

**Welcome to the World of Grants**

A whistle-stop tour of what’s available and where to look

* Wondered if there’s a grant out there for you and where to start?
* Did you know there are at least ten different ways to source funding for your idea or project?

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|  | 10 Ways to Source Funding |
| Government | 1 Federal  2 State  3 Local Council  4 Sector specific (can be Federal and Government levels eg arts, community broadcasting, multicultural, coastguard) |
| Philanthropy | 5 Corporate  6 Private Trusts/Community Foundations |
| Investment | 7 Venture Capital |
| Pledges/support | 8 Crowd Funding  9 Fundraising |
| Loans | 10 Bank loans |

**Where to find grants in Australia**

There are a number of ways that you can find a grant.  In Australia, these are:

**Federal Grants**

Grant Finder lists grants available across Australia including by State.  These generally lead to economic outcomes, increased productivity and engagement in civil life

[Grant Finder](http://www.business.gov.au/grants-and-assistance/grant-finder/pages/default.aspx) - <http://www.business.gov.au/assistance>

Dept of Social Services Community Grants Hub <https://www.communitygrants.gov.au/>

**State Grants**

Each State has its own priorities.  Some grants may also appear similar to federal grant alternatives but with a local flavour

[Grants Victoria](http://www.vic.gov.au/grants.html) - <http://www.vic.gov.au/grants.html>

[ACT Government Grants](http://www.grants.act.gov.au/) - <http://www.grants.act.gov.au>

[NSW](https://www.nsw.gov.au/gcse?ca=grants) – See Federal plus:  
[http://www.aph.gov.au/About\_Parliament/Parliamentary\_Departments/Parliamentary\_Library/pubs/rp/rp1516/Quick\_Guides/ComGrants#\_State\_Government\_Grants](http://www.aph.gov.au/About_Parliament/Parliamentary_Departments/Parliamentary_Library/pubs/rp/rp1516/Quick_Guides/ComGrants%23_State_Government_Grants)

[Northern Territory Government](http://www.nt.gov.au/ntg4/Subject?myLevel=3&myRefPoint=cn=Community%20Links,cn=Grants%20and%20Funding) - <https://nt.gov.au/community/community-grants-and-volunteers/grants-directory>

[Queensland Grants](https://www.qld.gov.au/community/community-organisations-volunteering/funding-grants-resources/) - <https://www.qld.gov.au/community/community-organisations-volunteering/funding-grants-resources/>

[Tasmania Grants](http://www.dpac.tas.gov.au/divisions/csrt/grants_and_community_engagement) - <http://www.dpac.tas.gov.au/divisions/csr/grants_and_community_engagement>

<https://www.business.tas.gov.au/finances-tax-and-insurance/seeking-finance-and-funding/applying-for-grants>

[Western Australia](http://grantsdirectory.dlg.wa.gov.au/) - <http://grantsdirectory.dlg.wa.gov.au>

[South Australia](https://www.sa.gov.au/topics/employment-and-finance/financial-support/grants) - <https://www.sa.gov.au/topics/employment-money-taxes/financial-support/grants>

**Local Government Grants**

Don’t forget to look up your local government website – especially for community building and local business grants.

**Sector specific grants**

eg arts, coast guard, tourism, multicultural etc.

Carry out a web search specifically for the industry you are involved in.

**Philanthropic trusts and foundations**

If you have Deductible Gift Recipient (DGR) status, philanthropics are generally humanitarian in nature, providing funding for the better good

[Pro Bono Australia](http://www.probonoaustralia.com.au/) - <http://probonoaustralia.com.au>

[Ross Trust](http://www.rosstrust.org.au/news-resources/resources/) - <http://rosstrust.org.au/resources/resources/>

**Venture Capital/Business Angels**

Private sector investment with the skills you need if you are an early stage start-up company with high potential growth

[Business Angels](http://businessangels.com.au/) - <http://businessangels.com.au>

[Angel Investment](https://www.australianinvestmentnetwork.com/?gclid=CjwKEAiA2JqkBRDshIOY_9eMghkSJABvNd1QcU1PrM6JzVrKWNz5azZpTPc4tbymdqD-OkayxLCYqhoCfdnw_wcB) - <https://www.australianinvestmentnetwork.com>

**Crowd Funding**

Source pledges of support via the internet for your worthy cause or new business idea

[Kickstarter Australia](https://www.kickstarter.com/australia) - <https://www.kickstarter.com>

[Go Fund Me](http://www.gofundme.com/?pc=cf2) - <https://www.gofundme.com/>

**Fundraising**

[TeamMates Australasia](http://teammatesaustralasia.com.au/) - <http://teammatesaustralasia.com.au>

Ready to get started? There are paid subscription sites that will alert you to up and coming grant opportunities. Listed below are other sites that you can access for free:

**Other sources**

[Business](http://business.grantguru.com.au/) - <http://business.grantguru.com.au>

[Community](http://community.grantready.com.au/) - <http://community.grantready.com.au>

Government/Territories/NFP’s - <http://www.aph.gov.au/About_Parliament/Parliamentary_Departments/Parliamentary_Library/pubs/rp/rp1516/Quick_Guides/ComGrants#_State_Government_Grants>

Found something you’re interested in?

Contact us and we’ll:

* Write the grant application for you, or
* Provide feedback to help get your application over the line, or
* Train you to write your own applications, or
* Coach you to become a grant writing success

Cal us today on 03 9005 5889, or email us your ideas to [support@getthatgrant.com](mailto:support@getthatgrant.com).

**Rule of thumb - What can be funded?**

When it comes to the public purse, grants are the financial instrument to assist in achieving government policy outcomes. Therefore, the primary interest is with the funding body.

If the benefits of your business or activity fall into any of the categories below, then read on. If not, then look in a different direction:

* Economic (jobs, innovation, growth)
* Social (disadvantage, participation, multicultural)
* Cultural (arts, sport, screen and TV)
* Environmental (sustainability, agriculture)
* Health and welfare (research, health, welfare)
* Education (pre-school, primary-tertiary, disengaged youth, skills and training)

**Businesses**

For business, the impetus is on growing future markets. Current policy supports innovation and science, supporting entrepreneurs to develop and expand into new markets both in Australia and overseas. If you have a business that is poised to grow, will expand into more new jobs or even bringing new ideas to market, then there is likely to be a grant for you; not just grants – tax breaks as well.

For the small business start-up that doesn’t have high economic aspirations, the funding is generally with a government approved mentor. There are exceptions to this though, especially in areas of severe economic downturn. Alternatively, the banks have good loan schemes to assist small business growth.

**Not-for-profit**

The not-for-profit relies heavily on grants. Most grant recipients must be incorporated although some unincorporated groups can apply under the auspice of an incorporated organization. NFPs operate under all of the categories listed above.

If you are a business service that is ineligible to apply for a government grant, you may wish to consider offering your services to add value to NFPs who can include your service as part of their application (as long as it is directly related to the project being applied for).

Some NFPs, many working with the most disadvantaged in the community, but there are a range of that are eligible for Deductible Gift Recipient (DGR) status. This opens-up further opportunities for funding from philanthropic trusts. others (<https://www.ato.gov.au/Non-profit/Getting-started/Endorsement/Deductible-gift-recipient-(DGR)-endorsement/Types-of-DGRs/)>

**Individuals**

There are not as many grant opportunities for individuals, although there are exceptions such as artists or travel grants.

**What kinds of grants are available?**

Grants come in many forms including:

* Equipment
* Travel
* Capital/infrastructure
* Social capital/community development
* Business innovation, jobs and growth
* Exports
* Research
* Capacity building/organizational support
* Tax incentives (R&D)

**Five mistakes to look out for**

When you are putting together a funding application, here are five mistakes to avoid:

1. Grants are not a license to print money – they are an investment for all parties, so convince the funder their money is in safe hands
2. Don’t assume the funder knows about you, your organization and your cause – feed them facts and evidence of need/results
3. Don’t try to write about everything – answer the questions
4. Don’t try to fit your idea around a grant that doesn’t fit
5. Don’t become grant dependent – this leads to long term disaster on many levels

**Some Frequently Asked Questions (FAQ’s)**

**What is a grant?**

* When an organisation (government, philanthropic) wants to achieve a policy or a mission outcome, it uses funding to invest in projects that contribute to the outcomes it is looking for. For example, a government body may have a policy agenda to decrease the carbon footprint by energy efficiencies. It will put out grant opportunities for businesses and/or community organisations to come up with and deliver initiatives to make it happen. It depends on the government of the day what the priorities are – as well as the level of government.  
    
  For example up to 2012, the federal government of the time had a strong focus on climate change and energy efficiency. They invested in projects via grants into the hundreds of thousands of dollars. Today, the major focus is growing the economy through innovation and jobs.  
    
  A philanthropic organisation may want to relieve the impacts of family violence, or break the cycle of disadvantage by increasing education opportunities through special projects for young people aged up to 8 years of age. Again they will use funding to invest in projects that help them achieve these outcomes.
* It what you want to do doesn’t match what the funder is wanting to achieve, then don’t apply.

**What do you need to have in place before you apply?**

* Need for funding – can the project be funded any other way? What is the evidence that there is a need that matches the requirements of the grant/funder?
* Incorporated association or business. Unincorporated groups can be auspiced for some grants. Make sure you’ve got your ABN close by and be familiar with your Purpose, Vision and Goals
* IF you have a strategic or business plan, it helps to focus you on what grants are relevant to achieve your goals and can be used to show the funder how you are aligned with their objectives.
* Insurances – usually minimum $10m public liability plus professional indemnity/relevant insurances.
* Ability to manage the project or activity if funded. Usually a funder will want to know about the management and technical teams and how you are going to monitor the project.
* Somebody who understands grants.

**Where do you look/keep informed?**

* Refer to “Welcome to the World of Grants” for free, online grants search directories
* Identify funder
* Get on newsletters
* Go to briefings
* Look at previously funded applications
* Read the guidelines

**What do you need to get started?**

* An identified need
* Guidelines – eligibility, what can be funded
* Application form
* Budget
* Timeline -to get everything in place / support before the deadline
* Somebody who can organise what information is required and by when eg data, quotes, letters of support, partner letters of intent
* Somebody who can answer the questions
* Attend grant writing workshops

**The next step**

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| |  | | --- | | https://multimedia.getresponse.com/747/691747/photos/514537804.jpg?img1487742097744***Our Grant Writing Services*** | |
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| |  |  | | --- | --- | | |  | | --- | |  | | |
| |  | | --- | | **Have a go - Do it yourself** This service is useful for budding grant writers who want to write their own application and need somebody to critique. Recently we assisted a pre-school looking to extend their premises. They had tried before and we could see what was needed to tweak the application and it was successful. This was for less than the cost of writing the application for them and the writer would have got some satisfaction and new skills from the process.  **Done for you** We do write grant applications for clients. We prefer to work with clients over time to get to know them and to seek out grants that meet their needs. Our clients must be willing to do their bit and provide the relevant information to help us put together the best business case possible. We have a high success rate, but not all applications get funded. We have taken clients from next to nothing to hundreds of thousands, even, million dollars of grant funding.   **Workshops** From time to time we run grant writing workshops based on our “Get That Grant – The Grant Winning Success Formula” training package. We aim to put as much value as possible into the workshops and participants leave with an arsenal of templates and checklists they can use to plan their grant submissions. Feedback from workshops in 2016 include: • Well organised, very knowledgeable, very useful information.  • Happy to recommend to people • The time went so quickly and my mind stayed attentive | |

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| |  | | --- | | **The Grant Writing Coaching School**  The Grant writing coaching school was set up to take grant writing to the next level. We found that although there are plenty of opportunities to attend a grant writing workshop, the real skills start when you sit down and start putting together your grant. Is the information you’ve been given enough? Where do you start? What about the next grant? This is where the Grant Writing Coaching School comes in.  **Get that Grant: The Grant Winning Success Formula**  We offer an online, self-paced training program with downloadable checklists and templates, structured to take you from start to finish when putting your grant applications together. We have designed a systematic approach that really works. What’s more, it can be shared in your organisation. Get That Grant is your complete grant writing system in a box. | |
| |  |  | | --- | --- | | |  | | --- | | https://multimedia.getresponse.com/747/691747/photos/278674704.jpg?_ga=1.131114767.1425679958.1487066233?img1487742097744 |   ***Get That Grant*** “Get that Grant – The Grant Winning Success Formula” Self-paced online program  We have a self-paced online training program that can be used in your organisation by others. It’s a useful resources to overcome the skills gap when the grant writer moves on. Details are available on [**www.getthatgrant.com**](http://app.getresponse.com/click.html?x=a62b&lc=ncsK1&mc=JV&s=OwX8Rw&u=Sg4V&y=r&) | |

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| Want to go to the next level?  **The Grant Writing Coaching School Coaching Program**  This coaching program is for you if you are serious about grant writing. We will work with you to hone your skills, not just to write grants, but also to think strategically about packaging grants to achieve organizational goals. IF you’re a freelance grant writer, the coaching program will help you to move into the space of an agent of change, assisting clients and helping them to grow.   |  | | --- | |  | |
| |  |  | | --- | --- | | |  | | --- | | https://multimedia.getresponse.com/747/691747/photos/514538404.jpg?img1487742097744 |   ***Coaching Program***  The coaching program most recent addition to our package of support. Going to a workshop to learn how to write grants isn’t enough. Budding grant writers need support through their first applications and as they grow skills, they begin to look more strategically at what’s available. They begin to play a major part in change. It’s not enough to just write grants, they will be more engaged in making sure the organisation is able to deliver and that the grant fits in, not takes over, the organisation. We are now offering a coaching program to grow the grant writers’ skills to match opportunities with where the organisation wants to be. For more information go to  [**www.getthatgrant.com**](http://app.getresponse.com/click.html?x=a62b&lc=ncsK1&mc=JV&s=OwX8Rw&u=Sg4V&y=r&) | |

**Ready to get started?**

Call Pat or Karen on 03 9005 5889 or email us on [support@thecommunityentrepeneur.com](mailto:support@thecommunityentrepeneur.com)