



GRANTWRITING 101

Eric Hessel, VP of Programs
Hendricks County Community Foundation
March 11, 2026

01 - INTRODUCTIONS

02 – FINDING GRANTS

03 – GRANT BASICS

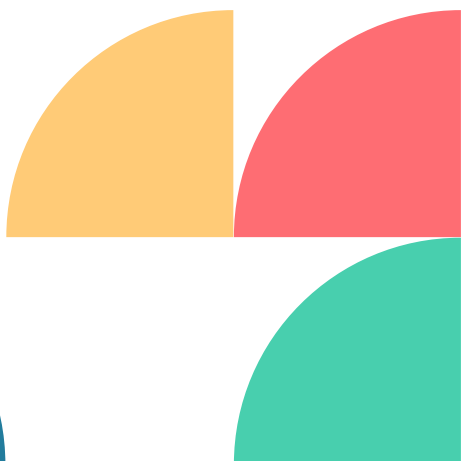
04 – TOOLS FOR SUCCESS

05 - APPLYING FOR GRANTS

06 - WORKING WITH FUNDERS

07 - AFTER RECEIVING A GRANT

08 - A LITTLE EXTRA



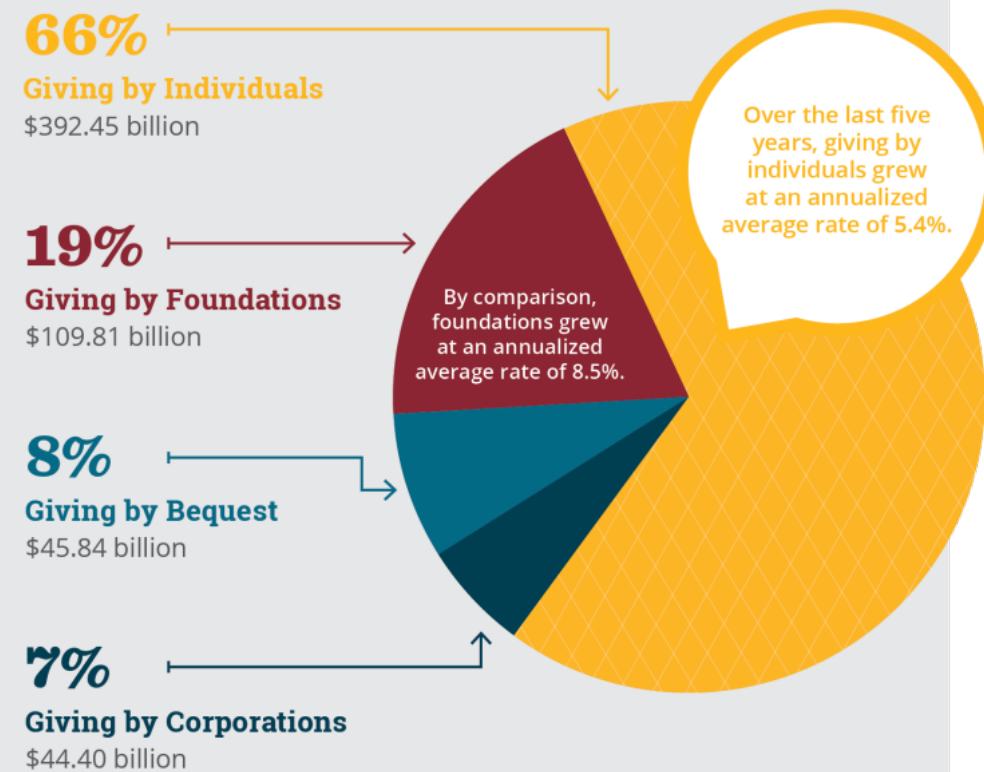
GIVINGUSA 2025

In 2024, Americans gave
\$592.50 BILLION to charity

**THAT'S MORE THAN
 \$1.62 BILLION
 EVERY SINGLE DAY!**

Where did the generosity come from?

CONTRIBUTIONS BY SOURCE (by percentage of the total)



Where did the charitable dollars go?

CONTRIBUTIONS BY DESTINATION (by percentage of the total)



Four of nine subsectors reached all-time highs in 2024, even when adjusted for inflation: education; health; arts, culture & humanities; and environment/animals.



FINDING GRANTS

Never pay to apply for a grant!

WHERE TO LOOK

CANDID - [FOUNDATION CENTER ONLINE](#)

[INSTRUMENTL](#)

INSIDE PHILANTHROPY - [GRANT FINDER](#)

[GRANTS.GOV](#)

[GRANTSCAPE](#)

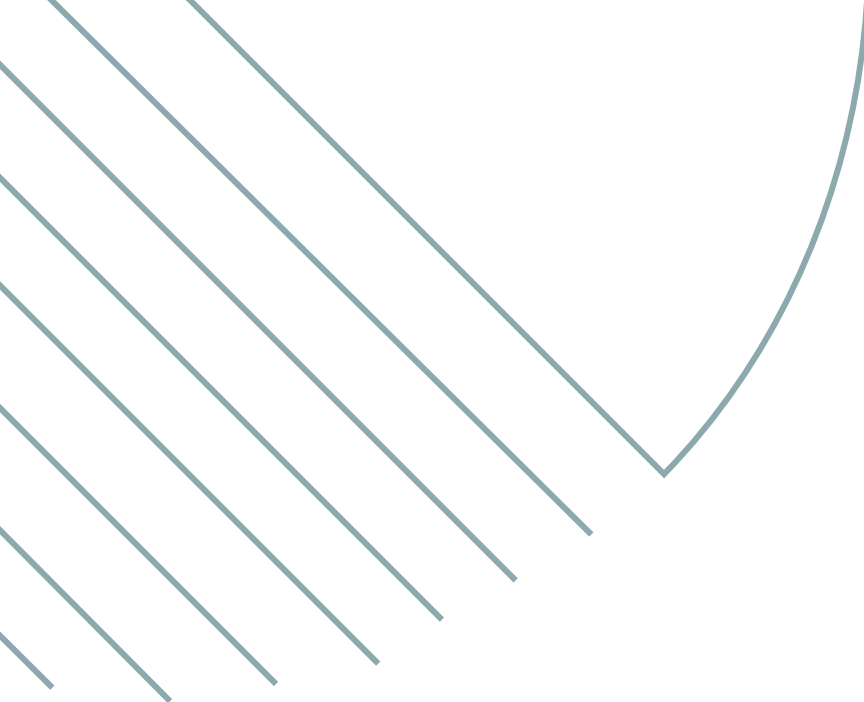
[GRANT STATION](#)

SIMILAR ORGS/PROGRAMS

[GRANTWATCH](#)

REGIONAL ASSOCIATIONS

THREEWAY FIT TEST



GEOGRAPHIC

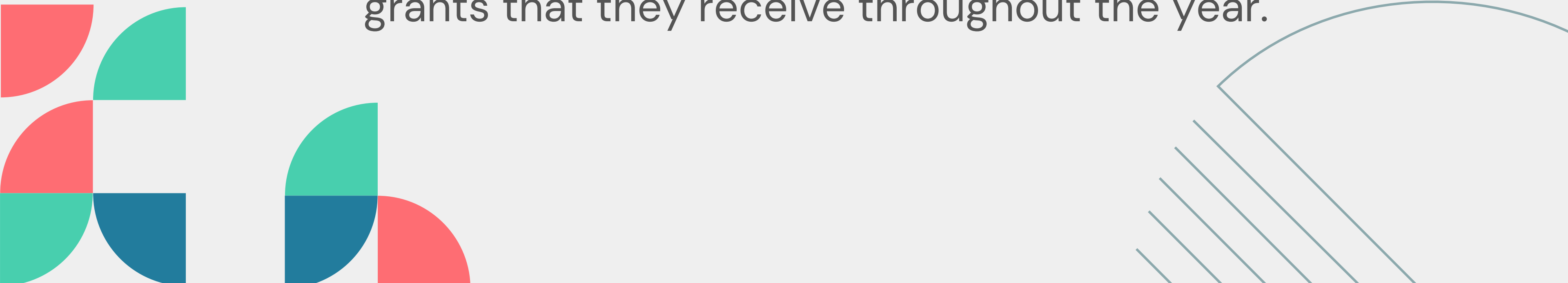
PROGRAMMATIC

PHILANTHROPIC



GRANT BASICS

A grant is a financial donation given to an organization. Grants are typically given by a foundation, corporation, or government agency. Many nonprofits are funded by grants that they receive throughout the year.



TYPES OF FUNDERS

COMMUNITY FOUNDATIONS

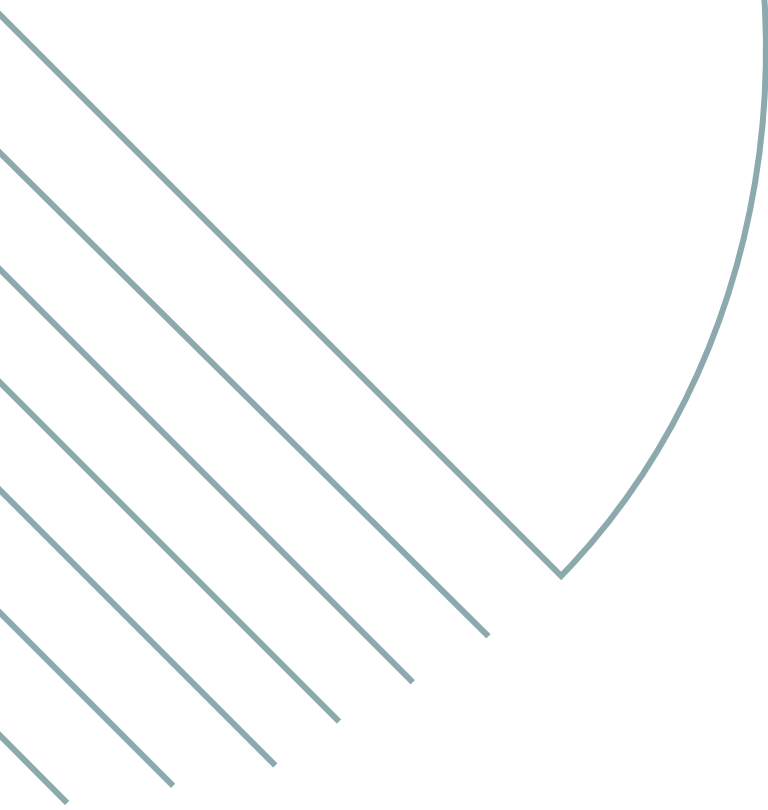
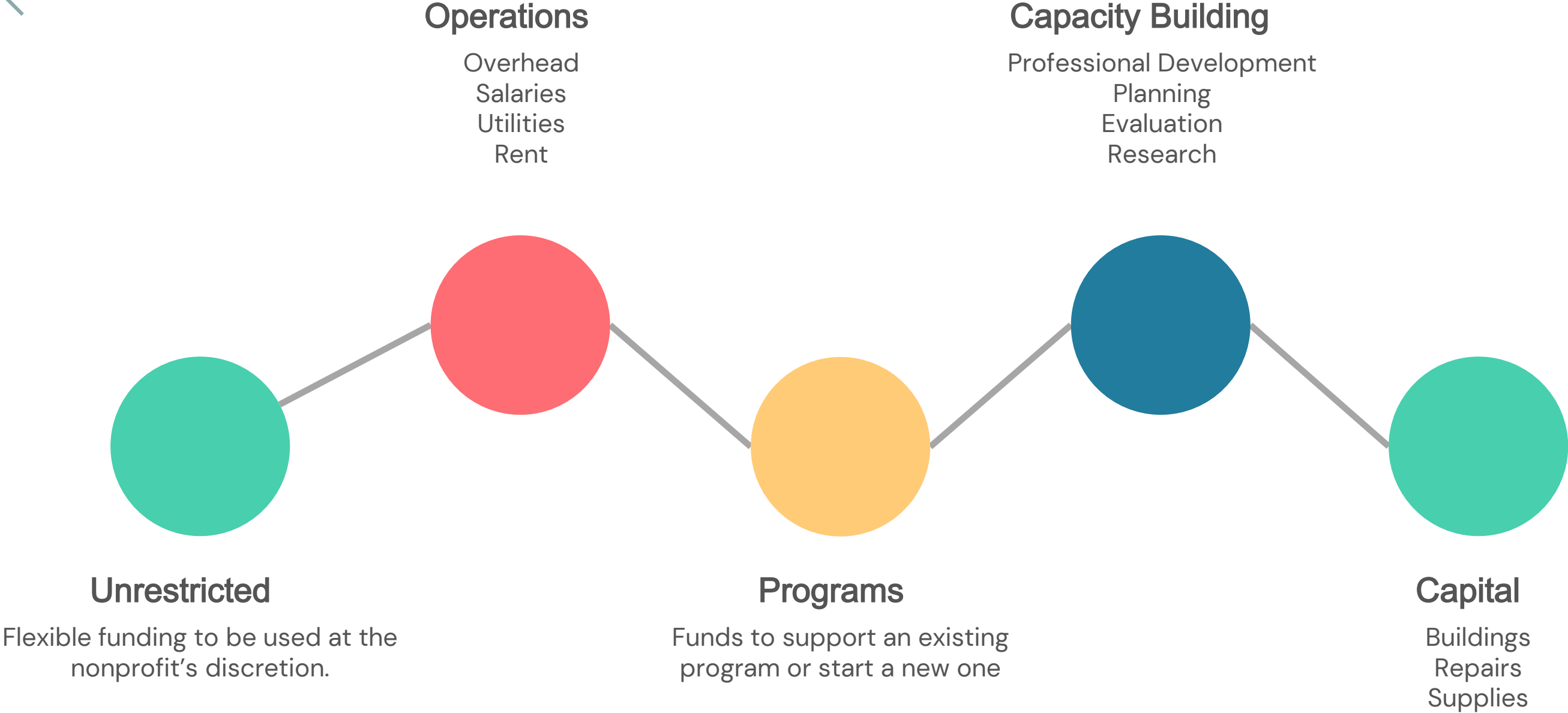
PRIVATE/FAMILY FOUNDATIONS

CORPORATE FOUNDATIONS

GOVERNMENT



TYPES OF GRANTS



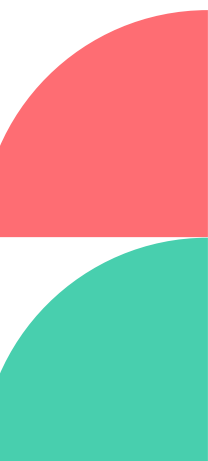
GRANT FORMATS

ONLINE V. PAPER

REQUEST FOR
PROPOSAL

LETTER OF
INTENT

FULL
APPLICATION



PARTS OF AN APPLICATION

ORGANIZATIONAL
INFORMATION

NEED

SOLUTION

MEASUREMENT
& EVALUATION

GRANT
BUDGET &
BUDGET
NARRATIVES

ATTACHMENTS





MEASUREMENT & EVALUATION

GOALS

OBJECTIVES

vs

OUTPUTS

OUTCOMES



TOOLS FOR GRANT SUCCESS

Many grantwriters use these tools to keep both your grant information readily available and to organize their grantwriting and reporting.



**GRANT
FOLDER**

**LOGIC
MODEL**

**CASE FOR
SUPPORT**

**GRANT
CALENDAR**

GRANT FOLDER

IRS
DETERMINATION
LETTER

PREWRITTEN
ANSWERS TO
STANDARD
QUESTIONS

BOARD
LISTING

LETTERS OF
SUPPORT

KEY STAFF

What else?



LOGIC MODELS

INPUTS

Resources that are available to a program/agency and demand for agencies' service

ACTIVITIES

What programs do with resources to bring about desired goals:

- Program-related
- Administrative

OUTPUTS

The direct products or services that are produced by the activities

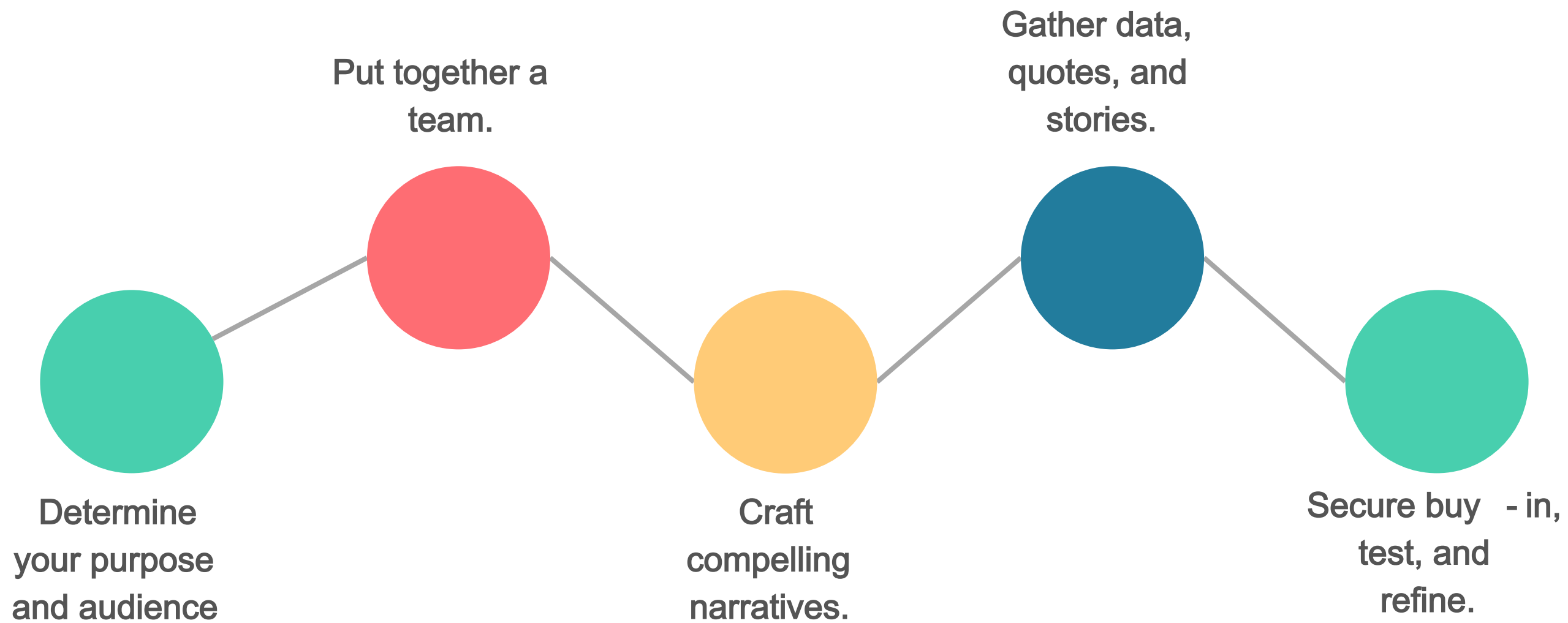
Should be directly observable and recordable

OUTCOMES

- Short term
- Intermediate
- Long term

The changes or results produced in program participants by the outputs

CASE FOR SUPPORT



Resource: [The Art of Persuasion: How to Build a Case for Support](#)

GRANT CALENDAR

- Keeps track of grant opportunities
- Monitors submission deadlines
- Logs follow-up dates

It's all about project management!

Resource: [Grant Writing Calendar: How to Better Manage Your Grants](#)



APPLYING FOR GRANTS

APPLYING

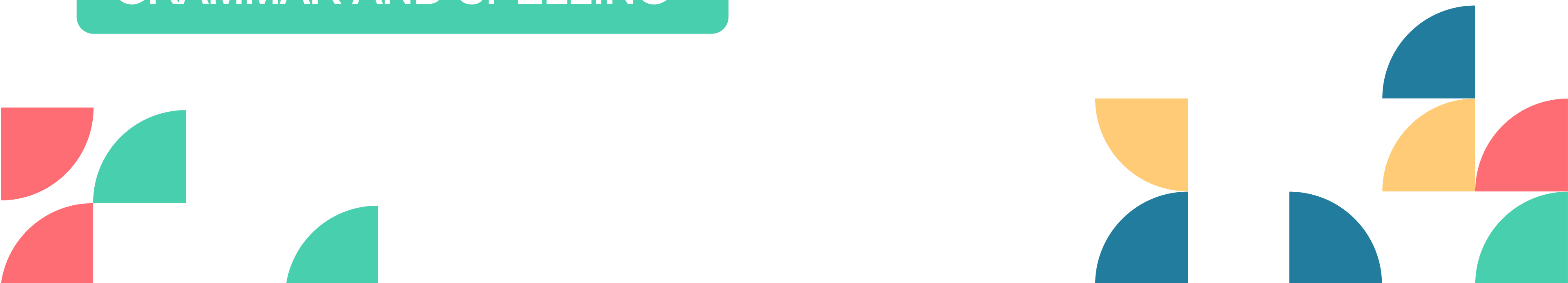
START EARLY

READ ALL AVAILABLE INFORMATION FULLY

FOLLOW DIRECTIONS

USE DATA & STORYTELLING

GRAMMAR AND SPELLING

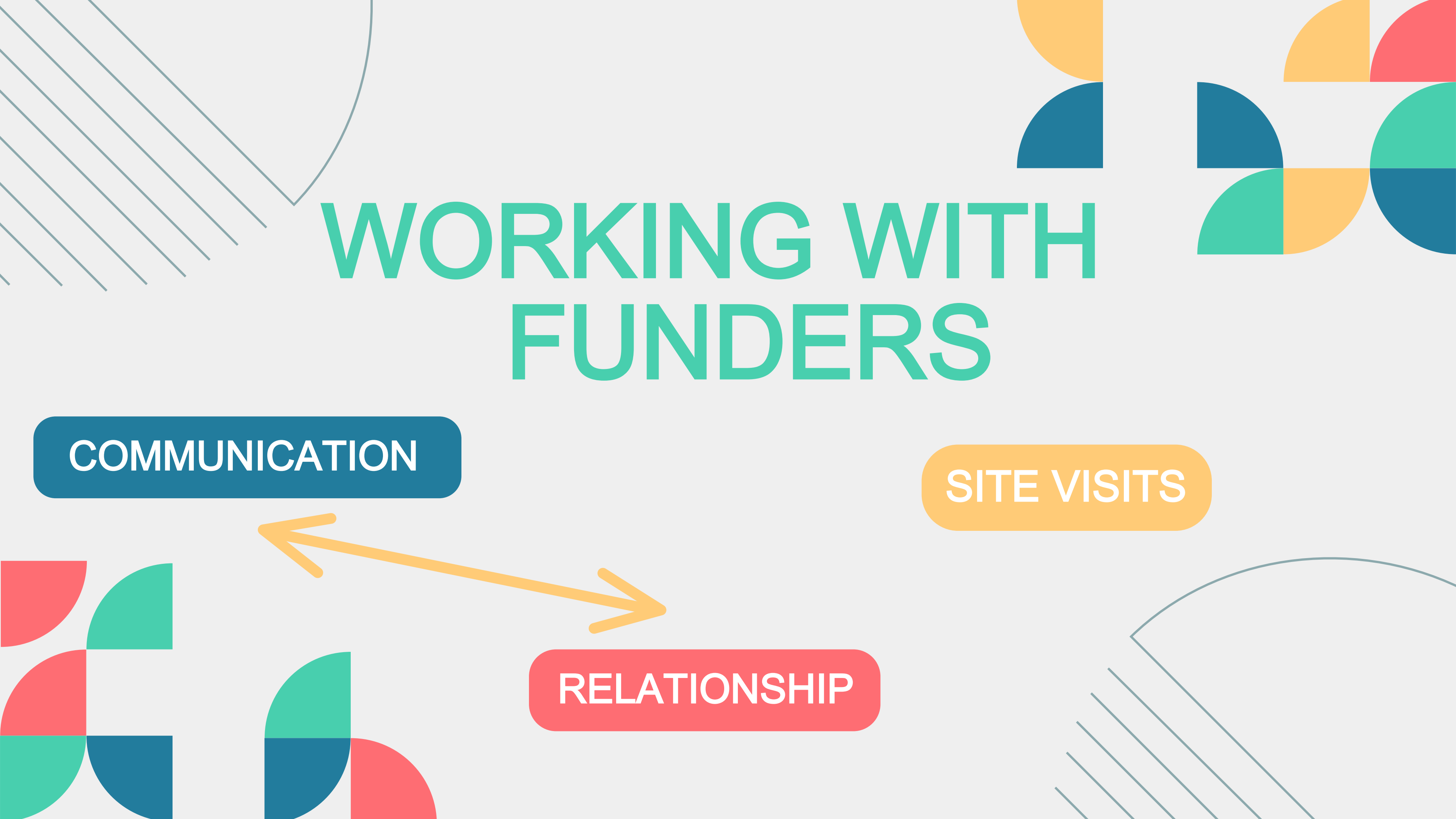
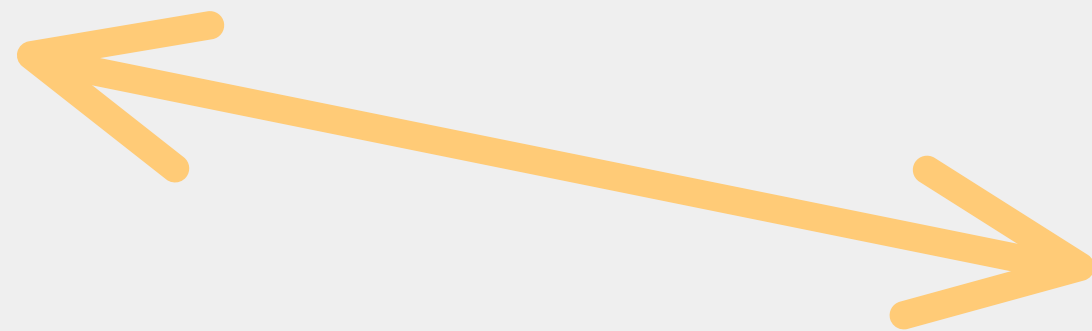


WORKING WITH FUNDERS

COMMUNICATION

SITE VISITS

RELATIONSHIP



REVIEW PROCESS

COMMITTEE

STAFF

RECOMMENDATION

GREEN FLAGS

1. Goal Alignment
2. Tailored and clear
3. Consistent
4. Concise
5. Budget



AFTER RECEIVING THE GRANT

WHAT NOW?

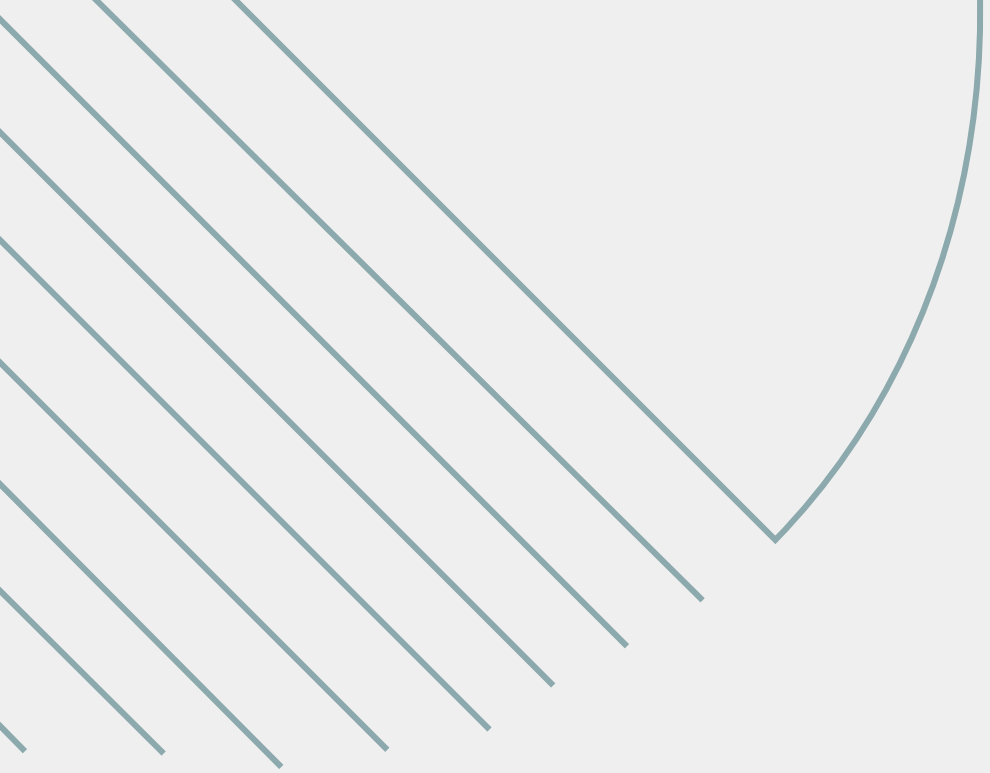
ACKNOWLEDGE

RECOGNIZE

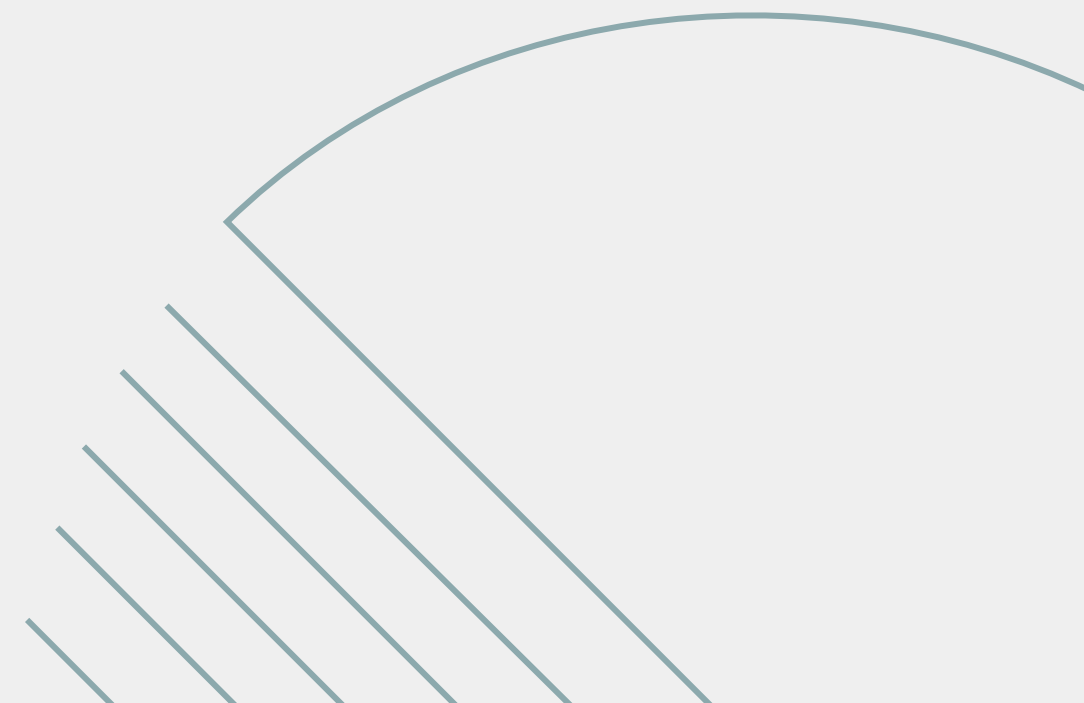
Remember that most funders consider a grant a partnership not a simple check out the door. How can you build a strong partnership?

ACCOUNT

REPORT



A LITTLE EXTRA

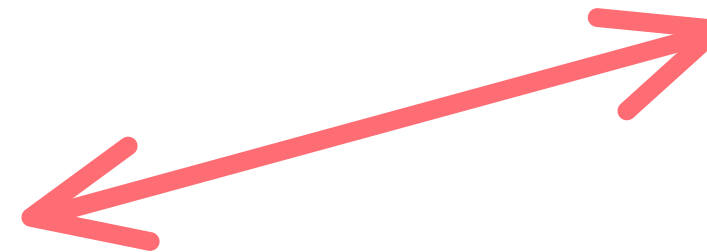
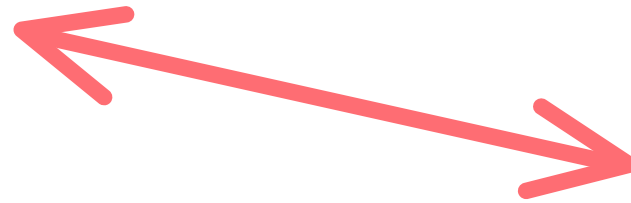


CANDID.ORG

GUIDESTAR

CANDID LEARNING

FOUNDATION CENTER ONLINE



HIRING A GRANT WRITER

DON'T

pay them a percentage of what you receive.

DON'T

select a grant writer based on their fees alone.

DON'T

expect 100% approval.

DON'T

expect fast money.



AI IN GRANTWRITING

SOLVES WRITERS BLOCK

DATA ANALYSIS

MAKING CONNECTIONS

EXPEDITE PROJECTS

GENERIC ANSWERS

INCORRECT INFORMATION

PRIVACY RISKS

JOB SECURITY

THREE THINGS TO DO:

01 - COMPLETE YOUR GUIDESTAR PROFILE AS FULLY AS POSSIBLE

02 - SET UP YOUR GRANT FOLDER AND FIND A GRANT CALENDAR TEMPLATE YOU LIKE

03 - APPLY!

RESOURCES

- [Kovir's Grant Writing Workbook](#)
- [Planning and Writing a Grant Proposal: The Basics](#)
- [Basic Elements of Grant Writing](#)
- [Go Fast and Far By Creating Efficient Grants Systems](#)
- [State Your Case: Three benefits of creating a strong case statement for your nonprofit](#)
- [Grant Competitiveness Mini-Assessment](#)
- [Stop saying that 80% of nonprofit funding comes from individual donors. It's misleading.](#)



QUESTIONS?

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