

PATH, PLACE AND PEOPLE

The 3 P's of Grants



3 P's of Grants

- Path
 - What is the problem and solution
- Place
 - Where will it help
- People
 - Who is on your team



PATH

- Problem
 - Define the need or opportunity
- Solution
 - Present the best solution and back it up with data
- Results
 - Give specific but obtainable outputs and outcomes
 - Make sure narrative and budget match



PLACE

- **Location**
 - Know the funders boundaries
 - Demonstrate clear understanding of need and impact
- **Definition**
 - Clearly define the site/location specifics (avoid Bigger is Better mindset)
 - Unique solution
- **Impact**
 - Exact scope and size of project
 - Maximize impact for the investment



PEOPLE

- **Beneficiaries**
 - How will project benefit people in area?
 - Strong local support, multiple stakeholders
- **Winning Team**
 - Demonstrate accountability
 - Share past success stories
- **Partners**
 - Show you have the right people with right qualifications- or a plan to get them!



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