

# GrantReady

\$kills + \$cope

## PROSPECTUS



*do good... better*





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**“ This program  
was very well  
run, informative  
and inspiring ”**

# Contents

<b>Welcome</b>	<b>7</b>
<b>Outline</b>	<b>9</b>
<b>Key Deliverables</b>	<b>9</b>
<b>Corporate Overview</b>	<b>11</b>
<b>Methodology</b>	<b>13</b>
<b>Workshop Format</b>	<b>15</b>
<b>Deliverables</b>	<b>17</b>
<b>Return on Investment (ROI)</b>	<b>18</b>
<b>Notes</b>	<b>20</b>



**“ It has been  
incredibly  
insightful,  
relevant & fun!  
Thanks for  
providing this  
course :) ”**

## Welcome

Welcome to **Greenwood Institute**. Greenwood exists to work with organisations who are already doing good, do good... better.

**GrantReady** sits within a scope of training offerings we deliver.

Put simply **GrantReady** is designed to transfer winning grant writing skills to participants.

Through tailored delivery, participants consolidate existing skills and accelerate into new ones.

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# Winning Grant Applications

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**GrantReady** is a Workshop Intensive with a specific ceiling of 16 participants.

Participants bring enthusiasm, passion and drive. **GrantReady** provides clarity of direction.

We look forward to working with you.

**Colin Cameron**

Director, Curriculum + Development  
**Greenwood Institute**



School of Natural  
and Built Environments

- Sustainable Environments
- Sustainable Systems
- Sustainable Systems

“It was well  
organised and  
the facilitator  
made the whole  
group feel  
comfortable.”



# Outline

**GrantReady** is a workshop intensive delivered over a single day.

Participants leave with a 'tool-kit' ready to immediately begin applications for projects and programs.

Proposed projects and programs undergo clarity and scrutiny that builds rigour into proposals for funding bodies.

Identification of funding bodies is highly emphasised within the workshop

The workshop outlines effective approaches to trusts and foundations as well as government bodies.

**GrantReady** is essential training for program managers, corporate staff, volunteers and board members.

# Key Deliverables

Grant Calendar	Grant Writing Tool-kit
Project Scoping Document	Understanding Grant Bodies
Skills in Application	Identify Stumbling Blocks
Readiness Audit	Funding Sources

...presented the information well and made everything easy to understand in a relaxed and fun environment

Matt, Karen, Bryce & Aimee = Team 3 LL

- We <sup>have</sup> similar people
- One thinks, the other does !!!
- ~~our~~ Both were initiated by Rachel. P
- A CAMP, we train together.
- We are all interested and want to make a difference for the youth of T.T. &
- We all Love Colin!

- P - Groups May not share the same views on issues.
- O - Meetings together, Reading each others minutes.
- O - Greater communication between groups.
- C -

## Corporate Overview

Greenwood implements with rich quality data in the extensive analysis and reporting it undertakes.

Greenwood employs multiple methodologies in its scope of services ensuring these methodologies are pertinent to clients' needs.

We do this through:

- 1) Facilitation of a scope of training offerings; and
- 2) Consultation and reporting through a breadth of areas including: education, recreation, community development, labour markets income development and crime prevention.

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# Measurable uplifts in critical areas

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Greenwood provides organisations with measurable uplifts in critical areas of programs and processes.

Greenwood ensures that its service to your organisation is current, relevant, complete and valuable.



“

**Should occur  
more widely...**

**...it was well organised and  
the facilitator made the whole  
group feel comfortable.**

”

# Methodology

**GrantReady** has been rigorously developed in consultation with experts across a range of sectors; both grant writers and funding bodies.

Greenwood Institute has tailored **GrantReady** from a business development perspective providing for a *whole of business* approach.

This tailoring allows for a more bespoke delivery to individuals and organisations.

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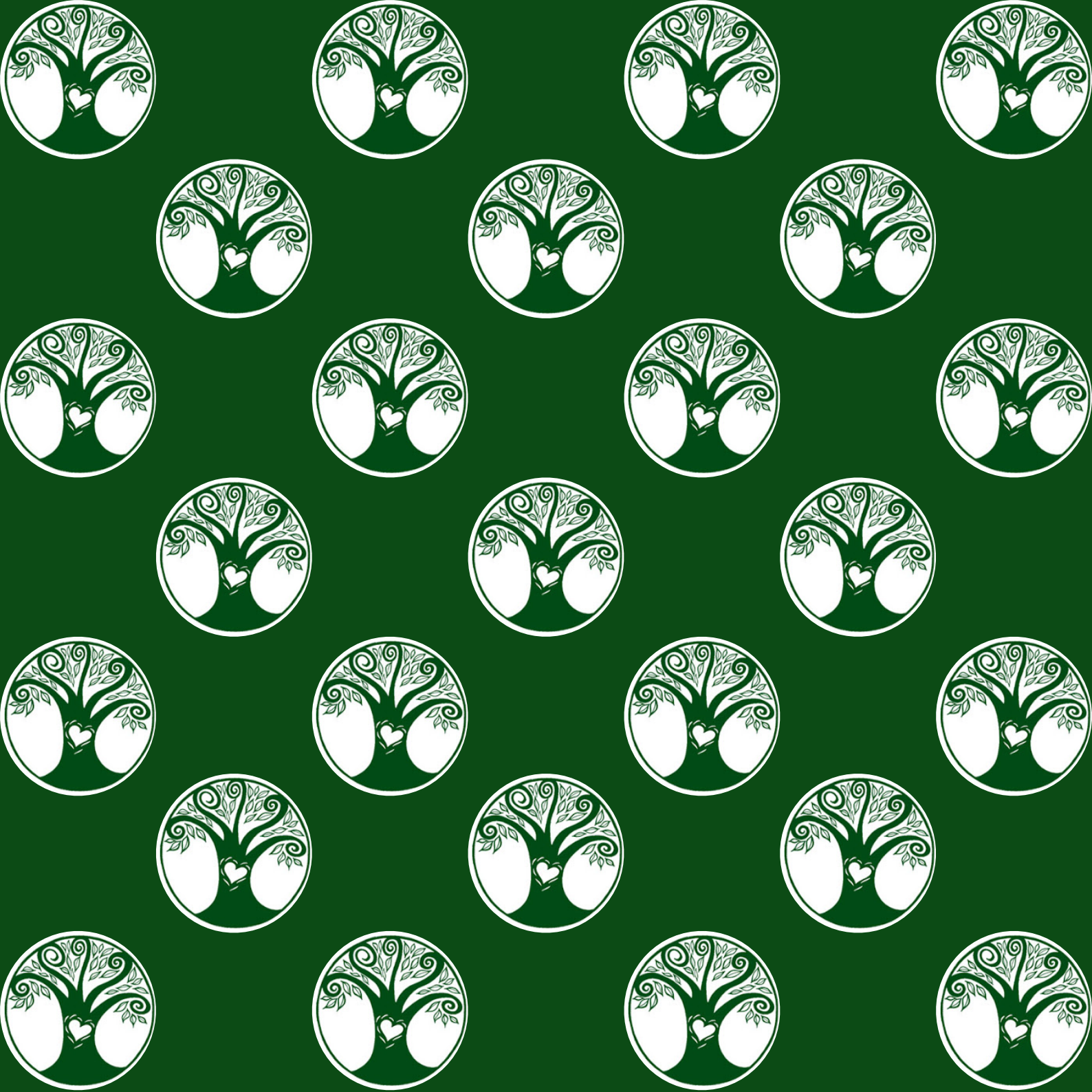
Each element of **GrantReady**  
provides effective tools for  
participants.

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The **GrantReady** workshop model of delivery ensures rigorous and responsive dynamics that places participant learning at the centre of workshop delivery.

It is anticipated that individual participants will identify and submit five (5) grant applications within two weeks of attendance.





# Workshop Format

## Whole Day

### Morning

#### Overview

Overview of Grants/Granting Bodies  
Organisational Readiness Audit  
Grant Guidelines + Analysis

### Late Morning

#### Scoping + Strategy

Project/Program planning  
Budgeting + Acquittal  
Grant Calendar + Opportunities

### Afternoon

#### Application(s)

Drafting + Editing  
Organisation *Bona Fides*  
Grant Writing Tool-kit

Modules and content are regularly reviewed for consistency and relevancy.



“

**Excellent, involved everyone made everyone feel comfortable. Very informative, recommend highly.**

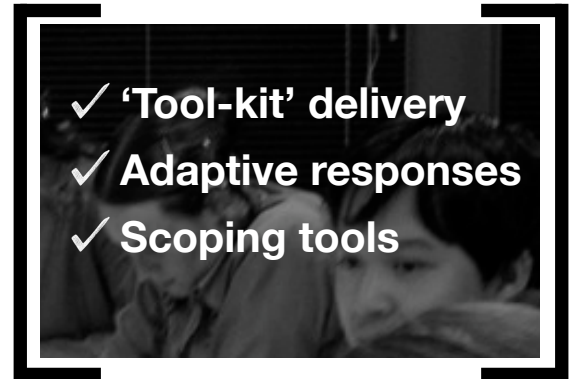
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# Deliverables

## Primary (Tangible)



## Secondary (Intangible)



## Return on Investment (ROI)

The **GrantReady** intensive workshop format ensures that participants leave with the capacity to apply for grants immediately.

This means that each participant will readily attract revenue of \$5,000 conservatively and realistically \$20,000 in the immediate 12 month period.

Assuming a full compliment of 16 participants who generate the minimum amount, this **attracts \$80,000 to your region in a 12 month period.**

Where participants secure in excess of this minimum, the amount is substantially higher and some **GrantReady** alumni have secured upwards of \$100,000 individually in subsequent years.

**GrantReady** has a one off cost of \$2,750 (inc. GST).

Working to the minimum proposed funds generated; this represents a ROI of almost 3,000%.

<b>ROI</b>	<b>=</b>	<b>Net Profit</b>	<b>/</b>	<b>Total Investment</b>	<b>x</b>	<b>100</b>
ROI	=	77,250 (\$80,000-\$2,750)	/	2,750	x	100
<b>ROI</b>	<b>=</b>	<b>2,809%</b>				

Greenwood Institute recently followed up on **GrantReady** participants from a previous workshop at the post workshop twelve month mark.

This workshop only had 10 participants.

Unfortunately two participants had secured no funds, citing change of employment and organisational restrictions.

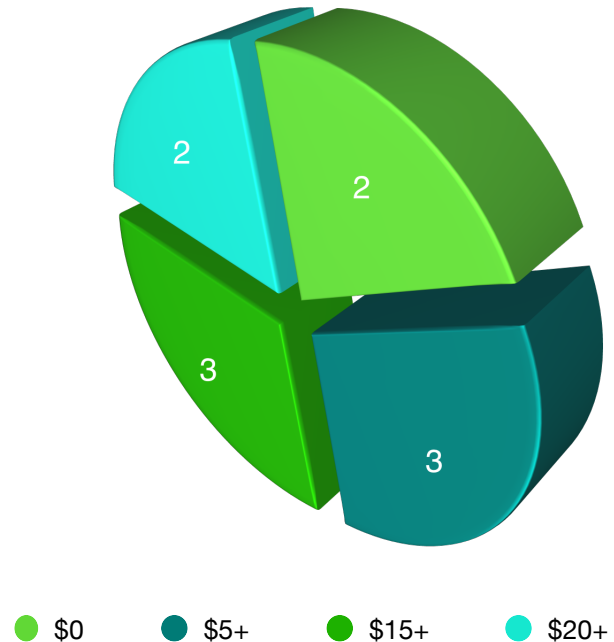
Six participants raised between \$5,000 and \$20,000.

Two participants had secured over \$20,000 in the first 12 months with one anticipating securing nearly \$50,000.

Therefore a relatively poorly attended workshop still attracted \$100,000+ to the region.

This was achieved across sectors as diverse as recreation, arts, labour markets and economic development.

**No. of Workshop Participants**









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INSTITUTE

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