



# Welcome to the world of grants

YOUR INTRODUCTORY GUIDE TO GRANT WRITING

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[www.getthatgrant.com](http://www.getthatgrant.com)

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## Welcome to the World of Grants

### Where to find Grants in Australia

There are at least ten different ways to source funding for your idea or project:

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

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

#### 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 <https://business.gov.au/grants-and-programs>

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>

Business Victoria <http://www.business.vic.gov.au/support-for-your-business/grants-and-assistance>

ACT Government Grants <https://www.act.gov.au/grants>

Innovate Canberra <https://canberra.com.au/business/set-up/find-financial-advice-support/grants/>

**NSW** – See Federal plus:

ClubGrants

<https://www.clubgrants.com.au/>

<https://www.nsw.gov.au/grants-and-funding>

**Northern Territory Government**

<https://nt.gov.au/community/community-grants-and-volunteers/grants-directory>

**Queensland Grants**

Queensland Government Grants Finder

<http://www.grants.services.qld.gov.au/#/>

<https://www.qld.gov.au/community/community-organisations-volunteering/funding-grants>

**Tasmania Grants**

[https://www.communities.tas.gov.au/csr/Grants/grants/grant\\_alerts](https://www.communities.tas.gov.au/csr/Grants/grants/grant_alerts)

<https://explore.fundingcentre.com.au/tools-resources/home#fundraising-fundamentals>

<https://www.stategrowth.tas.gov.au/bt/funding>

**Western Australia**

<https://www.wa.gov.au/organisation/department-of-communities/community-grants-directory>

Lottery West - <https://www.lotterywest.wa.gov.au/grants/grant-opportunities>

**South Australia**

<https://www.sa.gov.au/topics/care-and-support/concessions/financial-aid/grants>

**Local Government Grants**

Look up your local council 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

Ross Trust useful links to philanthropic trusts

<https://rosstrust.org.au/grants/apply-for-a-grant>

Community Foundations in Australia

<https://www.cfaustralia.org.au/find-a-foundation>

Fundraising Research & Consulting

<https://www.fundraisingresearch.com.au/top-donors.html>

## 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>

Angel Investment - <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>

Go Fund Me - <https://www.gofundme.com/>

## Paid Subscriptions

There are paid subscription sites that will alert you to up and coming grant opportunities. If you are intending on accessing grants on a regular basis, it is worthwhile checking out some of these paid subscription services.

Alternatively, if this is your first time out looking for a grant, you can subscribe for free with access to a limited number of searches to a local funding finder service offered by councils, chambers of commerce and politicians (to name a few), in partnership with Grant Guru. We recommend you type in the name of your nearest geographic centre and add the words "funding finder" e.g. xxxx funding finder. You will be directed to your nearest grants database.

## 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 community activity fall into any of the categories below, then read on. If not, then you may be looking in the wrong place:

- Economic (jobs, innovation, growth, export, tourism)
- Social (disadvantage, participation, multicultural)
- Cultural (arts, sport, screen and TV)
- Environmental (sustainability, agriculture, climate change)
- 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 and sustainability. 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 sector 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, work closely with the most disadvantaged in the community, and many of them 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/Getting-endorsed-for-tax-concessions-or-as-a-DGR/Is-my-organisation-eligible-for-DGR-endorsement-/Rules-and-tests-for-DGR-endorsement/?anchor=Windingup> )

### 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
- Environmental protection (including flora and fauna)
- Cultural heritage
- Business innovation, jobs and growth
- Exports
- Research
- Capacity building/organisational support
- Tax incentives (R&D)

When looking for a grant, you might come across other opportunities. A good example is a sports club that is looking for a grant for uniforms. They are successful in their application. They are in need of equipment for their club canteen and apply for a refrigerator and coffee machine. They soon become aware that their canteen and changing rooms are in need of physical improvements and look for a capital grant. As they grow, they realise they need to look more closely at how they operate as a club – governance, financial systems, strategic planning and membership structure. They find a grant for capacity building. In each case, a grant is a worthwhile investment, enabling the club to thrive and grow as a community asset.

## 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) about grants

### 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. Under a new government, 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.

- If what you want to do doesn't match what the funder is wanting to achieve, then don't apply.

### What do you should 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 e.g. data, quotes, letters of support, partner letters of intent
- Somebody who can answer the questions
- Attend grant writing workshops

What are five mistakes to avoid when applying for a grant?

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## The next step

Get That Grant, through its grant writing coaching school, offers grant writing programs to service your specific needs. These include:

- The Get that Grant self-paced training package and bonus free workshop for up to two people from each organisation
- The Grant Writing Coaching School Mentoring Program – a six-month program which includes the self-paced training package, templates and checklists to use again and again for writing quality funding applications, Six x monthly group webinar coaching calls, plus access to a closed Facebook community of like-minded grant writers to share ideas, experiences and opportunities
- A done-for-you grant writing service. For a fee we write the application for you.

Interested?

Contact us on [support@getthatgrant.com](mailto:support@getthatgrant.com) or call us on 03 9005 5889