GRANT MYTHBUSTING FOR LOCAL GOVERNMENTS

FACT

MYTHS

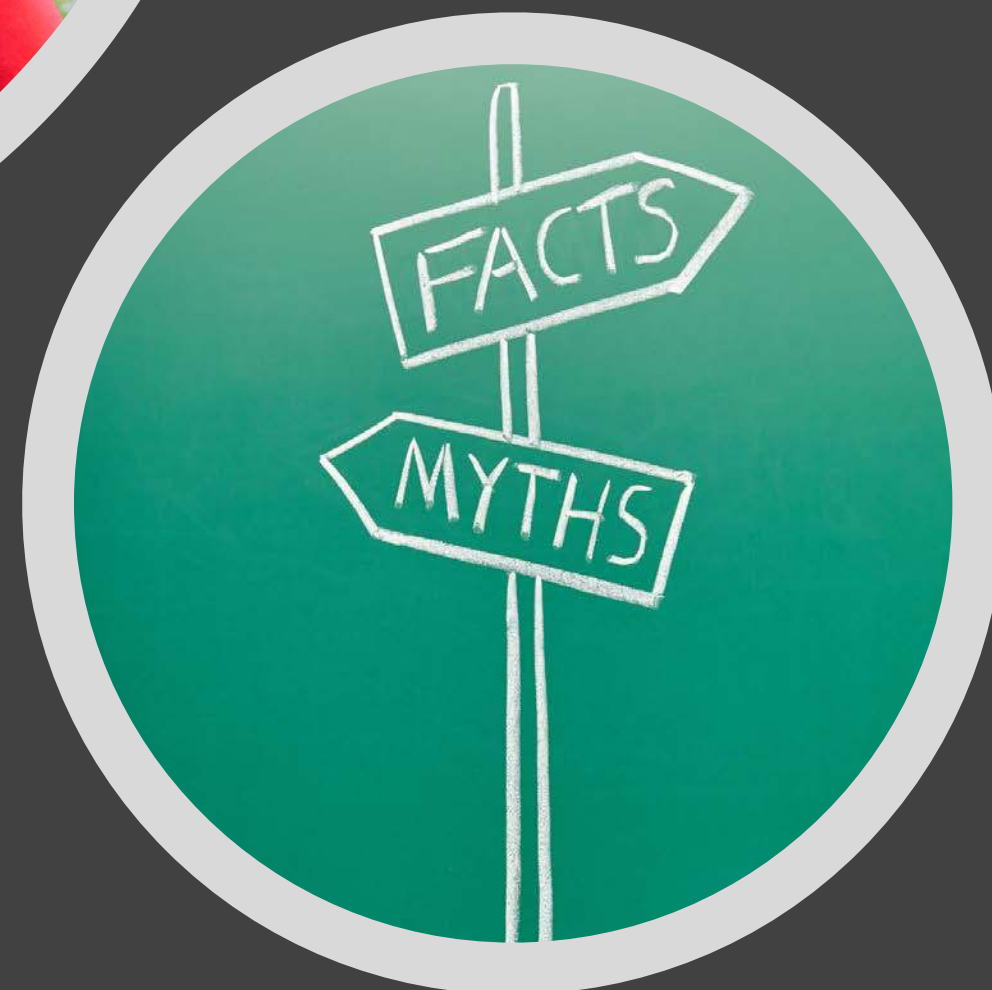FUNDRAISING HAYDAY

A podcast about grants and such

Amanda Day, GPC & Kimberly Hays de Muga, GPC

FUNDRAISING HAYDAY

A podcast about grants and such

- **Co-Creators & Co-Hosts of Fundraising HayDay, a podcast about grants & such**

- **A Combined 40+ Years of Grant & Fundraising Experience**

- **Grant Professional Certified (GPC)**

- **National Trainers & Consultants**

- **Board Members of the Grant Professionals Association**

MYTH #1

I can get a grant tomorrow to fix what's wrong today.

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Successful grant proposals require time & planning. Grant funds do not arrive quickly.

REALITY

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✓Grant applications have a deadlines – most only once a year.

✓Federal grants typically do not send award notices very quickly – can be 3-6 months after application deadline.

✓Funding doesn't typically arrive up front. You are reimbursed monthly based on expenses.

✓Applications require a lot of information (responses to needs statements, budgets, goals and objectives, etc.) as well as attachments (maps, resolutions, logic models, etc.) so you cannot put one together without planning ahead.

✓Signatures from leadership and letters of support also take time.

MYTH **#2**

It's our money; we can use it however we want.

The funding is awarded by the funder for a very specific purpose.

REALITY

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✓ You receive an approved budget with your grant award agreement. Stick to it.

✓ If you want to make changes, you must submit a budget amendment. The funder does not have to approve your request.

✓ If you do not spend your funding according to the budget, the funder does not have to reimburse you.

✓ If you do not keep track of proper invoices, receipts, and checks, the funder does not have to reimburse you.

✓ You may be ineligible for future funding if you misspend funds.

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MYTH **#3**

Grants are easy to write, and anyone can do it. All you have to do is fill in the blanks.

Every grant application is different. If you do not follow the directions explicitly and understand the scoring rubric, your proposal will not be successful.

REALITY

✓ Grants are competitive, and you need a writer who knows how to play the game, or be willing and able to dedicate resources to training someone

✓ Quality writing is important – spelling and grammar matter.

✓ Grants are so much more than writing. It also involves the collection of information and creation of documents.

✓ Every grant proposal is unique – copy and paste does not work.

✓ Grant applications have very specific rules (page limits, character limits, deadlines, etc.) that must be met, or application
will be deemed incomplete.

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MYTH #4

Once you hit the submit button the hard part is over.

Writing and submission is just step one. If the grant is awarded, management and implementation is step two.

REALITY

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✓There are two sides to grants: proposal development and grant management.

✓Management includes:

    ✓Reporting

    ✓Spending the money and tracking every penny

    ✓Implementing the project outlined in the proposal

    ✓Following funder regulations

    ✓Following procurement rules

    ✓Documenting everything

✓Grant management can be very time consuming.

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MYTH **#5**

We have the greatest need, so we will get the most money.

Grant funding often goes to those with the highest score (or greatest connections to the funder), not necessarily the greatest need.

REALITY

✓Sadly, grant funding is not strictly needs based. Awards are, usually, based on a scoring rubric. He with the highest score, wins.

✓Agencies who do not have funding to pay a grant consultant or hire a grant professional typically do not have the time to dedicate to playing the grant game.

✓This often leads many communities with the greatest need without the funding assistance they need the most. Often times, this is most detrimental to communities of color, minority-led organizations, and/or rural areas.

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GRANT RESOURCES

Grant Professionals Association –
www.grantprofessionals.org

National Grant Management Association –
www.ngma.org

Nonprofit Courses – www.nonprofit.courses

Grant Talks Podcast - https://granttalks.mykajabi.com/

Candid
https://candid.org/

Government Grants and Loans - https://www.usa.gov/grants

Fundraising HayDay Podcast
www.fundraisinghayday.com
fundraisinghayday@gmail.com
Twitter: @fundinghayday

Kimberly Hays de Muga, GPC
haysdemugaconsulting@g