

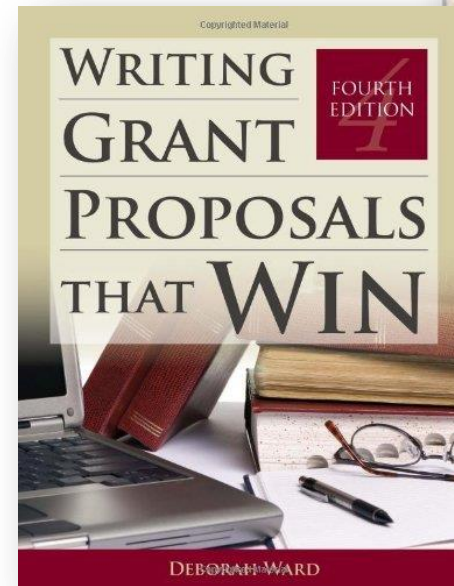
Money Matters: Funding for Educators

Roshni Patel | Career Cruising
Deb Ward | Consultant, Author



Today's Expert | Deb Ward Career Cruising

- M.A, CFRE
- Nationally recognized proposal writing consultant
- Monthly columnist for eSchoolNews
- Author of Writing Grant Proposals That Win



eSCHOOL NEWS

*Thinking about funding is
overwhelming. Where do I start?*

Where to start...

- Identify needs
- Develop proposed solutions
- Develop project and budget estimate
- Research funders
- Match funders to project
- Develop grants calendar



What are funders? What types of funders do I consider?

Types of funders?

- Public funders (federal and state)
- Private funders (foundations, national, state and local)
- Corporate funders
- Individual donors



How do I find funding opportunities for projects like Career Cruising, or other resources like it?

- Perkins
- GEAR UP
- 21st Century Community Learning Centers
- Race to the Top (R2T)
- Department of Labor





LOCAL
EMPLOYERS



*What kinds of documentation do I need
to prepare?*

- Statistics/data to support the need
- Information that supports the proposed solutions
 - Best practice?
 - Studies?
 - Outcomes?

Getting into the details of preparing the grant, what is the difference between goals, objectives, outcomes and outputs?

- Goal—overarching end result of the project
- Objectives—steps taken towards meeting the goal
- Outcomes—What difference do we make?
- Outputs—What do we do? Who do we reach?

Is the evaluation component really that important?

- Measure effectiveness of project internally—does the solution work?
- Make adjustments if needed (formative evaluation)
- Funder sees result of investment
- Dissemination of successful solutions for replication (summative evaluation)
- Use of internal vs. external evaluator

*We don't have a grants person, now
what do we do?*

No Grants Person?

- Hire a consultant
- Share a consultant
- Use an internal team approach



How would we go about selecting a consultant?

- Ask others for recommendations
- Online (AFP, GPA, CC)
- Interview prospective consultants

What exactly is a team based approach to apply for grants? What are the benefits?

- One person/one voice
- Match strengths to proposal sections
- Budget/finance expertise
- Appendix items
- Attachments

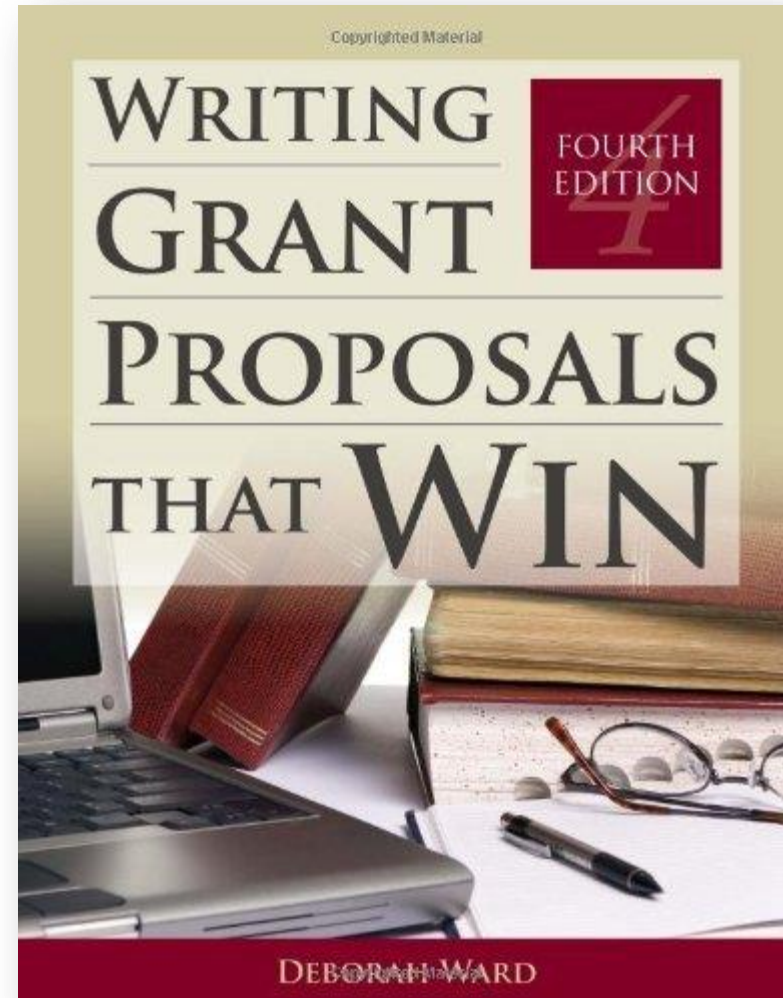
What happens once we receive the grant award? Is the process over?

- Grants management
- Project monitoring
- Programmatic reports
- Fiscal reports
- Final reports
- Link between grants management and future funding

Takeaways?

Takeaways

- Deb's Book
- Other helpful resources
 - eSchoolNews:
 - <http://www.eschoolnews.com/funding/>
 - Grants.gov
 - <http://www.grants.gov/web/grants/home.html;jsessionid=z8h2TYJBwT4y0yGvyxv5vhkt8BBss9RcsJX12VIS6BxKyfKQ8tqx>
 - Grants Alert
 - <http://www.grantsalert.com/>



Thank you!

careercruising.com > blog

Deb Ward > Writing Grant Proposals That Win

For questions please email: roshnip@careercruising.com