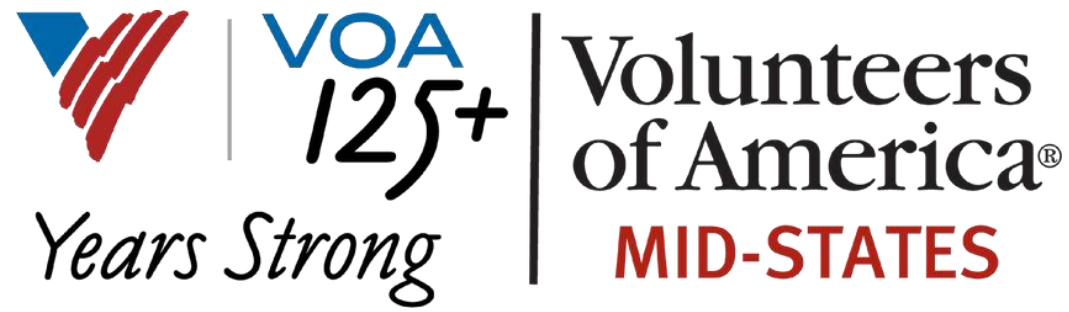




Strategic
Leadership **WINGS**
Conference



Designing Your Program for Grant Success

Becky Morris

Director of Grants

Volunteers of America Mid-States



Volunteers of America Mid-States creates positive change in the lives of individuals and communities through a ministry of service.

Our core values tell our story – we believe in compassion, commitment, diversity, integrity, and justice.



Our Success in the Past Year

Quarter 1 Grants (July 1 - September 30)

Amount awarded in Q1: \$9,124,133

Awarded 14, Denied 9

Amount pending: \$12,821,724

In Q1, the grants team has submitted 38 grants totaling just over \$10 million in request

Recently awarded recovery grants:

- SAMHSA: Family Recovery Court in Hardin County and in Clay/Jackson/Leslie County.
- ARC Inspire: expand the Recovery Reintegration Program in Lincoln, Pulaski, and Rockcastle counties
- OJDP: Family Recovery Courts in Madison and Hardin

Why Does One Program Get Funded and Another Not?

Family Recovery Court

- ✓ Known goals and objectives
- ✓ Key partners involved in program design
- ✓ Well thought out budget with a strong case for all costs included
- ✓ Strong plan for collecting data to show success

Quick Response Team

- ✗ Goals and Objectives have changed every time I write the grant
- ✗ Program was designed fairly independently, but requires strong partnerships to be successful
- ✗ Poorly designed budget with inflated line items to meet a funding amount rather than the program's needs
- ✗ No strong plan to collect data

**If you don't have a well developed program,
you're giving the funder an easy reason to say
"No."**

What to Ask When Developing a Program

Start with...

1. What is the problem you are trying to solve?
2. How do you think you can solve this problem?
3. How does this program align with your organization's mission?
Your vision? Your strategic plan?



Develop the General Program Structure

1. Who is the target audience?

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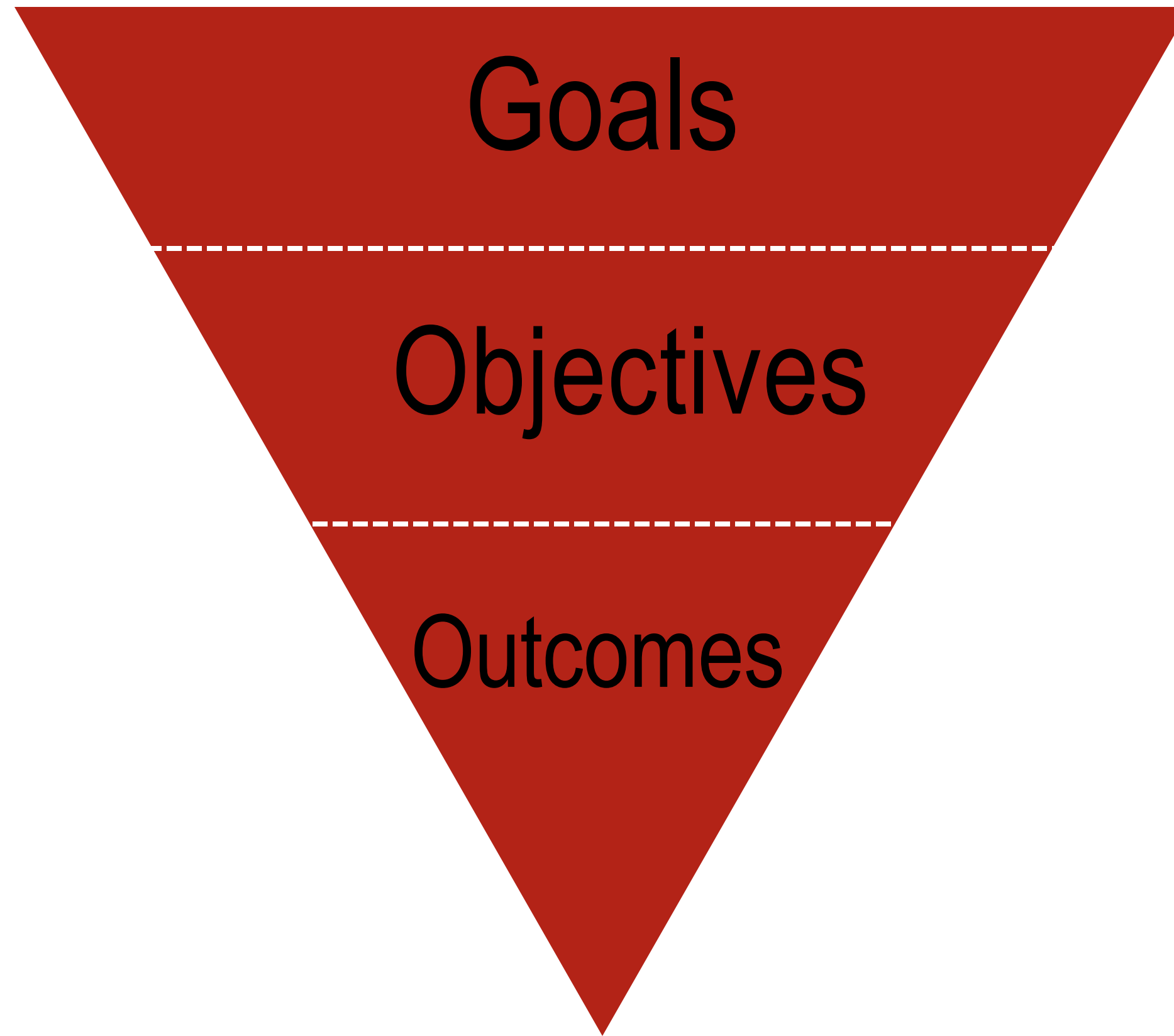
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9. How are you collecting data?

Goals/Objectives/Outcomes



Goals/Objectives/Outcomes



Goals

Goals are High Level, What are You Accomplishing

Objectives

Outcomes

Goals/Objectives/Outcomes



Goals

Objectives

Outcomes

SMARTIE: Strategic, Measurable, Attainable,
Reasonable, Timely, Inclusive, Equitable

Goals/Objectives/Outcomes



Goals

Objectives

Outcomes

Specific, detailed end results, sometimes long after the grant ends.

Goals/Objectives/Outcomes



Goals

Underserved community needs access to fresh, healthy food through a food pantry

Objectives

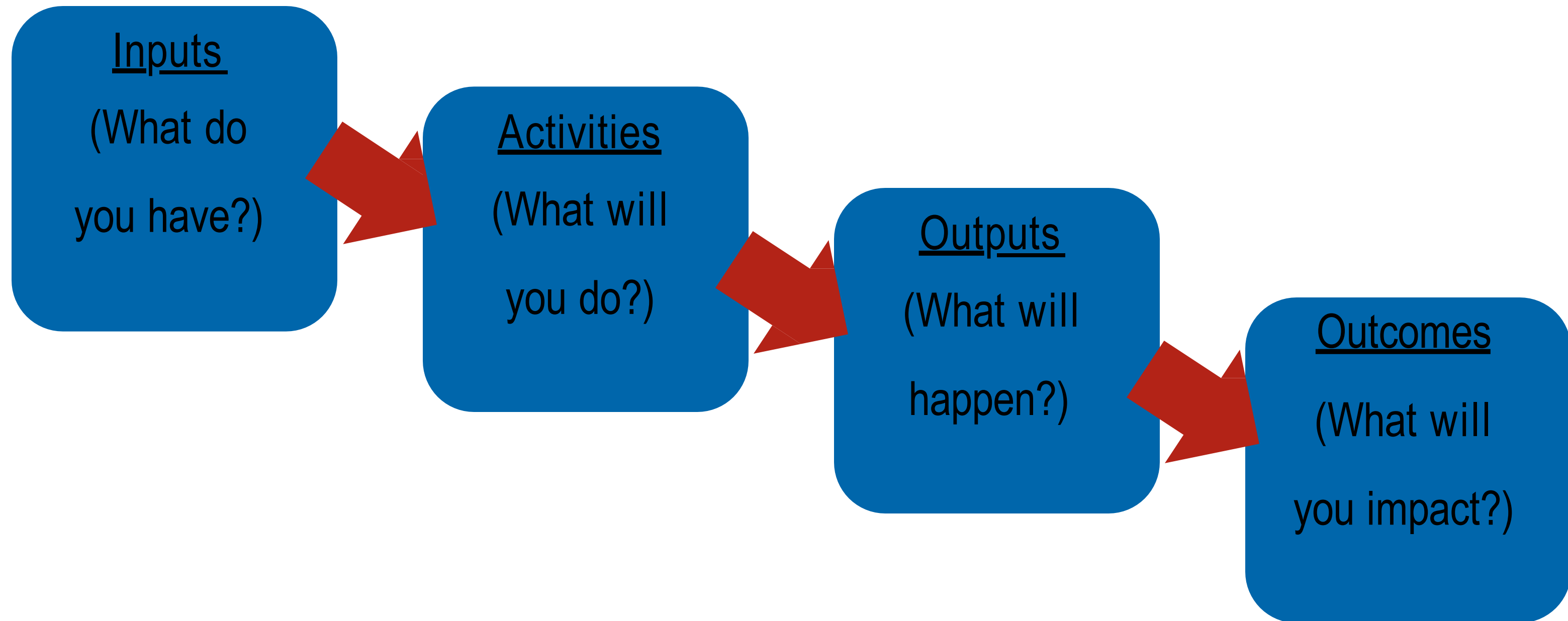
Food pantry is open 4 hours a day, seven days a week and located close to a bus line

Outcomes

Individuals in the community have easier access to fresh food, overall healthier and improved physical and mental well-being.

Don't Fear the Logic Model

Problem Statement: the problem you are trying to solve



Develop a Budget

- Be realistic, but comprehensive
- If it includes staffing and multi-year, do you have cost of living included?
- Think of every possible cost - yes, including pens and paper
- Don't forget indirect/admin line item!
- You can adjust for a grant later, but you need to know the true cost to operate your program as you envision it.

Can You Answer These Questions?

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Let's Build a Program Together

Recovery Reintegration Program

1. What is the problem you are trying to solve?
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1. Individuals in recovery struggle to gain employment
2. Access to job training, job skills; outreach/education; supportive services

Recovery Reintegration Program

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Your vision? Your strategic plan?

1. Individuals in recovery struggle to gain employment
2. Access to job training, job skills; outreach/education; supportive services
3. Expanding workforce development; creating positive change

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Goals/Objectives/Outcomes

Goal 2: Provide workforce case management, support services, career coaching, and job skills training for 335 SE KY residents over the three-year program period.

Objective 2.1: Conduct outreach to VOA-MID's existing programs in the service area, community partners, and recovery network to enroll 75 participants in Year 1, 110 in Year 2, and 150 in Year 3.

Objective 2.2: Complete needs assessment interview for each participant within 2 weeks of enrollment to develop an individual career plan, identifying any needed support services

Objective 2.3: Enroll participants (30 participants Year 1, 53 in Year 2, and 53 in Year 3) in job training programs through VOA-MID's partner network, based on individual skills and desired career goals.

Objective 2.4: Provide support and wraparound services (e.g., car repair, childcare, subsidized training, clothing allowances, etc.) for participants on a case-by-case basis.

Translating Your Program to Grant Questions

You Can't Edit Nothing

Real Grant Questions

- ★ Please describe what you plan to accomplish and how this grant will solve a problem; how will your project benefit our community?
- ★ Describe the alignment with existing or developing capacities
- ★ State the goals and SMARTIE objectives of the proposed project, ensuring that they are clearly aligned with the statement of need
- ★ Provide a concise description of the proposed project addressing what will be done, for whom, to address what need, to achieve what outcome or result (525 characters)
- ★ Describe how the project will be sustained through organizational and financial commitments over the next three years

**If you can answer all of the general
program design questions, you can write
a successful grant application**

Questions?

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