



Grant Investment Pathway – From Opportunity to Award

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Overview

1. Identifying and Aligning Priorities
2. Assessing Organizational Readiness
3. Avoiding Common Pre-Award Risks

Poll

- Have you applied for a grant in the past two years?
- Have you applied for a grant in the past year?
- Are you planning to apply for a grant within the next year?

WHAT IS GRANT WRITING?

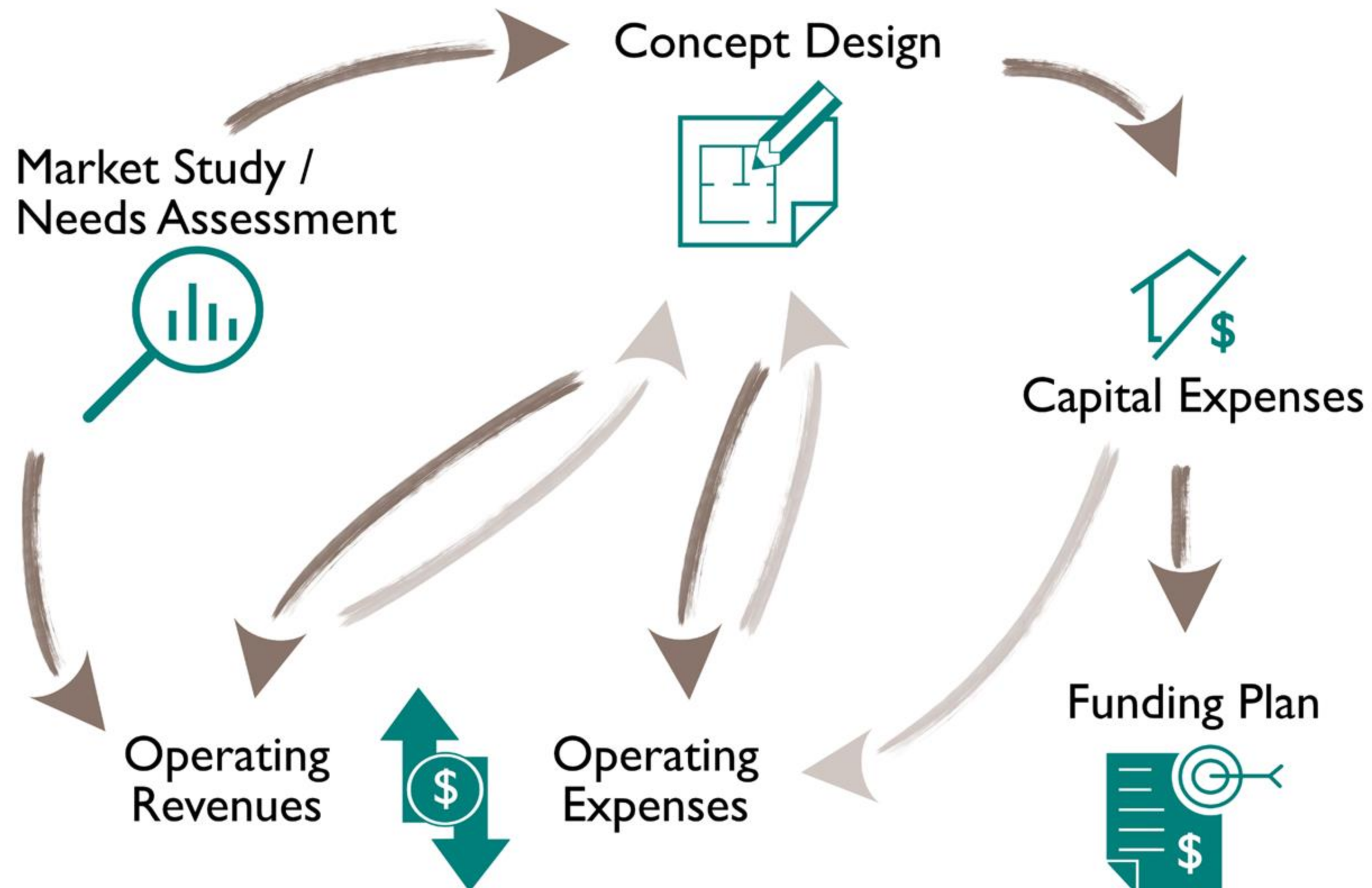
Begins with the identification of a concrete **solution** to a **specific problem**....

A grant proposal is a request for funding to **implement** a specific **solution** in the form of a **project** or **program**.

Basically, you need to convince funders that:

1. There is a problem.
2. Your project will help solve that problem.

Project Planning: An Iterative Process



Project Planning: Readiness Assessment

Are you well-positioned for a new funding opportunity?

Planning Documents	Staff Experience & Capacity	Relevant Partnerships	Match Required?	Special Grant Requirements
<p>Community Plans</p> <p>Community Economic Development Strategy (CEDS)</p> <p>Strategic Plans</p>	<p>Project Manager</p> <p>Finance / Grants Manager</p> <p>Key Program Staff</p> <p>Resumes</p>	<p>Government entities, Community organizations, Neighboring communities</p> <p>Letters of Support</p> <p>Letters of \$ Commitment</p> <p>Memorandum of Agreement/ Understanding</p>	<p>How much?</p> <p>\$ or In-kind</p> <p>Prospective or in-hand</p> <p>Eligible sources</p>	<p>Eligibility</p> <p>Period of performance</p> <p>Special Requirements</p>

Readiness: Tips for Success

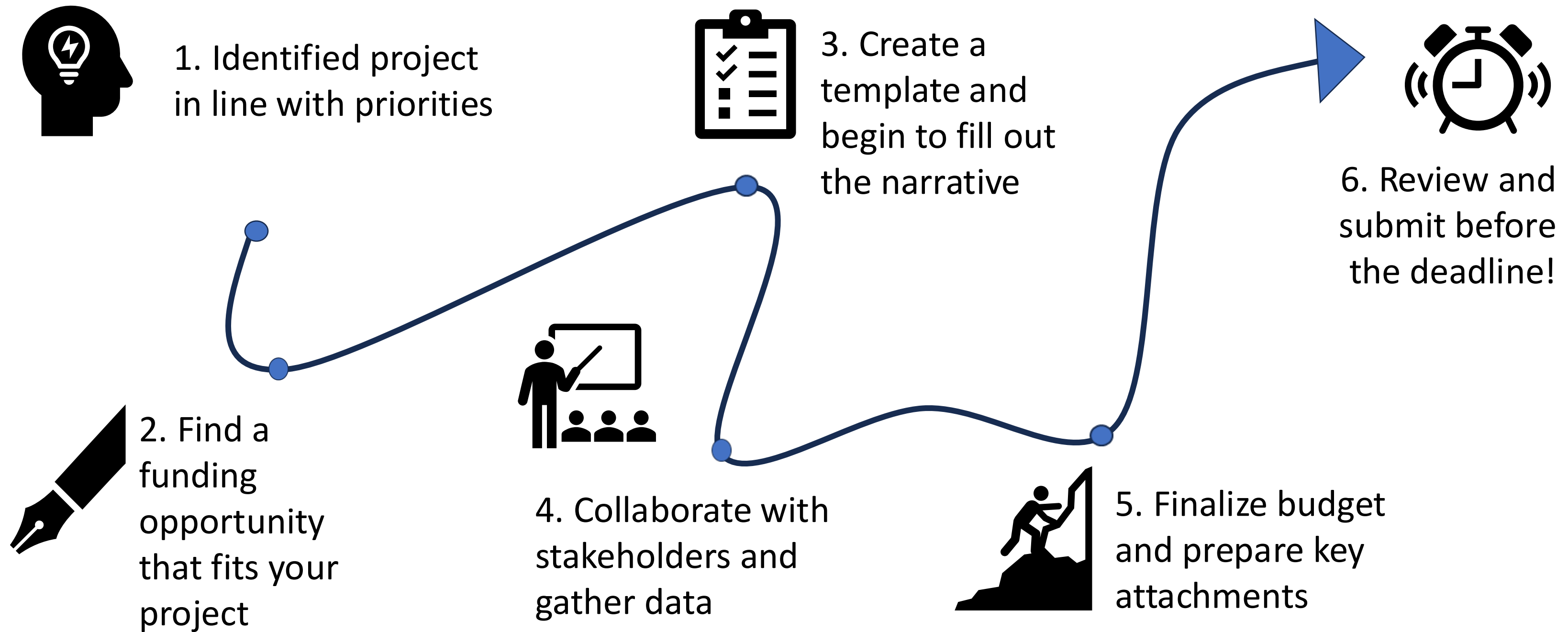
Plan time for program and project development

- What stage of development is your project in?
- Who will make it happen?
- How do you plan to implement the project?

Collaborate with everyone involved

- Allow for adequate meeting time to develop ideas.
- Set up planning and check-in meetings.
- Highlight roadblocks and potential problems.

The Road to Successful Grant Writing



How Do I Find a Grant?

Federal Grants – [grants.gov](https://www.grants.gov)

State Grants – Department Websites (sign up for listservs).

Private Grants – Sign up for listservs.

Helpful Websites:

- AK Federal Funding
- Office of the Governor Infrastructure Grants and News Updates
- AML Newsletters – Leaning Local

Which Grant is Right for You?

Finding a grant that fits is key to being successful.

- Look at the NOFO (or a past NOFO if the opportunity isn't open yet).
 - Eligibility
 - Funding and Awards
 - Match Requirements
 - Deadlines
 - Program Priorities
 - Contact Information for Program Officers

Which Grant is Right for You?

1. Is the grant a good fit for your organization and your project?
2. Would your proposal be competitive?
3. Who can you contact if you need help answering these questions?
4. How cost effective will it be to apply for this grant? (Is the juice worth the squeeze?)
5. Do you have enough time to assemble a competitive application?
6. Do you have enough staff to administer/manage the project and follow through with the deliverables?

Which Grant is Right for You?

Thinking Strategically about Project Benefits

The Three Ps

Profit (Economic)

Benefits that create jobs, support local economies, and protect assets from loss or disruption.

Planet (Environmental)

Benefits that conserve resources, reduce pollution, and restore natural systems

People (Social)

Benefits that protect health and safety, build connections, and support communities affected by inequities.

Managing Pre-Award Risks

Grant compliance doesn't start after the award – it starts now.

- Identify proposal commitments, funder policies, and regulatory requirements. (Read the NOFO!)
- Identify risks in areas such as compliance, financial management, staffing adequacy, contracted entities, project activities and results, and adequate grant tracking and reporting.
- Many grants require a risk and mitigation plan.

Managing Pre-Award Risks in the Grant Proposal

- Start with the basics: eligibility, priorities, data and partnerships, and the NOFO
- Narrative components: defined problem, need, and solution; clear project benefits and long-term impacts; alignment with the NOFO
- Justify your budget: alignment with work plan and deliverables; breakdown of costs; alignment with the NOFO
- Deliverables: specific and measurable goals; quantitative and qualitative outcomes; feasible; alignment with the NOFO

Submissions

Each funder will have different submission requirements. Read the NOFO and any other associated documents to create a checklist. Make sure you follow any additional guidance (page limits, font, standard forms, templates, etc.).

Grant Agreement: Organizational Meeting

Internal meeting of the people in your organization who will touch this grant funded project— project people, admin people, accounting and finance people—in order to review the proposal and plan for the work—most immediately negotiations with the funder and pulling in support.

What happens for a good meeting?

- ***Everyone*** reads the proposal, the notice of intent to award, and the grant agreement (if you have it) ***before you meet***.
- Open and honest conversation about the project, your capacity, and what is required to do the project AND manage the funding.
- Gather your questions and concerns for your first meeting with your funder

Let's Keep Talking!

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