



INTERNATIONAL
FUNDRAISING SERVICES

FROM RESEARCH TO AWARD:

A Creative and Strategic Approach
to Winning Grants





ABOUT ME

JOANNA DREW

FOUNDER, HILO CONSULTING

Joanna has over ten years of fundraising experience working in various international contexts. Since 2020, she has secured over \$1,000,000 in private funding for her clients.

Joanna manages all facets of the grants process, including prospect research, funder cultivation, LOI, and proposal writing, budgets, and reporting.

WHAT ARE YOUR BIGGEST PAIN POINTS IN THE GRANT PROCESS?

- a. Finding the right opportunities
- b. Writing the grants
- c. Budgets
- d. Managing the grants process
- e. All of it!



AGENDA

- Grant Readiness
- Prospect Research
- Funder Cultivation
- Narratives & Budgets
- Post-Award Grants Management



GRANT READINESS



COMPLIANCE



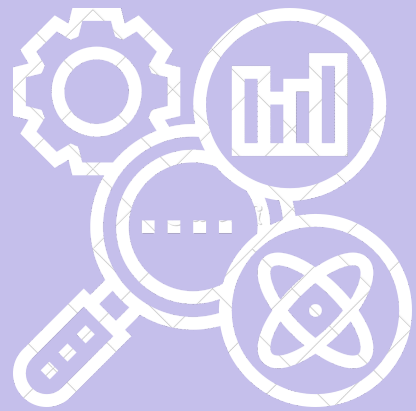
OPERATING BUDGET



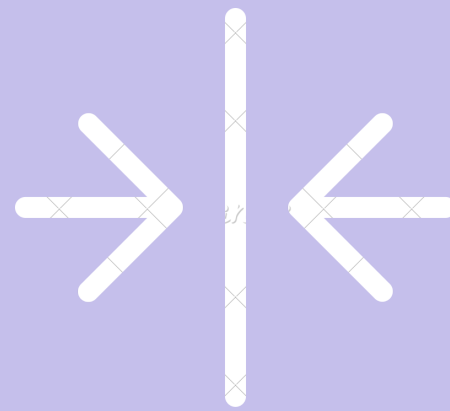
PROGRAM EVALUATION PLAN

PRO TIP: Create one funder-friendly budget at the beginning of each year to submit with all proposals!

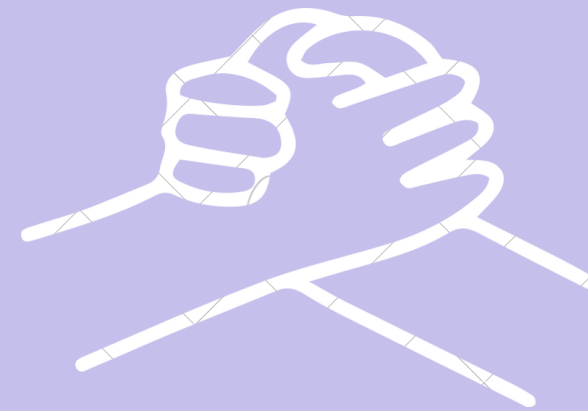
PROSPECT RESEARCH



RESEARCH
DATABASE



FUNDER/NONPROFIT
ALIGNMENT



STRONGEST
PROSPECTS

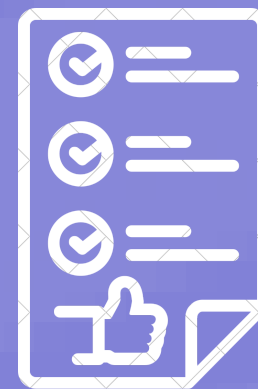
PRO TIP: GrantStation offers free monthly newsletters with a list of open opportunities.



FUNDER CULTIVATION



DIRECT OUTREACH



QUALIFY ALIGNMENT



DEVELOP A RELATIONSHIP

PRO TIP: Outreach helps to save time when applying for grants and familiarizes the foundation with your work!

OVERARCHING GOALS

STATEMENT OF NEED

PROJECT DESCRIPTION

ACTIVITIES

M&E

NARRATIVES & BUDGETS

PRO TIP: Look at the services that your organization offers and think about ways you can slice and dice them to appeal to different funders.

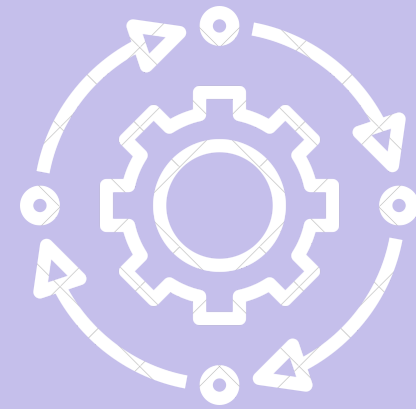
POST-AWARD



MEMORANDUM OF
UNDERSTANDING



REPORTING
REQUIREMENTS



INTERNAL
PROCESSES



STEWARDSHIP

PRO TIP: The relationship with your funder is newly formed – make sure to send them periodic updates throughout the grant period!



IN SUMMARY...

- Make sure you have all your ducks in a row before applying for grants
- Spend time narrowing down prospects that are the best fit
- Treat funders like you would a donor
- Ensure narrative and budget cohesion
- Implement internal processes for post-award grants management

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**THANK
YOU!**

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