

Fundraising and Grant Writing

A Learning Session for the Lincoln County
Homeless Advisory Board

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By

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Fundraising and Grant Writing

What We're Covering Today

Before
Applying

Finding
Funding
Opportunities

General Tips
for Applying

Common
Mistakes:
Narratives

Common
Mistakes:
Budgets

Approaching
Potential
Funders

Questions

Before Applying

Have a current list of your board of directors and associated demographics.

Have a board approved annual budget for the current fiscal year.

Have an updated Statement of Activities (revenues and expenditures).

Be current on all state and federal tax filings and non-profit status documents.

Be Current on all existing grant reporting.

Have a DEI statement and/or anti-discrimination policy.

Ensure your website is up to date.

Have internal control policies (state, federal).

Create or update the online grants portal through the agency you are applying with.

Where to Find Grant Opportunities

Non-Profit Association of Oregon

Oregon Economic Development District

Grants.Gov

State Agency Email lists

Local Governments

Oregon Buys

General Tips for Applying



Attend the zoom call & and ask a question.



Read the Request for Proposals and instructions. Then re-read them again.



Does your organization/project align with the RFP?



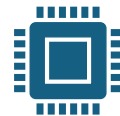
Understand your actual costs for the project



Are the reporting requirements attainable for your organization.



Is the money worth the effort?

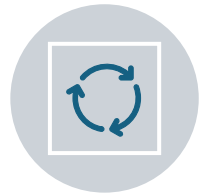


Is this project/grant “on mission?”



Start a timeline from the due date and work backwards. Do you have enough time to apply?

Common Mistakes: Narratives



Describing what you've done, not what you are proposing.



Assuming they know about your organization.



Missing the why or so-what factor.



Unrealistic or unmeasurable goals.



What you are proposing does not connect back to the call for proposals.



Poor editing of material, especially when using AI.



Inaccurately showing partnerships.

Common Mistakes: Budgets

Expenses don't match what's in your narrative proposal.

Not showing the whole cost of the project.

Lack of cost-matching or attempt to cost match.

The math doesn't math.

Disallowed expenses.

Administrative costs.

Overhead rates.

Approaching Potential Funders:

With a Focus on State Legislative and Local Government Asks



Focus on relationship building.



Start early.



Get clarity on the process first.



Recognize you will have to stay engaged and cheerlead the effort.



Attend and participate in public comment regarding your funding request.



Provide updates, thank-you's, and follow-ups to elected official or public body post funding.



The Faucet Approach.

Questions & Discussion

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