

# Appendix C

## *Common reasons that grants are declined*

*Adapted from California Grants Guide, Grants Guides Plus (2000), which is referred to online at [www.lib.msu.edu/harris23/grants/ten.htm](http://www.lib.msu.edu/harris23/grants/ten.htm)*

1. **The organisation does not meet our priorities**  
Make sure you thoroughly research your target's priorities, beliefs and values before you complete your application, or begin the submission.
2. **The organisation is not located in our geographic area of funding**  
Make sure you get copies of grant guidelines and any other documentation before applying. Ring the granting body and ask what geographical area they cover if appropriate, or which areas they will be focussing on for this particular round of funding.
3. **The proposal does not follow our prescribed format**  
Read the guidelines and application information very carefully and follow any suggestions or instructions for formatting, copying and production of your submission.
4. **The proposal is poorly written and difficult to understand**  
Have friends and experienced colleagues read your application and critique it before you submit it. Read it yourself many times. Attack it with a red pen. Ensure your grammar is correct and that your content is laid out in a logical way.
5. **The proposal budget or grant request is not within our funding range**  
Investigate past successful grantees and the amount of funding they received. ASK the funding body whether they have a minimum and maximum limit for funding. If your project requires more financial support than what will be available through this funding body, do not change your project... simply request that the funding body only partly support your project and seek further support elsewhere.

**6. We don't know these people. Are they credible?**

You need to develop a relationship with funding bodies in the same way you do with your clients and customers.

Send funding bodies copies of your newsletters, promotional material and publications *before* you approach them for funding or support.

Invite their involvement in other projects, events or publicity campaigns.

You need to establish a relationship with your partners to truly benefit from their support.

**7. The proposal doesn't seem urgent. We're not sure if it will have an impact.**

Study your project priorities and seek assistance from experienced or skilled writers to get your message across. Use facts and figures and case studies to demonstrate the significance and timeliness of your project. Your aim is to make the project sound urgent, without being in crisis.

**8. The objectives and plan of action of the project greatly exceed the budget and timelines for implementation.**

Be realistic about your programs and budgets. Only promise what can realistically be delivered for the amount requested. If you have lots of in-kind support or voluntary contributions, make sure you include them in your budget with a dollar-figure attached. This adds weight to your budget proposal and demonstrates to the funding body that you've thought about what other areas support might come from.

**9. We've allocated all the money for this grant cycle.**

Don't take this personally. It is a fact of life that there will always be more demand than there are resources for community projects. Try the next grant cycle – only this time you'll be better prepared and should have at least three months to further develop your relationship with the funding body.

**10. There is not enough evidence that the program or project will become self-sufficient and sustain itself after the grant is completed.**

Make sure you add a section to your submission about how you plan to ensure your project is self-sufficient after funding runs out. If your project is only intended to be a one-off, short-lived one, make sure you comment accordingly in your application or submission.