



# Regional Development *Australia*

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GRANTSEEKING

## NOT FOR PROFIT ORGANISATIONS

*Regional Development Australia is a national network to grow and strengthen Australia's regions. It is a new beginning for regional advocacy and community development.*

Courtesy of [www.ourcommunity.com.au](http://www.ourcommunity.com.au)

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**G**rants can be a beneficial source of income for your not for profit organisation and there are more available than you think. According to the Australian Bureau of Statistics, during the 2006-2007 financial year NFP organisations received \$74.5 billion in income. The main source of income for these organisations was funding from federal, state and local government, which accounted for just over a thirds, 34.1% or \$25.4 billion of total income.

## Types of grants

Some grant schemes are applicant-driven; groups put in different project proposals, and the grantmaker picks the one they like best. Others are project-driven - the grantmaker has a specific project in mind, and advertises for groups who want to run that project.

In any case, you get the money to do a project. Before you accept the money you must be sure you have the capacity to carry out the terms of the contract, and after you get the money you have to deliver exactly what you said you would (you must tell the grantmaker if you want to alter the terms of the grant; that is, if you ever want another one!).

The more you can establish an ongoing trust that you can deliver projects on time, on budget, and in the same form as they were approved, the more hope you'll have of achieving a second or third round of funding, or even ongoing funding.

The best way to negotiate the world of grants is to think about your needs before you start thinking about what's available. Hold a brainstorming session and make a list of all of the things your group would like to do, if only it had the money. Make it a living list that's accessible to key people within the organisation and can be added to and refined as new needs arise and old ones subside. Use this list to inform your decisions about which grants you want to apply for. Then start pulling together some of the things you'll need to make an application.

Start a folder (online and hard copy) that draws together all those aspects of a grant application that grantmakers ask for again and again. Complete your RDA Peel 'Grants Template' - your incorporation details, your insurance details, your mission statement, etc. so you have all information ready to go.

Keep the folder up to date and have your documents ready to insert at a moment's notice. (But beware: don't pre-prepare everything - every application has to be tailored for the particular program and the grantmaker you are applying to. Grantmakers have a good nose for form applications, and they don't like them.)



## Government grants

There are grants on offer from all tiers of government - local, state and federal. Generally government grantmakers are impartial, unbiased, and outcomes-oriented. Learn how the government in question thinks - look up their policy documents and use them to interpret the words of the application.

Government grantmakers are also relatively inflexible and can seem obsessed with detail, particularly those in the state and federal tiers of government, where they are often more removed from the groups being funded.

## Philanthropic grants

Australian foundations give out millions of dollars in the service of the ideals of their founders. At the best they can be innovative, flexible, forward-looking and understanding. They're less restricted than government grantmakers in some ways too, as they're not accountable to government ministers and taxpayers and so don't have to worry so much about justifying who they're giving money away to and how that money has been spent.

They're also more likely to only support groups that have Deductible Gift Recipient (DGR) status, which unfortunately cuts a high proportion of hard-working groups out of contention. (Check out ATO website for more details.)

## Corporate grants

One of the things that big companies generally want to tell people about is the good work they do in their communities. If companies have a state or national grants scheme, it will turn up in the Peel Community PAGE.

Companies operating in your area however, may not necessarily have a formal application scheme but may still give money out from time to time as part of their community relations programs, so you might need to be proactive.

## Finding the right grant

A lot of groups are still not aware of exactly how many grants there are that they could apply for, they tend to narrow the options rather than attempt to widen them.

You want to cast your net wide. You're searching for grants in your primary area of concern, of course, but are you sure you know all of the sectors you're in? If you're a local tennis club for example, you'll look under 'Sports' - but you should also look under 'Health' 'Community Support' 'Capacity Building' "Youth".



## Grant websites

- Federal: [www.grantslink.gov.au](http://www.grantslink.gov.au)  
[www.community.gov.au](http://www.community.gov.au) (Community Funding/Grants)
- State: [www.grantsdirectory.dlg.wa.gov.au](http://www.grantsdirectory.dlg.wa.gov.au)  
[www.lotterywest.wa.gov.au](http://www.lotterywest.wa.gov.au)  
[www.healthway.wa.gov.au](http://www.healthway.wa.gov.au)  
[www.dsr.wa.gov.au](http://www.dsr.wa.gov.au)  
[www.communities.wa.gov.au](http://www.communities.wa.gov.au)  
[www.peel.wa.gov.au](http://www.peel.wa.gov.au) (Royalties for Regions)
- Local: [www.mandurah.wa.gov.au](http://www.mandurah.wa.gov.au) (Community Assistance Grants)  
[www.murray.wa.gov.au](http://www.murray.wa.gov.au) (Community Development Fund; Community Support Fund, Community Assistance Fund)  
[www.sjshire.wa.gov.au](http://www.sjshire.wa.gov.au) (Community Funding Program)  
[www.waroona.wa.gov.au](http://www.waroona.wa.gov.au) (Community Development Grants)
- Philanthropic: [www.philanthropyaustralia.com.au](http://www.philanthropyaustralia.com.au)
- Misc: [www.rdapeel.org.au/Download.php](http://www.rdapeel.org.au/Download.php) (Peel Community PAGE)  
[www.ourcommunity.com.au/funding/grant\\_main.jsp](http://www.ourcommunity.com.au/funding/grant_main.jsp)  
[www.donortech.com.au](http://www.donortech.com.au)  
[www.ato.gov.au/nonprofit/](http://www.ato.gov.au/nonprofit/)



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