



GRANT SCOUTING AND COACHING SERVICES

Build the Foundation -- Find the Funding -- Bigger and Better

Level 1: Build the Foundation

One-time project fee of \$5,000

o Grant Kit

- Financials /990s
- Login / registration library
- Grant Archaeology – previous funding and applications
- Resume / CVs
- Letters of support
- Review of public profiles – what do people find when they search for you?
- Organizational boilerplate (created or refined)

o Key Messages

- Development of messages
- Innovation lens – what are you in the best position to lead on?
- History of the organization – How did you begin? How have you been funded?
- Success stories – What's worked well?

o Grant Decision Tree

- Understand capacity and goals
- Grant Process Outline

Timeline to be determined based on organizational needs.

Level 2: Find the Funding

\$9,500 for Levels 1 and 2 (without monitoring)*

- o Recommendations on types of grants to apply for, based on Level 1 work
 - o Initial search
 - o Program description created
 - o Aligned with recommendations from Level 1
- o Find best grant sources to follow and track
 - o Set up ~5 searches with keywords
 - o **Monitor and assess searches**
 - **Monthly monitoring fees, \$750 per month, with a minimum contract of six months****
- o Circulate matching grants with a one-page brief to key decision-makers
 - o Rated as % of match with established goals
 - o Rated as High / Medium urgency
 - o Recommendation to apply (or not) based on decision tree
- o Set up kickoff calls for “Green Light Grants”
 - o Create timeline to apply
 - o Set up team and ways of working
 - o Roles and responsibilities assigned
 - o Contact list created / share drive set up

**if contracted in the same 24-month window*

***Weekly search monitoring available, by custom proposal only*

Level 3:

Bigger, Better Programs & Funding Options

\$14,500 for Levels 1 and 2 and 3 (without monitoring)

- Evaluation of partnership opportunities
 - Initial meetings and evaluation of potential partners
 - Review of their funding sources
 - Introduction meetings set up
 - Planning for larger grant opportunities
- Innovation development
 - Internal “Shark Tank” events
 - Cross-referencing department initiatives / silo hopping
 - Review of service delivery
- Creative fundraising options
 - Review donor data
 - Identify potential new donors
 - Review best practices for non-profit niche
 - Recommend pilot initiatives to try
 - Case of support development

Training and Consulting

Each available à la carte (under each heading)

Custom proposals based on needs, approximately \$200 per hour

- Communications planning
 - Press releases and media plan for grant wins
 - Review of organizational materials and website
 - Review of event publicity and fundraising materials
 - Social media content suggestions
- Strategic planning
 - Stakeholder universe mapping
 - In-depth interviews
 - Planning / facilitation for board or staff retreats
 - Annual report planning / content development
 - Long-range fundraising planning
- Interviews and Advisory Boards
 - Client feedback / Innovation Scouting
 - Ongoing deep interviews with a patient/caregiver cohort
 - Group meetings to discuss ongoing topics
 - Focus group facilitation and materials development

Training available individually:

- Ethical storytelling training
- Social media spotting
- Photo and video basics
- Cultural competency: generational, race, gender, disability, etc.
Customizable per organizations
- Co-learning principles
- Next level customer service
- Internal culture building
- Federal grant application basics
- Grant scouting basics