



# Create a winning grant strategy

Assess your readiness with the six Cs of successful grant management

In our experience helping clients across the nation get ready for, respond to, and manage grant opportunities, we've identified six traits that show when an organization is strategically ready and capable of applying for opportunities and running a successful grant program.

Capacity	Pre-award	Post-award
	Assess your ability to sustain grants over time.	Assess your capacity to keep the project on track through its life cycle.
Questions to ask:	Is your organization grant-ready? Do you have the necessary resources, staffing, and infrastructure to manage and implement a grant or multiple grants successfully?	Do you have ongoing support for resource allocation, managing workload, and handling the increased demands that come with grant implementation?
Capability	Pre-award	Post-award
	Assess available expertise in identifying suitable funding opportunities and crafting compelling proposals.	Assess your ability to manage the project, adapt to any changes, and meet the grant's objectives.
Questions to ask:	Do you have a deep understanding of the funding landscape? Can you align grant opportunities with your organization's mission and goals?	Does your team understand project management best practices in order to run the project effectively? Do you have the flexibility to adjust to unforeseen challenges and the dedication to seeing the project through to completion?

Credibility	Pre-award	Post-award
	<p>Assess your credibility by understanding the grant program requirements, deadlines, and nuances.</p>	<p>Credibility is evident through a proven track record of successful program outcomes and on-time deliverables, which builds trust on the part of the funder.</p>
<p>Questions to ask:</p>	<p>Are you fluent in the grant's specific regulations and compliance landscape?</p> <p>Do you have a successful track record in managing grants?</p>	<p>Can you show a history of accurate reporting, meeting compliance requirements, and managing the grant successfully through achieving the committed deliverables and outcomes promised?</p> <p>Are you setting realistic expectations, building strong funder relationships, and maintaining transparency?</p>
Communication	Pre-award	Post-award
	<p>Honestly assess your organization's internal communication to ensure transparency around the grant applicability, timelines, and expectations.</p>	<p>Effective communication is key to project transparency, involving regular updates to clients, stakeholders, and funders.</p>
<p>Questions to ask:</p>	<p>Are all impacted departments aware of their role in the project?</p> <p>Do they understand the program, the schedule, and expectations?</p>	<p>Are you maintaining good communication both internally and with stakeholders and funders?</p> <p>Are you being proactive about conveying any delays or other issues?</p>
Compliance	Pre-award	Post-award
	<p>Assess if your organization is prepared to succeed in maintaining compliance with the grant requirements.</p>	<p>Ensure that you continue to be aware of all requirements and maintain strict adherence throughout the program life cycle.</p>
<p>Questions to ask:</p>	<p>Does your application meet all guidelines and documentation requirements?</p> <p>Have you been proactive in thoroughly understanding the funder, the NOFO, and the requirements for managing the grant?</p>	<p>Regardless of whether the funds are federal, state, local, or private, do you understand the award's regulations and requirements?</p> <p>Are you confident in your internal controls to prevent fraud, waste, and abuse of grant funds?</p>

Continuity	Pre-award	Post-award
	Assess how grant funding can further your organization's mission and vision.	Assess strategies for ongoing funding.
Questions to ask:	<p>Have you considered how grants in general can align with your strategic objectives?</p> <p>Have you identified sustainability goals and milestones, which may include identifying partnerships and data needs, to develop a pipeline of funders or alternative revenue sources?</p> <p>Have you included sustainability planning in your grant proposal development?</p>	<p>Have you developed strategies for ongoing funding, funding diversification, integrating project activities into the organization's core operations, and general fund budgeting?</p> <p>Have you created a sustainable model, built evidence to support sustainable funding, sought collaborations, and explored ways of scaling the work and improving data collection and analysis?</p> <p>Have you developed program sustainability indicators, established best practices for reaching data goals, and identified potential future grantors?</p>

## A STRATEGIC, HOLISTIC APPROACH TO GRANTS

BerryDunn's Strategic Funding Capture Management approach is customized to each client's unique attributes and abilities to maximize success. We prioritize collaboration, clearly assigned roles, and managing expectations across the organization throughout pre-award and post-award activities by:

- Facilitating the review and approach to each grant opportunity and application with a clear understanding of what the organization needs to acknowledge and articulate regarding their unique qualities
- Formulating grant-focused funding source planning, sustainability, and diversification
- Performing focused and planned opportunity searches
- Establishing grant management work plans that incorporate consistent and strong policies and procedures across all awards to meet funders' compliance and anticipated deliverables and outcomes

## WE'RE HERE TO HELP

BerryDunn's grant consulting services have helped clients identify and obtain hundreds of millions of dollars in state, federal, and private foundation grants.

We offer a full suite of services, from turnkey grant development and management services to customized support for grant writing, as well as organizational development services to help your internal team build capacity and expertise.



With offices and employees located in 40+ states—wherever you are based, we look forward to working together.

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