



Grants Smarts

Tips and tricks on getting grant ready

good
return

AGENDA SLIDE

1. Grants 101
2. Getting started
3. Frequently Asked Questions (FAQ)
4. Tips and Tricks
5. Budget Tips
6. Any questions?



GRANTS 101

01 What is a grant?

Money, often given by government or charity, that does not need to be repaid.

02 Am I ready to apply for a grant?

On the next page, we'll go through some questions to help you get grant-ready.

03 How do I find grants?

There are many websites that list available grants.

You can also "Google" terms like:

"Arts grants Australia"

"First Nations/Indigenous Grants Australia"

"Small business grants Australia"

"Regional/rural grants Australia"

"Social enterprise grants"

Where to start - some places to find grants:

[Grant Connect](#) (Australian Government grants portal)

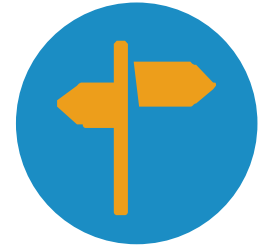
[Business.gov.au](#) (Grants for Australian businesses)

[ARTS hub](#) (arts funding)

[National Indigenous Australians Agency](#) (Grant opportunities under the Indigenous Advancement Strategy IAS)

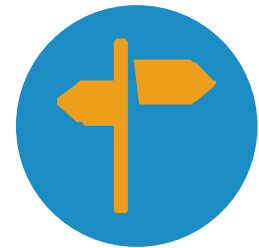
[Local Capability Fund](#) - Western Australia

GETTING STARTED



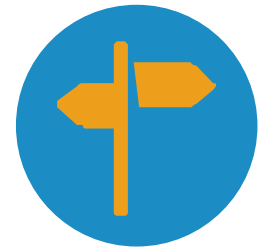
Project Description

- What is your project doing?
- What is your vision/mission?
- What are your objectives?



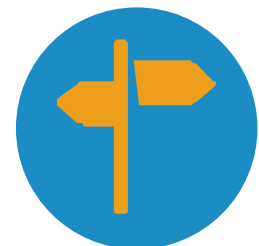
Need

What is the problem you're trying to address? OR What gap/need are you meeting with your product or service?



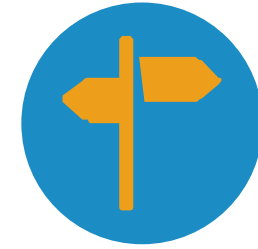
Beneficiaries / Target

- Who are your clients?
- Who will benefit from this project?
- How will you reach them?



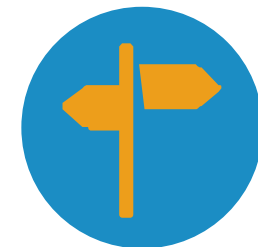
Outcomes

- What outcomes do you expect to achieve with the help of this funding?
- How will you measure them?



Budget

- How much money do you need?
- Do you have other donors already?
- What costs do you need to cover?
- Will you have any in-kind support?
- How much money are you contributing?



Supporting materials

What supporting resources do you have / might you need to help your case?

These could include:

- Your business plan
- Case studies
- Evidence of need
- Letters of support
- Photos/videos/interviews/media articles

FREQUENTLY ASKED QUESTIONS (FAQ)

What does '**how will the project benefit others?**' mean?

How does your project/business help your community? e.g employees local people, improves local economy, grows your sector (eg. tourism, art, bush medicine)

What do the words '**income; in kind; forecast**' mean?

Income = money received for your product or service

In-kind = payment in goods or services (not monetary)

Forecast = a prediction or estimate (ie. how much profit you expect to make in a month/year)

Do my '**achievements to date**' mean how much money I have made?

No. This is generally not a question about money. It could mean:

- challenges overcome
- products designed / quantity sold
- positive feedback received
- awards won
- your business story

TIPS AND TRICKS



Start a 'Grants Folder'
Include commonly requested documents, such as your:

- business plan
- budget
- letters of support
- portfolio/examples of your work
- photos



Resources

Check out the [Maganda Makers website](#) for many guides and extra resources to help you prepare your proposal.

01 Search, Apply & Apply Again

02 Check Eligibility

03 Confirm alignment with grant objectives

How does my project support the goals of the funder/donor?

04 Keep it clear and simple

BUDGET TEMPLATE EXAMPLE

What are you asking for?

Think about:

- Your expenses
- Project timeline (ie. staff rate X hours)
- What does the grant exclude?
- Your estimated revenue
- Other donors
- Any in-kind support
- Justify your costs with quotes or invoices
- Make sure it all adds up

Activity	Time Frame	Unit Rate (per month/ instance, etc.)	# of Units	Unit rate (in US Dollar)	Total (in US Dollar)	Implementing Partner Contribution US Dollar	ESCAP contribution US Dollar
Activity 1							
1.1 Staff and other personnel costs							
1.2 Supplies, Commodities, materials							
1.3 Equipment, vehicles and furniture (including depreciation)							
1.4 Contractual Services							
1.5 Travel							
1.6 Transfers and grants to counterparts							
1.7 General Operating and other direct costs							
1.8 Indirect support costs							
Total							

Total ESCAP obligations per budget line	
Staff and other personnel costs	
Supplies, Commodities, materials	
Equipment, vehicles and furniture (including depreciation)	
Contractual services	
Travel	
Transfers and grants to counterparts	
General Operating and other direct costs	
Indirect support costs	
Total ESCAP contribution	



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ANY QUESTIONS?

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