

**Grants – How, What, Where
and Who Qualifies**

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Information Taken From

- Physical Educators' Guide to Successful Grant Writing by Louis Bowers
- Grantsmanship and Fundraising Fundamentals by Smith, McLean, and Coles
- PECentral.com
- Grant Writing for Dummies
- Various Grant Writing Workshops and Websites
- Experiences as a Grant Writer, Grant Searcher, and Grant Reviewer

Beginning Guidelines

- Resource Development Begins with a Good Idea
- The First and Best Place to Look for External Funding Support is Close to Home

Beginning Questions

1. Are the Chances of Your Proposal Being Funded Great Enough to be Worth Your Time and Effort?
2. Does Your Proposal Meet the Philosophy and Goals of Your School
3. Why are You Undertaking this Adventure? Are You Being Honest and Realistic with Yourself and Your School
4. Have You Shared Your Idea with Other Key People

Where Grants Come From

- Community Foundations
- Private Foundations
- Corporate Foundations
- Professional Sources
- Government Agencies

Myths About Grants

1. Grants are Like a Sweepstakes – Based on Luck
2. A Grant Proposal can be Prepared in One or Two Days
3. Persons Receiving a Grant will Make More Money
4. Persons with Grants Work Less
5. Ask for More Funding Than Needed to Leave Room to Negotiate
6. Funding from Multiple Sources for the Same Proposed Project is Available

More Myths

7. Hiring a Grant Writer is Unethical
8. There is No Grant Funding Available for Physical Educators

Finding Funding Sources

- Web Searches
 - Can google: “Wellness”, “Physical Education” “Obesity”, “Fitness” grants
 - PECentral.org
 - Flaghouse, Gopher, Sporttime Websites
 - Other Companies: Project Adventure, Everlast Climbing, etc...
 - SDAHPERD Website
 - South Dakota Department of Education Website

Funding Sources cont....

- Listservs
 - Office of Educational Technology
 - Office of Faith Based and Neighborhood Partnerships
 - Office of Innovation and Improvement
 - Office of Elementary and Secondary Education
 - <http://www2.ed.gov/about/offices/list/oeselistserv.html>
 - Office of Safe and Drug Free Schools
 - <http://www2.ed.gov/news/newsletters/listserv/preventioned.html>

Finding Sources Cont.

- Talk to Other Professionals
- AAHPERD Website – must be a member
- <http://www.schoolgrants.org>
- American Heart Association
- Doesn't hurt to ask but be organized
 - Local businesses
 - Service Clubs: Rotary, Lions, Kiwanis, Optimists

General Characteristics of a Winning Grant Proposal

1. The Grant Proposal is Written Exactly According to Grant Guidelines
2. The Proposal Identifies an Important Need or Research Question and/or an Innovative Solution or Design.
3. The Project is Cost-Effective
4. The Proposal is Well Organized and Clearly Written
5. The Proposal is Concisely Written and Looks Professional

Proposal Writing Process

1. Read The Proposal Guidelines Carefully
 - a. Follow Explicitly and have Someone ProofRead
2. Do the Necessary Preliminary Work
 - a. Make Contact with key people in supporting agencies, collaborative efforts, baseline and background data
 - ethnicity breakdown, free-reduced lunches, weaknesses in meeting standards, financial status of program,

Proposal Writing Process Cont.

3. Discuss the Proposal with the Various Local People and Agencies that will be Involved in the Project. Get their Reactions and Approval
4. Make Early Contact with the Office/ Department in Your Agency that will be Responsible for the Administrative Details of the Proposal Submission and Project Fund Management

Proposal Writing Process Cont.

5. Begin by Making an Outline of the Overall Proposal Components
6. Get the Proposal Reviewed at Various Stages
7. If Various Sections of Your Proposal are to be Written by Different People or Departments, Identify One Person to take Responsibility for Integration
8. If Letter of Support are Required – Be Specific in Telling the Individual What You Need

Ten Grant Writing No No's

- Don't Forget To Get Permission and Input
- Don't Look Stupid by Making Errors
- Don't Overlook the Importance of Stakeholder's Input
- Don't Include Audio or Video Attachments
- Don't Do a Show and Tell Too Soon

Ten Grant Writing No No's cont..

- Don't Submit a Rejected Grant Application without making Major Changes
- Don't Assume the Funder Has No Changes from Year to Year
- Don't Ignore the Printer
- Don't Get Caught by Murphy's Law – if It Can Happen, It Will
- Don't Celebrate for Too Long; The Funding Ends Soon

Questions, Thoughts,
Comments, Items to Share
