

## 2-Part Series

# WRITING COMPETITIVE PROPOSALS FOR PRIVATE FUNDER GRANTS



*Liz Delaney, MSW*

### **AT A GLANCE**

Have you been tasked with getting funding for a new or ongoing project or program at your organization but don't have experience doing this? I am intentionally offering this virtual two-day, six-hour workshop in the Fall to prepare you for the final funding cycle for many private funders and any that have leftover funds because they did not meet payout (did you even know that was a thing?). The first of the two days will focus on identifying potential private funders and assessing their fit for your program or project. We will discuss relationship-building, using the foundation's language to connect to your program, and what would make a competitive proposal. You will get an outline of common grant proposal components and what should be included. Finally, I will show you common places to find data and information for your needs statement. You will then have two weeks to start to write your own grant proposal to a funder. We will meet after that two weeks to troubleshoot, provide feedback, and get ready to submit. While part one will focus on writing a program or project proposal, we will touch on general operating support and why that requires a different approach for many funders. In part two, participants will bring their written grant proposal to receive feedback and get ready to submit their proposal to the funder.

### **OBJECTIVES**

1. Participants will understand how to describe their program or project within the context of the funder's interests.
2. Participants will understand how to use a logic model or theory of change to clearly articulate their program or project.
3. Participants will understand common proposal questions or components for funders.
4. Participants will use a logic model or theory of change to clearly articulate their program or project.
5. Participants will have experience answering common proposal questions for funders.
6. Participants will feel more confident with a multitude of grantmaking terminology and funder jargon.

### **INSTRUCTOR**

**Liz Delaney, MSW** is committed to modernizing outdated evaluation methods in the field of philanthropy. With a background in teaching Chemistry and Physics and a master's degree in social work from Grand Valley State University, she began her journey in philanthropy as a graduate assistant at the Johnson Center for Philanthropy. After completing her MSW, she continued at the Johnson Center, helping foundations and nonprofits with strategy, evaluation, and capacity building. Liz has served as a learning officer at two foundations and run her consulting firm for three years, consulting in philanthropy since 2011. She is preparing to defend her dissertation proposal on the role of evaluation in grantmaking. She enjoys traveling and spending time with her five dogs in her free time.



FRIDAY, SEPTEMBER 27, 2024 & FRIDAY, OCTOBER 11, 2024

9:00 AM - 12:00 PM

ONLINE VIA ZOOM

**COST: \$115**

**CE CREDITS: 6.0**

**COURSE LEVEL: Beginner**