

The background is a dark blue gradient with a subtle pattern of white dots. Overlaid on the left side are several circular and semi-circular graphic elements. These include solid white lines forming partial circles, dashed white lines forming larger partial circles, and a prominent scale-like arc with numerical markings from 140 to 260 in increments of 10. Small white arrows are scattered throughout the circular patterns, some pointing clockwise and others counter-clockwise.

GRANTS HOW-TO FOR FARMERS MARKETS

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TYPES OF GRANTS

- Federal
- Local/Community
 - <https://www.yourfoundation.org/grants-scholarships/grant-opportunities/>
- Foundation

QUICK TIPS FOR YOUR FIRST (OR NEXT) GRANT

- Successful Grant Seeking
- Writing an Effective Grant Proposal

TOP TEN TIPS FOR GRANT SEEKING

1

- **Start with the end in mind.** Outcome-based programming is the best way to create innovative programming.

TOP TEN TIPS FOR GRANT SEEKING

2

- **Know your funding source.** Familiarity and knowledge of key contacts saves extra steps and builds your relationship with the funder.

TOP TEN TIPS FOR GRANT SEEKING

3

- **Chase your vision, not the money.** It can be tough to find funding but try to avoid funding or funders who don't align with your core competencies.

TOP TEN TIPS FOR GRANT SEEKING

4

- **Time doesn't walk, it sprints.** Plan to start strong and fast from the beginning; have and stick to your timetable.

TOP TEN TIPS FOR GRANT SEEKING

5

- **Get help.** Invest in grant training and/or a grant writer. Use local resources like the South Carolina State Library that offer free training and the use of the Foundation Directory online for finding foundation grants.
- <https://guides.statelibrary.sc.gov/grants-research-assistance>

TOP TEN TIPS FOR GRANT SEEKING

6

- **Learn to speak in numbers.** Be able to quantify and measure the impact of your work with data.

TOP TEN TIPS FOR GRANT SEEKING

7

- **Collaboration empowers you.** Seek to combine resources with programs and organizations that strengthen your case, and your capacity, to achieve serious results.

TOP TEN TIPS FOR GRANT SEEKING

8

- **Keep your nose clean.** A good professional reputation is worth a thousand opportunities.

TOP TEN TIPS FOR GRANT SEEKING

9

- **Spend money in the open.** Audits and accountability are the hallmark of reliable programs.

TOP TEN TIPS FOR GRANT SEEKING

10

- **After you've walked the track, run a good race.** In other words, write a good proposal that states your case clearly.

TOP TEN TIPS FOR WRITING AN EFFECTIVE PROPOSAL

1. Follow directions.
2. Be informed.
3. Be concrete.
4. Be judicious.
5. Be realistic.

TOP TEN TIPS FOR WRITING AN EFFECTIVE PROPOSAL

6. Be ready.
7. Be grateful.
8. Be punctual.
9. Be forthcoming.
10. If at first you don't succeed, try and try again.

RESOURCE LINKS

- <http://connectdetroit.org/wp-content/uploads/2017/10/Top-Ten-Grant-Writing-Tips.pdf>
- <https://trust.guidestar.org/a-foundation-insiders-eight-tips-to-help-you-win-your-next-grant>
- <http://emersonandchurch.com/bookstore/the-ultimate-insiders-guide-to-winning-foundation-grants/>
- <https://www.neefusa.org/7-tips-writing-effective-grant-proposal>
- <https://resources.foundant.com/blog/finding-new-grants-during-crisis-tips-for-first-time-grant-seekers>
- <https://guides.statelibrary.sc.gov/grants-research-assistance>



Thank you.

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