

Developing the Best Grant Proposals for Your Organisation / NGO

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Session description

This workshop reviews major issues that you should consider when developing and writing a proposal for funding from foundations, corporations or government.

Topics include: identifying the right prospects for your organisation, incorporating key elements to make your proposal effective, writing the proposal, avoiding common mistakes, and building relationships.

Selected resources (Just a few! Talk with colleagues and search the Internet for more resources.)

The Worldwide Fundraiser's Handbook: A Resource Mobilisation Guide for NGOs and Community Organisations, by Michael Norton, in association with the Resource Alliance, second edition, 2003. In particular, for foundation, government and corporate proposals, see sections 4.2, 4.3, 4.4, and 4.5. See also Resource Alliance website for guides.

Corporate and Foundation Fund Raising, by Eugene Scanlan, Jones & Bartlett Publishers, 1997. www.jbpub.com

Relationship Fundraising, by Ken Burnett, in association with the Resource Alliance, 1992.

Strategic Fund Development: Building Profitable Relationships That Last, by Simone P. Joyaux, ACFRE, Jones & Bartlett Publishers, second edition, 2002. www.simonejoyaux.com

Primarily US / Canadian / North American –centric; but general information, philosophical overview and some resources are useful across diverse borders.

<i>The Chronicle of Philanthropy</i>	www.philanthropy.com
<i>The Nonprofit Quarterly</i>	www.nonprofitquarterly.org
Association of Fundraising Professionals	www.afpnet.org
Center on Philanthropy (Indiana USA)	www.philanthropy.iupui.edu
Canadian Centre for Philanthropy	www.ccp.ca
Charity Village	www.charityvillage.com
Independent Sector	www.independentsector.org

For international work (only a few resources)

Resource Alliance	www.resource-alliance.org
CFRE International	www.cfre.org
Charities Aid Foundation	www.cafonline.org
European Foundation Centre	www.efc.be
Directory of Social Change	www.dsc.org.uk
Foundation Center	www.fdncenter.org
Synergos	www.synergos.org
Civicus	www.civicus.org