERICORPS
- USDA / Lowell Farm to School $100K
Small Group Critique

• Scan the Request for Proposal/Excerpt
• Put yourself in the Reviewers’ Shoes – not the Grant Writer’s
• Read the Proposal independently and think about:
  • 3 things you like
  • something that surprises you
  • a strategy you would use in the future

• 9:35-9:45
• Small group share (liked, surprised, action you will take)
Common Themes

Spokesperson for Group Report (3-4 min each)
Briefly, what proposal did you read?
Summarize the group’s likes and surprises discussion
Summarize the groups Strategies learned
Where to Go for More Information
Contact Information

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