

# GRANTS MANAGEMENT TRAINING COURSE



# GLOBAL GRANT BASIC

- **YOU AND YOUR US CLUB**
- **FIND INTERNATIONAL (HOST) CLUB**
- **\$30,000+ BUDGET**
- **WRITE GRANT**
- **BUILD TEAM**
- **CONDUCT NEEDS ASSESSMENT**

# PROJECTS START WITH IDEA

- **WE LEARN OF A NEED**
- **WE GET AN IDEA OF A NEED**
- **PASSION FOR A COUNTRY**
- **MISSION TEAM RAISES AN ISSUE FOR SPECIFIC COMMUNITY IN A COUNTRY**
- **CHARITY APPROACHES ROTARY CLUB**

# GRANTS IMPACTS POOR



# GRANTS CAN IMPACT EDUCATION OF CHILDREN



# HOST CLUB BENEFITS

- **OWN HOMETOWN**
- **KNOW OWN COUNTRY**
- **ROTARY FOUNDATION BEST CHARITY**
- **PROJECT MAKES SENSE**
- **FIND WIN-WIN PROJECT**
- **KNOW CULTURE AND COMMUNITIES**
- **BUILD FRIENDSHIP & TRUST**

# ASK THE HOST ROTARIANS

- **DEFINE PROJECT IN-COUNTRY NOT FROM USA**
- **ASK IN-COUNTRY ROTARIANS**
- **COMPLETE NEEDS ASSESSMENTS**
- **AVOID PROJECT BEING LED BY OUTSIDE NON-PROFIT ORGANIZATION OR CHURCH**
- **FIND OUT WHERE PROJECT IS ACTUALLY NEEDED**
- **FIND OUT WHAT NEEDS TO BE DONE**

# WHERE TO WORK

- **60% OF PROJECT SHOULD BE WITHIN ONE HOUR'S DRIVE OF HOME**
- **40% CAN BE AT A DISTANCE**
- **CONSIDER PROJECTS THAT RAISE AWARENESS AND WORD OF MOUTH**
- **YOUNG LEADERS IN CLUB NEED TO BE ABLE TO BE INVOLVED & SEE IT**
- **MUST MEET NEED VISIBLE IN-COUNTRY**

# TELL STORY OF NEED



# WRITE ONE-PAGE SUMMARY

- **FIRST PARAGRAPH TELLS KEY FACTS**
- **SECOND PARAGRAPHS GIVE DETAILS**
- **THIRD DETAIL GIVES CONTACT INFO**
- **INCLUDE ONE OR TWO GREAT PHOTOS**
- **DON'T GO TO TWO PAGES**
- **THIS FUNDRAISING DOCUMENT IS SENT TO PRESIDENTS & DISTRICT GOVERNORS**

# KEY JOBS

- **PROJECT LEAD**
- **GRANT WRITER**
- **GURU**
- **CHAMPION**
- **LIAISON(S)**
- **REPORTER**
- **SOCIAL MEDIA**

# STRENGTH ASSESSMENT

- **EMPOWER LOCAL LEADERS**
- **TRUST LOCAL KNOWLEDGE AND WAYS**
- **PICK LONG-TERM IMPACT PROJECTS**
- **LOOK FOR STRENGTHS IN A COMMUNITY**
- **FIND AND LIST NEEDS IN COMMUNITY**
- **USE ASSESSMENT TEMPLATES**

# PROJECT PLANNING

- **FORM 6-PERSON TEAM & ASSIGN ROLES**
- **GET PRIMARY CONTACTS**
- **GET METRICS**
- **BUILD SUSTAINABLE GOALS**
- **CREATE BUDGET**
- **CREATE AN IMPLEMENTATION PLAN**
- **IDENTIFY PARTNERS TO HELP**

# GIVE TO ROTARY FOUNDATION

- **ANNUAL FUND GIFTS**
- **FOUNDATION INVESTS FOR 3 YEARS**
- **2017-2018 FUNDS GIVEN TO FOUNDATION**
- **2020-2021 MONEY RETURNED AS DISTRICT DESIGNATED FUNDS (DDF)**
- **DDF MATCHES CLUB GIFTS TO A PROJECT**

# WIN-WIN PARTNERSHIPS

- **MUST HAVE EQUAL VOICE WITH INTERNATIONAL ROTARIANS**
- **DEFINE ROLES OF EACH CLUB IN MEMORANDUM OF UNDERSTANDING**
- **SPEAK UP ON CONCERNS UP FRONT**
- **BUILD FRIENDSHIP SO ISSUES CAN BE RESOLVED QUICKLY, PEACEFULLY**

# USE SIX-STEP EMPOWERMENT

- **LOCAL LEADERSHIP**
- **LOCAL LABOR**
- **LOCAL FUNDING**
- **LOCAL TRAINING**
- **MICRO-CREDIT LOANS INCREASE LOCAL FUNDS**
- **ROTARY FILLS THE FUNDING GAP**

# HOST ROTARIANS ARE KEY



# KIDS ARE THE FUTURE START A GLOBAL GRANT



**QUESTIONS?**

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WHAT IS YOUR  
**DREAM**  
THAT MAY BE  
A ROTARY PROJECT?