



A-Z of Grant Writing Terms

Applicant

The organization or individual submitting a proposal to request funding.

Budget Narrative

A written explanation of each line item in the budget, justifying how the costs support the project goals.

Capacity Building

Funding intended to strengthen the internal infrastructure or long-term sustainability of an organization (e.g., staff training, technology upgrades).

Capital Request

A request for funds used to acquire or improve physical assets like buildings, land, or equipment.

Community Needs

The challenges or gaps within a specific population or geographic area that the project seeks to address, typically supported by data and community input.

Deliverables

Concrete, measurable products or outcomes expected from the funded project (e.g., number of clients served, reports produced).

Evaluation

The process used to measure the effectiveness of the funded program, often involving data collection, analysis, and reporting.

Fiscal Sponsor

A nonprofit organization that agrees to accept and manage grant funds on behalf of a group or project that does not have its own tax-exempt status.

General Operating Support

Unrestricted funding that supports the overall mission and daily operations of an organization.

Goals

Broad, overarching statements about what the project aims to achieve.

In-Kind Support

Non-cash contributions to a project, such as donated goods, volunteer time, or pro bono services.

Letter of Inquiry (LOI)

A brief introduction to a funder outlining a proposed project; often the first step before a full proposal is requested.

Logic Model

A visual tool that maps out the relationship between a program's resources, activities, outputs, and intended outcomes.

Measurement

The system or tools used to track progress, evaluate effectiveness, and report on outcomes, including both qualitative and quantitative data.

**Mission**

The core purpose and guiding principles of a nonprofit organization, used to align funding opportunities with organizational goals.

Objectives

Specific, measurable steps that will help achieve broader program goals. Typically written using the SMART framework (Specific, Measurable, Achievable, Relevant, Time-bound).

Outcomes

The changes or benefits that result from the project (e.g., increased literacy, improved health, job placement).

Outputs

The direct results of program activities, usually quantified (e.g., 200 meals served, 50 students trained).

Program Support

Restricted funding that is designated for a specific initiative or service within an organization.

Request for Proposals (RFP) (NOFO, FOA, RFA, etc)

A formal call from a funder seeking grant applications that align with specific priorities, guidelines, and eligibility criteria.

Restricted Funds

Grant money that must be used for the specific purpose outlined in the proposal or award agreement.

Start-Up

A new organization or program in its early stages of development, often requiring initial seed funding to build capacity and launch services.

Sustainability

A plan for how the project or organization will continue after the grant period ends, often through diversification of funding or earned revenue.

Target Population

The specific group of individuals or communities that the program is intended to serve.

Timeline

A detailed schedule outlining when key project activities and milestones will be completed, often included in the grant proposal to demonstrate planning and feasibility.

Unrestricted Funds

Funds that can be used at the organization's discretion to support general operations or emerging needs.

**Need help navigating the world of grants?
Let's talk! Schedule a discovery call on our site.**

www.resolutenpconsulting.com

Your Partner in Grant Strategy, Fund Development & Nonprofit