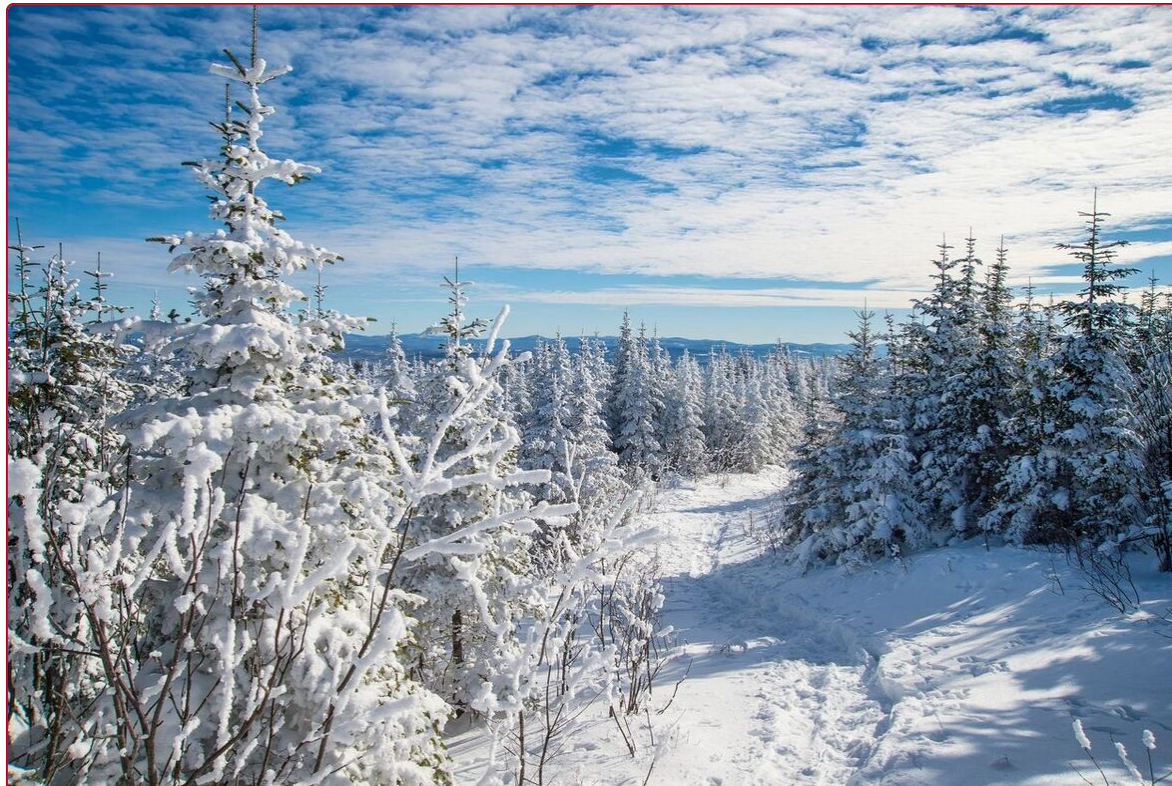


Forward



MJH GRANTS

Writing for change



Hello Clients!

We are off to a great start this year with a lot of efforts to submit foundation, state, and federal grants on your behalf. So far in FY 23, MJH Grants has successfully helped its clients to submit proposals for more than \$175 million in grant requests!

Although the economy seems to be holding on, many nonprofits suffered greatly over the past few years due to the pandemic, and the need for grant writing professionals remains strong. Since the last newsletter, MJH Grants has grown to six employees, and we are hiring one more grant writer to help keep up with your demands!

Our process is sound. We help you develop your project/program idea/capital request first, by creating a framework that outlines the purpose, goals, and objectives and clearly indicates how you will measure the results you want to achieve. We develop a timeline of activities and a budget next. With these three documents, we develop the narrative, adding in the innovation, methodology, and creativity that your organization brings to the proposal. We believe this is the right way to win grants because it is a tested method that has won many times for our clients over the years. We know that funders love an organized, well thought out plan, and they want to partner with nonprofits that are organized, professional and diverse! My colleague, Kirsten Hinsdale, reflects upon DEIA in the article below.

This month, as we celebrate both Black History Month and Valentine's Day, I will continue to do my best to help you succeed. Thank you for trusting MJH Grants to help you make the world a better place!

Happy Valentine's Day!

Maura



Diversity, Equity, Inclusion, & Accessibility (DEIA): A Matter of Grantsmanship



As a grantseeker, you may be tempted to cut and paste your organization's boilerplate information on its DEIA policies and practices into applications asking you for information on how you will advance equity and reduce disparities in access, utilization, and intended outcomes of the services you provide. However, in today's grantmaking climate, this will no longer suffice. The equity movement has gained tremendous momentum in recent years, as

the egregious impacts of and systemic, structural, and interpersonal racism, discrimination, and implicit bias have come to light. As a result, federal, state, and foundation grantmakers have increasingly come to view themselves—and the projects they fund—as engines to advance the interests of populations identifying with racial or ethnic minorities; specific cultural, linguistic, or religious groups; people with disabilities, and/or minoritized sexual orientations and genders.

MJH Grants, LLC, often helps grantseekers with promising projects think through DEIA issues. How will you use grant funds to increase workforce representation of minoritized groups, and by what margin? Will you hire Black, Indigenous, People of Color, bilingual/bicultural, and/or sexual/gender minorities to fill grant-funded positions? Where and how will you recruit them? In what ways will you enhance your services to better accommodate the special needs of minoritized populations? What impact do you expect an enriched and diverse workforce and tailored services to have on the recruitment, retention, and well-being of your clients, students, or patients? How will you know you have succeeded in achieving your DEIA goals?

Specificity is essential. As rainmakers throughout the nonprofit sector, we can all help people who need an extra lift to find their way, and ultimately to thrive.

Kirsten Hinsdale

Senior Grants Officer



To quote the great Dr. Martin Luther King, Jr.,
“If I cannot do great things, I can do small things in a great way.”
Let’s begin with the small and move to the great!



MJH Grants, LLC provides full-service, pre-award grant services including strategy development, prospect research, proposal writing, editing, pre-submission proposal reviews, and more. Our methodology focuses on creating a solid infrastructure *before* writing the narrative. This sets you, our clients, up for success. In addition, we train nonprofit groups and individual grant professionals to better develop, find, win, and manage grants for their organization. [Please visit our website to learn more.](#)

How can we help? Contact us!



617-244-1015

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