

## What is Grantsmanship?

Grantsmanship involves:

- Organizational planning: How does this project fit into Valencia's vision, mission and goals?
- Organizational management: Who will do the work of writing the proposal and managing the project?
- Fiscal management: What will the project cost? How will Valencia sustain the project once grant funding is gone?
- Defining relationships and partnerships: Who are those that we can work with? What are the roles of those partners? Who take the lead? Would there be community support? Is the timing right?

Funders will make a grant to your organization because:

- The problem addressed is significant.
- You have an established credibility as an organization, and in the subject area addressed.
- Good planning is evident throughout the proposal.
- Person(s) writing are knowledgeable in the field. They know what research is out there, they know what others are doing in the field, etc.
- The highest level of governance has indicated a firm commitment to the project.
- The funding source is concerned with the same problem.

Funders will not make a grant because:

- You need the money.
- You have good intentions.
- You want to provide services.

Good writing does not make up for poor planning!