



5 Reasons Grants Are Declined



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- Co-Owners of HayDay Services – speaking, coaching, and training
- Co-Creators & Co-hosts of Fundraising HayDay, a podcast about grants & such
- Combined 50+ years of grant & fundraising experience
- Grant Professional Certified (GPC)
- International Grant Trainers – more than 20,000 students
- Leadership at board levels: Grant Professionals Association (GPA), Grant Professionals Certification Institute (GPCI), Grant Professionals Foundation (GPF), and Georgia GPA chapter



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HOUSE RULES

- Use chat for connecting with your fellow attendees
- Use Q & A for questions you'd like Kimberly and Amanda to answer
- GMA will make all slides and handouts available to attendees
- This is being recording, and you will receive access to the recording via GMA

BAD NEWS...

Sometimes it's
your fault



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GOOD NEWS...

It's not always
your fault



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BEST NEWS...

Preparation and
education can
go a long way in
securing the
grant



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**FULL
DISCLOSURE**

• There are many reasons grants are declined, but five main areas to consider.

• LET'S GET STARTED!



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PART ONE

**Out on a
Technicality**



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#1 Missing a Deadline

Funders set deadlines to give a fair shot to everyone.



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We've all missed a deadline or will miss a deadline for many reasons:

- Time management
- Lack of essential information or documentation
- Power outage
- Other technical difficulties (portal malfunctions, etc.)

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Asking for an extension is NOT the way to go. Instead:

- Plan
- “Educate Up” for the time and resources needed



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#2 Incomplete attachments or documentation

Forgetting one document can disqualify your app before it even gets read.



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Keep track of it all

- Create or use the agency-supplied checklist
- Know that portal requirements may be inconsistent
- Double check EVERYTHING
- Pay attention to the file name, type, and size instructions
- Always use the “optional” uploads



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#3 Not a Good Fit

Can be pressured into applying for things that aren't solid fits.



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Pay attention to the details

- Can look like a good fit, but key components are missing (geography, eligible costs, eligible recipients, necessary partnerships in place, etc.)
- If it is spelled out on funder website or RFP/NOFO/OFA – they're not kidding
- Unallowable costs or focus of proposal outside of allowable costs



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PART TWO

Mixed Messages



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#4 Close, but not quite

There is a big difference between being ELIGIBLE and being COMPETITIVE.



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Interpret the NOFO, don't just jump on least common denominator

- Scope of service
- Grant award
- Number of grant awards
- Grant history (same grantees year after year)
- Priority points/requirements

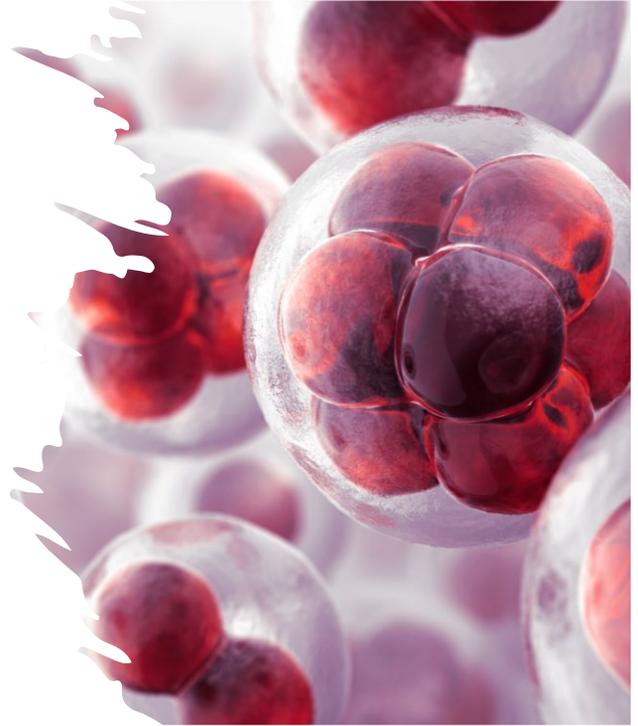


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#5 Funder Ambiguity

Lack of transparency
or programs that
don't follow the
typical process.



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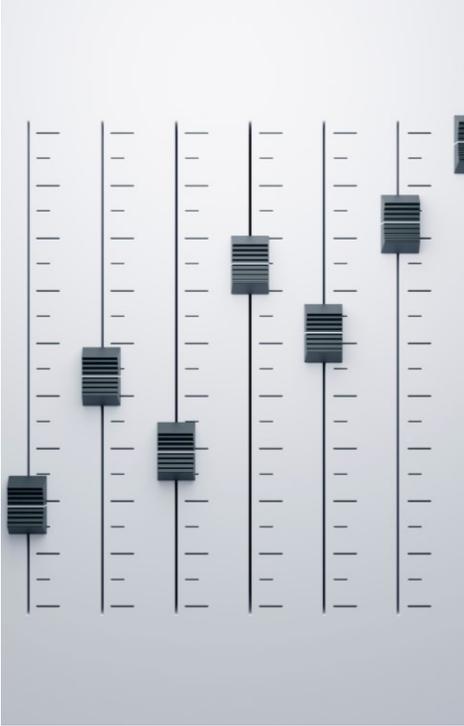
Things to be alert for

- No website/limited information
- Doesn't check pre-selected only on 990 Form
- Corporate popularity contests
- Is not clear on how decisions are made
- Appropriations
- Formula grants



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Go with what you can control

- Questions answered fully
- Straightforward writing
- Attachments properly named and triple checked
- Different wording of letters of support
- Proofed for spelling, grammar, word use, acronyms spelled out first time used, etc.



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Think like a grant reviewer

- Familiar with scoring system/rubric
- Spend the most time on the sections with the most points assigned
- You don't have to create all the sections in order, but the final product should follow the order of the application to a "T"

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MOST IMPORTANT?

- Make sure you can demonstrate the need ALL the way through
- Use every section to tell the same story
 - Budget
 - Program Description
 - Goals/Objectives
 - Need Statement
 - Attachment



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Fundraising HayDay Podcast Episodes

- S1, E12 – When to Say No to Grants
- S2, E8 – Educate Up: Managing Above Your Paygrade
- S4, E5 – Apples & Oranges: Comparing Public and Private Grant Applications
- S4, E14 – Earmarks, Quality Data, and Difficult Conversations
- S5, E1 – When Should You Write a Grant?
- S6, E1 – Stop Chasing the Money
- S6, E10 – What I Wish My Boss Knew About Grants
- S6, E15 – How to Read a Federal RFP

**Find episodes on Apple Podcasts,
Spotify, or our website:
www.haydayservices.com/podcast/**



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QUESTIONS & RESOURCE GUIDE



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Where to find us!

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