



SOUTH METRO JUNIOR FOOTBALL LEAGUE

GRANTS/SCIF OPPORTUNITIES

MARCH 2023

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Robert Palmaricciotti

“Helping Sporting Organisation thrive through Grant Funding”

GRANT\$ FOR SPORTING ORGANISATIONS



www.grantprofessionals.com.au
info@grantprofessionals.com.au





Today's Objective

- Maximising the chances of winning grants for your sporting or other organisation
- Then questions. Chat afterwards

Also, contact us anytime

info@grantprofessionals.com.au

Introduction

- We are grant writers that apply and win grants on behalf of **Sporting** and other organisations
- <https://www.grantprofessionals.com.au/>
- This is about you applying for grants, not us on your behalf
- Focus on Sport and not focus just on the writing part



Agenda

1. a bit of a **background on grants**
2. how to **identify** suitable sporting grants
3. **writing** the application
4. myths around **reasons for success** and
5. what to do **if unsuccessful**
6. the **various approaches** depending on the grant.



the various approaches depending on the grant



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Community grants

Plan? Yes, to some degree BUT need to react to when a grant opens ... and apply by the deadline

Larger Facility upgrade (infrastructure) grants

Usually not a matter of “*just writing the grant*” ... *Not eligible or need strong support from your property landowner e.g., Council*

Need to Plan, Persuade and Persist



Background - What are grants?

- A grant is an **offer to apply for money**
- made mainly by **Government** and
- mainly to **non-for-profit organisations**
- **thousands of Grants** offered by the three levels of Government.
For a specific project, purpose, asset
- applied for via an **on-line application form**
- for a **specific period**
- you **almost always receive the money into your bank account** to spend on what you applied for
- **why?** To assist in public services, stimulate the economy, etc. The government is trying to help the community / support your organisation



Background - What are grants?

- For Sporting Organisations – 5 to 10 suitable grants per year
- Grants income should form a reasonable share of your revenue stream. To fund Equipment, Programs, Events, Improving community, etc.
<https://www.grantprofessionals.com.au/what-grants-can-fund/>
- You **almost always receive the money into your bank account** to spend on what you applied for





how to identify suitable sporting grants

Thousands of grants on offer ..

..... and the headlines look pretty good on most of them



Issues:

- None specific to you or Sport
 - Not usually exhaustive
 - Some are quite “average”
- e.g., a bit like *Seek* or *booking.com* or *Google*

how to identify suitable sporting grants

How do you become aware of the thousands of grants that are available?

- Grant searching tools
- Direct emails from the grant provider
- Emails from your local Government
- Social media, radio
- Many organisations publish grants

Or put yourself on our mailing list at no cost
info@grantprofessionals.com.au



how to identify suitable sporting grants

Question 1 – Are you eligible ?

- Only applied for by your Council e.g., Facility / Infrastructure grants
- You must have DGR (Charity) Status
- Not been successful in prior round
- Other criteria - Location, Revenue, Members, Financial statements, have an ABN
- If unsure, call the grant provider

how to identify suitable sporting grants

Question 2 - Is it a worthy (genuine) grant?

Grant offered by Government, Sport organisations

Winners are published

Many winners vs. applicants

Able to ask questions

Able to obtain feedback post outcome

Reasonable promotion

Feels like a grant

To help the community



Grant offered by a Business

Winners not published

Few winners vs. applicants

Not able to ask questions

Not able to obtain feedback

Heavy promotion

Feels like a sponsorship or raffle

Collecting email addresses, promoting oneself?

how to identify suitable sporting grants

Question 3 - Is the grant suitable and worth applying for?

- Government grant and for Sporting organisations ✓
- Fairly core to what you do?
- Look at previous published winners
- Chat to the grant provider

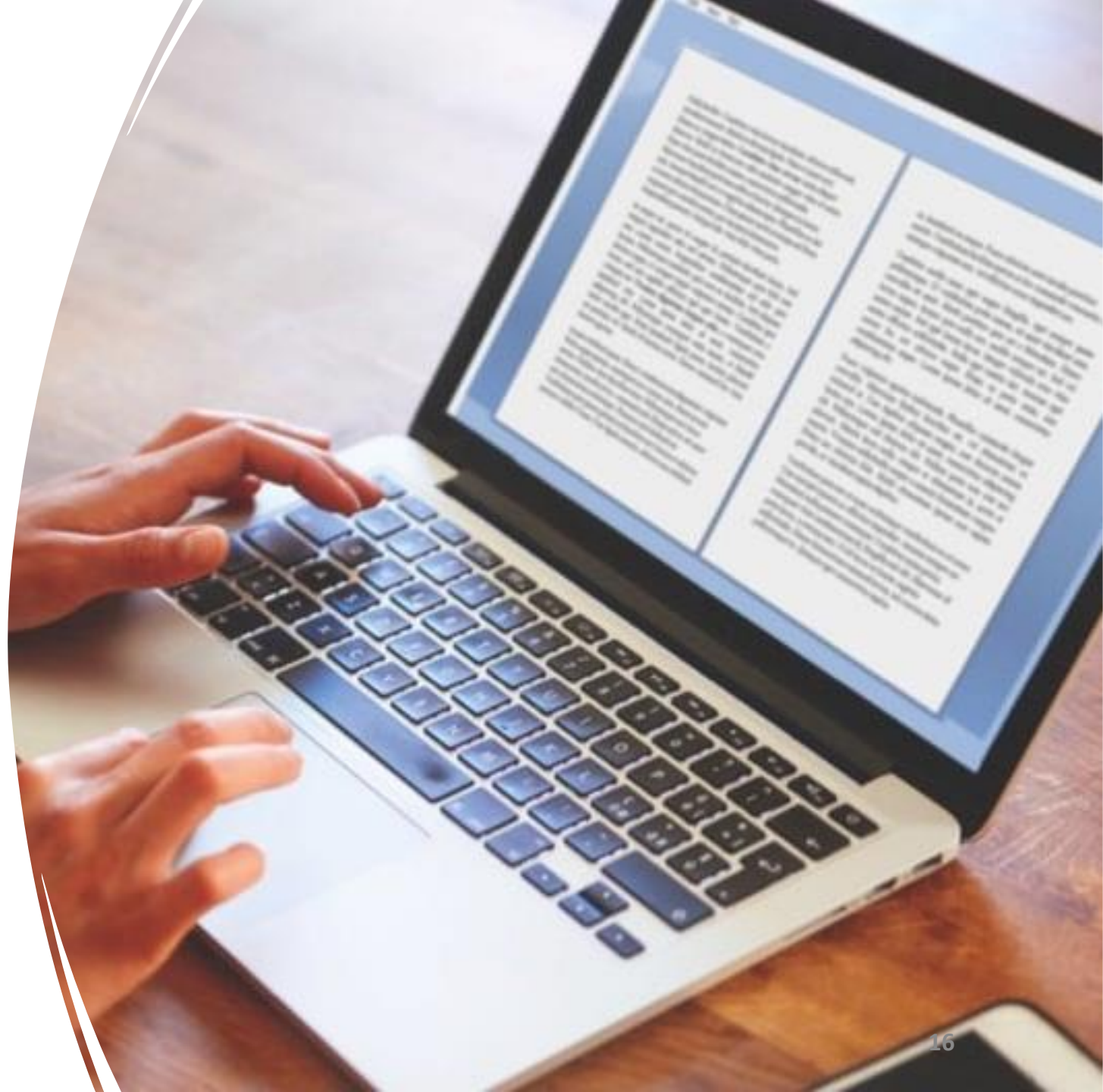
 power thesaurus

Synonyms for Suitable

appropriate fitting right proper suited

writing the application

- read the guidelines thoroughly
- read the grant's website page/s
- gather mandatory documents
- answer the questions, stick to work limits, consider the audience. 5 w's + h (what, why, who, where, when + how)
- the objective is more important than the item
- don't over sell your organisation, particularly when irrelevant to the application
- everything needs to be aligned
- save it and get somebody else to review it
- deadline date
- chat to the grant provider

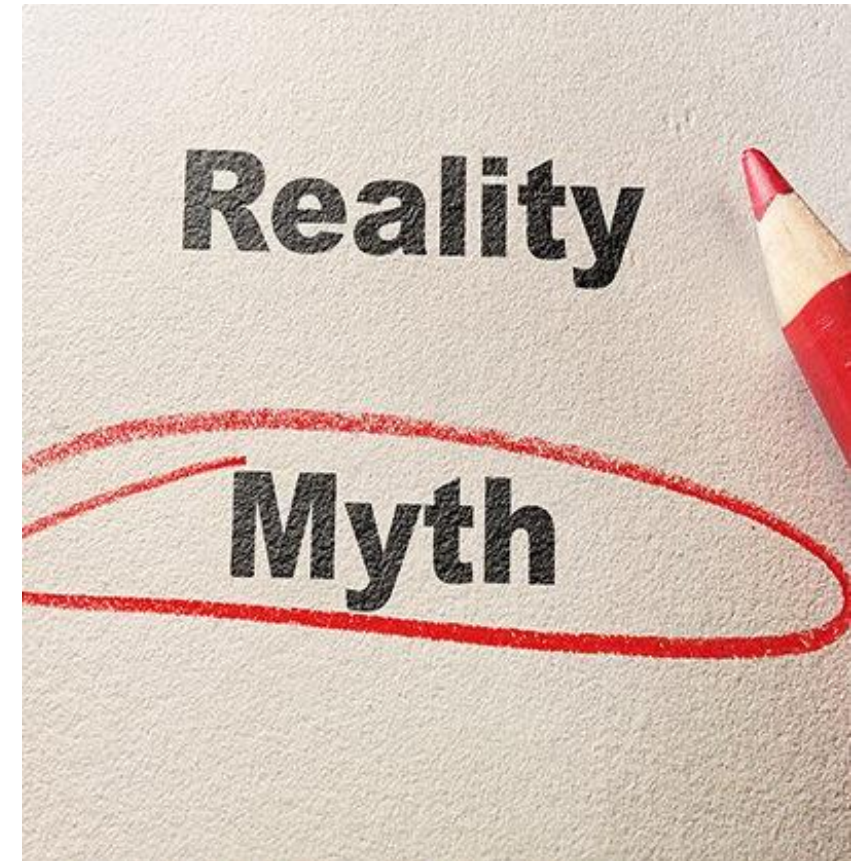


myths around success

- Rejected? Not usually
 - *it is all about "who you know"?*
 - *"it is all a rort"*
 - *"council don't like us"*
 - *"the club down the road gets all the money"*
- Assuming you have "ticked" all previous boxes then it is almost always to do with:

how many applicants versus the pool of available money.

Competitiveness



if unsuccessful

- Obtain some feedback. Preferably before the next round
- Most likely:
 - you will be able to improve your application
 - or reapply having progressed in the queue if there were too many applicants



the various approaches depending on the grant



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Need to Plan, Persuade and Persist



The Club Builder 3 “P’s”



Plan

- Prepare realistic plans that meet your clubs requirements
- Get your plans costed
- Get partners involved – multi user



Persuade

- “Sell” your plan to political stakeholders
- Engage council officers
- Seek Councillor & MP Support
- Get your project on each stakeholder’s Priority List



Persist

- “You need to work through all of the no’s until the only answer left is yes”
- Identify Grant Opportunities
- Seek commitments from State and Federal MP’s



Current grants

- Sporting Club Grant – 15 March,
<https://sport.vic.gov.au/grants-and-funding/our-grants/sporting-club-grants-program>
- Strategic Community Investment Fund (AFL) – No deadline
<https://www.aflvic.com.au/facilities-funding/strategic-community-investment-fund>
- Stronger Communities Grant – each electorate has its own deadline and process
- Your own council. Kingston for example:
<https://www.kingston.vic.gov.au/community/grants/community-grants>
- <https://sport.vic.gov.au/grants-and-funding/our-grants/local-sports-infrastructure-fund>



Questions, Contact us

info@grantprofessionals.com.au

Happy to chat at anytime

Want to join our mailing list. Need:

- *Name*
- *Email address*
- *Organisation name*
- *State.*



1. Funding Streams

2. What will not be funded

3. Other information





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