

Please share your insights! Everyone is encouraged to suggest tips to increase success.

1. Why submit contract bids or grant applications?
 - a. Sustainability for when other grants wind down/
 - b. Scalability to build up.
2. How to find funding opportunities? Network, refined google searches, contact program officers.
3. <https://www.grants.ca.gov/> is a grant-locating initiative from the State Library and you can subscribe to weekly updates.

Budgeting

4. Sometimes it makes sense to draft the budget first, so you know how big your project can go.
5. Does your organization have a federally negotiated overhead rate? That spells out what is and is not chargeable to overhead. With that rate agreement, *some* grants allow for more than a “de minimis” (=standard) rate of 10% [and OMB Uniform Guidance, effective Oct. 1, 2024 allows for 15% - but that is federal, not state]. Resource: <https://calnonprofits.org/programs/overhead> .
6. In a competitive contracting situation, some organizations choose not to budget all the way to the maximum allowed (but if you submit a lower bid, can you do all the work?)

MOUs

7. Institutional connections via a memorandum of understanding (MOU) describes a collaboration.
8. Writing out a set of expectations lays out clear expectations for a partnership.

Grant Writing

9. Clarity rocks: put yourself in the shoes of the overwhelmed reviewers:
 - a. Describe your proposed work to them clearly.
 - b. And excite them!
10. Learn what the funder has previously supported, to get an idea of the range they will consider.
 - a. For NIH, a way to do this is to visit <https://reporter.nih.gov> and search creatively.
 - b. For the state, any ideas?
11. If possible, include the suggestions from staff who would be carrying out this work.
12. Get lots of eyes on what you write, for early and final drafts.
13. Color within the lines –follow the guidelines from the funding opportunity announcement.
14. Build in evaluation if you can, which will help to demonstrate what works and how.
15. Timelines, logic models, and diagrams: All serve to make the project more real in reviewers’ eyes.
16. If not funded this time, be sure to ask for feedback on the application to improve the next version!
 - a. And keep trying! Many, but not all, grant opportunities are repeated...