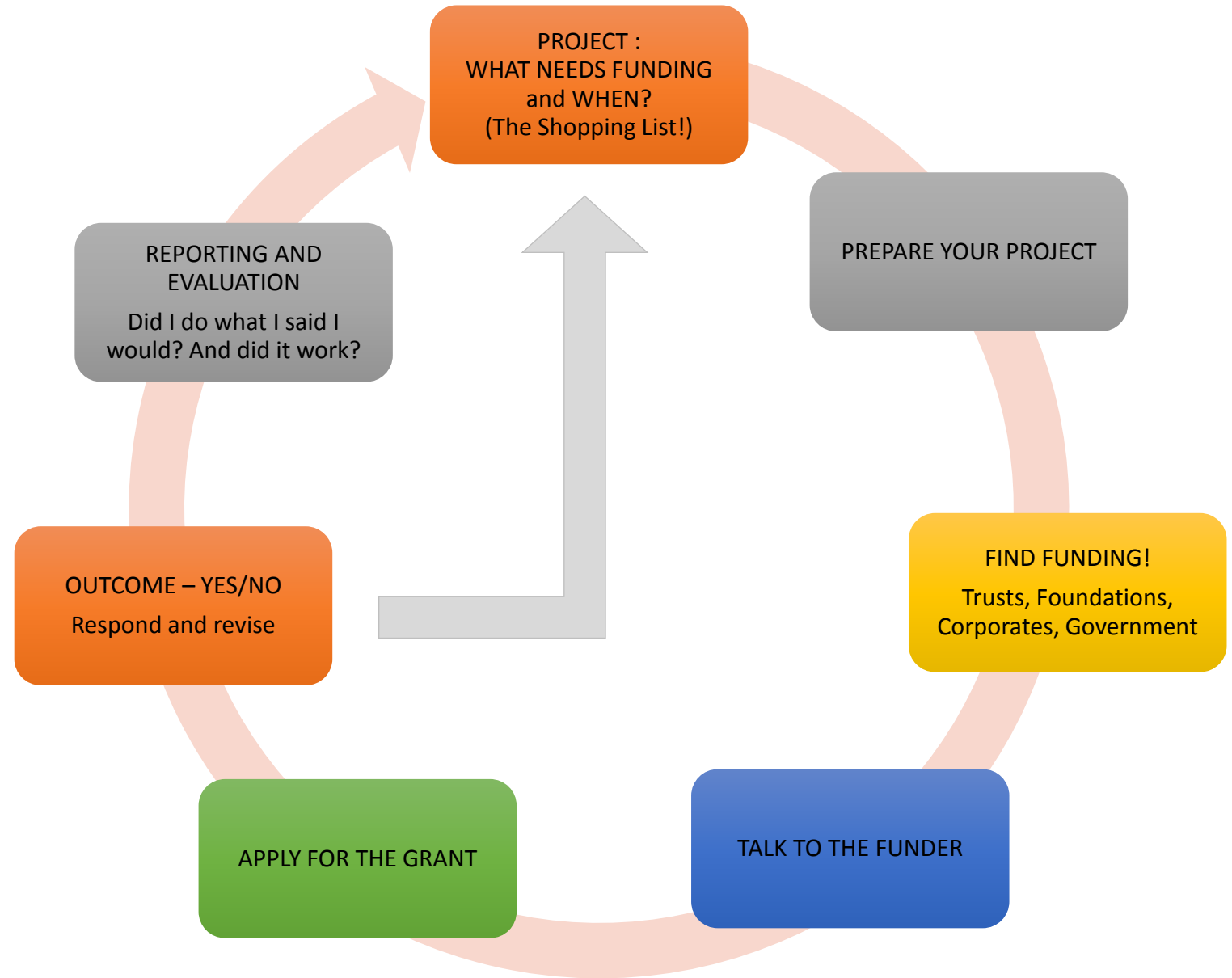


BERRY
STREET

We're for Childhood

SINCE 1877

Grants Fundraising : The Cycle!



Grants Fundraising : Preparing your Project for a Grant

- 1. What is the problem?**
- 2. What is the evidence of the problem?**
- 3. What is your solution? What will you do?**
- 4. When will you start and finish the project?**
- 5. What is the outcome / what will change as a result of your project?**
- 6. How will we know / measure the change?**
- 7. Cost?**



Grants Fundraising : Articulate the problem and the need for a solution

How do I build evidence of a problem and/or solution?

Quantitative Evidence (Statistics and numerical measures)

- Reports about the needs of your community from Local Council, from research or education organisations
- Census data
- Annual reports of local service and community organisations

Qualitative Evidence (descriptive information revealing underlying values/ benefits / issues)

- Information from Interviews with people affected, members, or experts in the field
- Observations from program staff regarding needs / changes for clients
- Media – news articles, social media, radio
- Reports from public meetings, forums



Grants Fundraising : Articulate the solution

What is the solution I am proposing?



Activities

What will you do?

Outcomes

What will change as a result of what you do?



Grants Fundraising : Measure your solution

How will you show you have been successful?

Establish some simple evaluation tools in your organisation. How will you measure the change you are creating?
See: **Measuring what Matters** - a free book from Ourcommunity.com and Betterevaluation.org

What will you measure?	Data sources / Evaluation could include
Changes in numbers	- Counts of people / events / things
Changes in awareness / skills/ knowledge	- Tests and questionnaires
Changes in health / income / education	- Surveys and demographic data
Changes in policy	- Documentation and surveys

Find Finding! Overview of Grant Sources

Government

- Councils and State / Federal Government
- *How can you help them deliver on their policy?*

Corporate

- Local Businesses and corporations
- *How can you help them reach new clients and create goodwill in communities?*

Philanthropic

- Trusts, Foundations, Private Ancillary Funds
***Require DGR Status**
- *Do you deliver community benefits in their focus area?*

Government

- *How can you help them deliver on their policy?*
- Does your local council fund programs for:
 - Community safety
 - Employment
 - Young people
 - Health and wellbeing
 - Diversity and respect
- **ACTION:**
Search your local council website for community grants
Contact your local council Funding Officer

Corporate

- ***How can you help them reach new clients and create goodwill in communities***
 - How can they help with:
 - \$ money?
 - Promotion?
 - Goods or services?
 - How can you help with:
 - Community access?
 - Promotion?
 - Staff activities?
- **ACTION**
Ask for a meeting with 3 local businesses on your main street, tell them about your project

Philanthropic

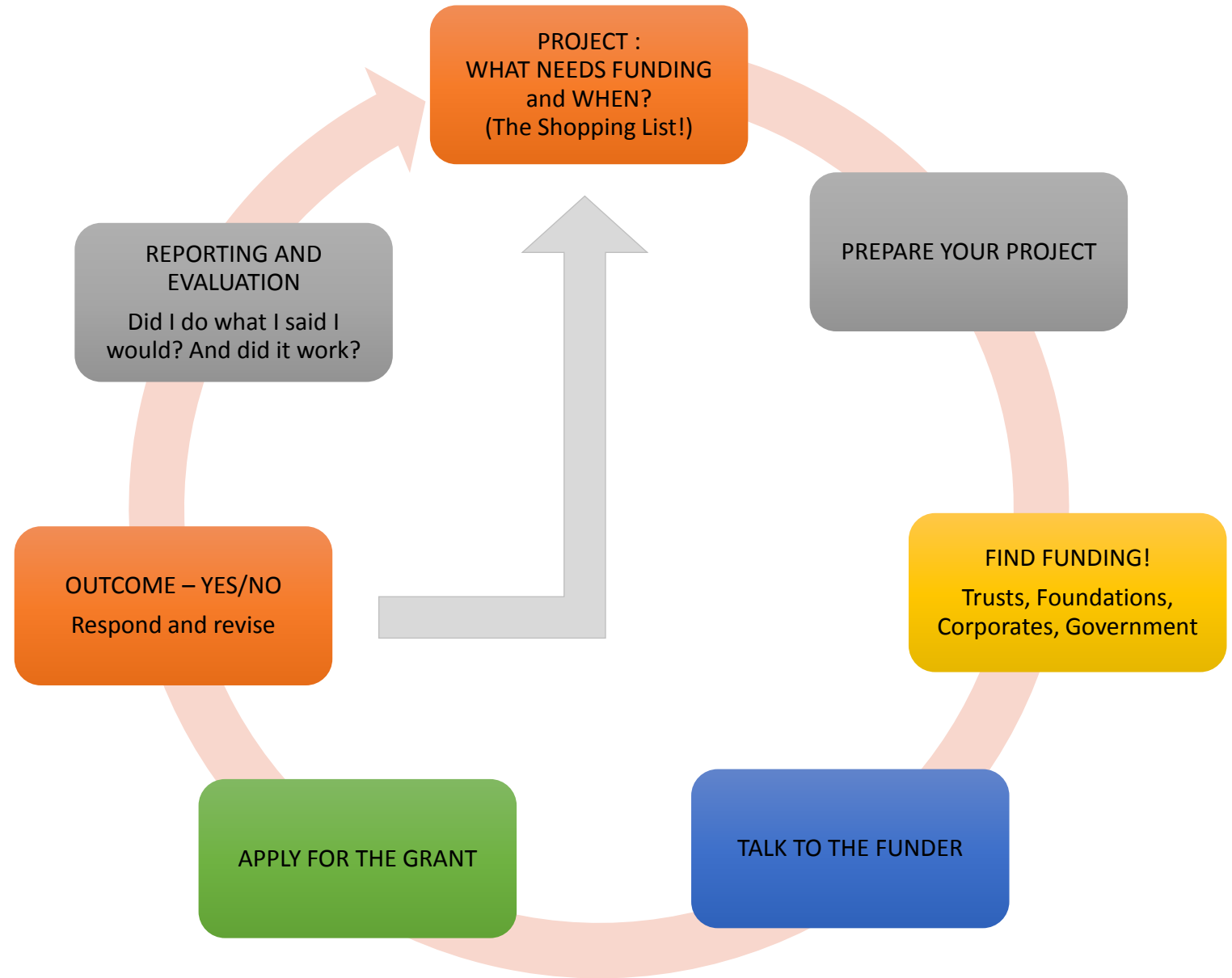
- *How can you innovate projects in their focus area?*
- What is their focus area?
- How can you show your impact in this focus area?
- Who has funded projects in your region?
- Who is on your Board who might help?

ACTION:

If you have DGR, consider signing up to the On-line Australian Directory of Philanthropy (\$99) , and identify 3 Trusts you will talk to about your project



Grants Fundraising : The Cycle!



Grant Sources – Directories, Newsletters, Tools and Tips

- Your **Local Council** grants, for example:
City of Dandenong <http://www.greaterdandenong.com/document/7234/community-grants>
City of Darebin
<http://www.darebin.vic.gov.au/Your-Council/Community-Funding-and-Awards/Grants>
- **Funding Centre:**
<https://www.fundingcentre.com.au/grant/home>
- **Ourcommunity.com** – Funding Scoop Newsletter
<https://www.ourcommunity.com.au/>
- **Philanthropy Australia Directory:** <http://www.philanthropy.org.au/seek-funding/access-grant-makers/>
- **ACNC Look-up** (to locate a Trust or PAF you have heard about)
<https://www.acnc.gov.au/ACNC/FindCharity>
- **Pro-Bono Australia:** <https://probonoaustralia.com.au/>
- **Banks with Community Grants:**
CBA : <https://www.commbank.com.au/about-us/opportunity-initiatives/opportunity-from-good-business-practice/community-grants.html>
Bendigo Bank: <http://www.bendigobank.com.au/community/community-funding>
St Georges Bank: <https://www.stgeorge.com.au/about/stgeorge-foundation>



Thank You