

GRANTWRITING

SECURING YOUR FUTURE

**Resource Development
Services**

QUESTION

How do we organize ourselves so that we have a steady, predictable stream of funding for general operations?

And funding streams for improvement or special projects?



WHAT WE KNOW ABOUT SUCCESS

Grantwriting is a Team Sport
**The Board and the Executive
Director is the Team**

All you need is some support and training!



WHAT WE KNOW ABOUT SUCCESS

Grantwriting Follows Planning

Annual Plans

Capital Improvements

The Problem is Planning



GOING AFTER THE LOW- HANGING FRUIT

Institutional Donors

**Foundations, Banks, Corporations,
Credit Unions, Energy Companies,
Railroads, Retail Stores**

SO, WHO ARE THESE DONORS?


I'll Show You!

Institutional Donors

**Thanks to the work of
Institute Graduates!**



WAYS INSTITUTIONAL DONORS GIVE

- **Direct giving from local corporate budget**
 - **Employee giving programs**
 - **Gift from corporate foundation**
 - **Gift from local marketing or advertising budget for sponsorships**
 - **In-kind contributions of product, services, and Volunteers**
 - **Matching gifts**
- 

HOW TO APPROACH THEM

Most institutional donors have written guidelines and instructions on approaching them for support.

Finding the people connections

Making initial contact

Understanding and addressing their concerns and priorities

GRANTS FOR CAPITAL PROJECTS

Who Funds Capital Improvements?

I'll Show You!

**Thanks to the work of
Institute Graduates**



HEADLINE NEWS TO BOARD MEMBERS

**The responsibility for raising fund
lies with the Board**

Not

the Executive Director



QUESTION

What will you Do?

As a Board Member

As an Executive Director



**THE NEW MEXICO MAINSTREET
TRAINING INSTITUTE ON
GRANTSMANSHIP**

**A comprehensive grantsmanship
training program for New Mexico
MainStreet, Frontier and ACD board
members, managers and volunteers**



WHAT YOU WILL LEARN

You will learn and apply specific grantwriting skills for the purpose of identifying, approaching and writing a highly competitive grant proposal ready for submission to a targeted funding program of your choosing.

