

# Grantlines: Grant seeker workshops

## Partnering People and Projects for Good

### What is the grant seeker workshop?

As part of its Grantlines service, Turnstone Projects runs grant seeker workshops. The workshops are for community groups looking to develop and fund their project by partnering with locally based companies, organisations, associations and councils. To assist grant seekers do this, participating companies and organisations usually give financial support to local community groups to attend the workshops.

### Why do companies, organisations and councils use Grantlines?

Grantlines helps companies, organisations, councils, the philanthropic sector and communities collaborate where there is a shared interest. Companies and organisations engaged in this approach understand the importance and value of partnerships and building long term relationships. Many have their own grant making program or facilitate ways for grant seekers to access funds. Sponsoring community representatives to attend a grant seeking workshop enables a broad range of projects to be developed and greater opportunity for positive and sustained impact.

### How does this help the community seek funding?

This support from local companies and organisations has many benefits for the community. It ensures that well considered, practical and locally supported projects can meet the funding guidelines and often, be developed in a way to identify and/or attract other sources of funding or establish partnerships. It decreases the time taken in preparing and writing applications and it clearly identifies project outputs, outcomes and reporting requirements.

### Benefits of the workshops

The grant seeker workshops help in the following ways:

1. Assisting community groups and representatives develop their projects using asset-mapping and planning models;
2. Identifying clearly the project outputs and outcomes;
3. Providing a forum to consider ways to collaborate through partnerships and funding to strengthen the project's potential and benefit;
4. Customising applications to meet company and/or organisation grant seeking guidelines;
5. Detailing ways for both the grant maker and community to consider the project in terms of its potential for social impact; and
6. Creating a long term relationship between companies, organisations and the community in which they operate.



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Grantlines: practical support for companies, organisations and their communities to realise local aspirations together for positive and sustained impact.

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## Topics covered

Each workshop is developed to meet the specific requirements of those sponsoring the workshop and the community.

Common topics for workshops include:

1. Planning a project where funding / grants are sought;
2. Deciding on and detailing project outputs and outcomes;
3. Undertaking a review for the project (what is being addressed, what will the project do, why is it needed, who will do it, how will it be done, when is it needed);
4. Considerations for preparing a project budget;
5. Appreciating aspects related to social impact for grant seekers and grant makers;
6. Identifying possible sources of funding;
7. Reviewing the guidelines and accountabilities should the grant be made;
8. Preparing a one page overview statement about the project to be funded;
9. Writing an application;
10. Supporting information, what and how to include in your application;
11. Preparing a covering letter; and
12. Project reporting.

### Workshop duration

Workshops are tailored. Usually they are a half day (three hours) or up to six hours. They are offered at times that suit those attending. This may be in the evening, a weekend morning or afternoon or during a week day.

### Who should attend?

Participants may be experienced or new grant seekers, hold an executive position in their local community group or association, be members of a community group, assist with administration or have recently become involved with the community and volunteering. Workshops are tailored to meet the needs of attendees and held with 8-10 participants.

### Workshop cost

The workshop cost is usually met by the sponsoring company and organisation and often provided free of charge to attendees. Costs per person depend on the scope, length and requirements. It includes take home resources.

### About Turnstone Projects and Rebecca Iliffe (MA IntRel UNSW, BAppScAg Melb)

Rebecca Iliffe established Turnstone Projects in 2003 to work with companies, organisations and communities where shared interests exist. Turnstone Projects works in three related areas: Grantlines, partnering people and projects for good; asset-based regional investment attraction; and project development.

Rebecca began as a professional wool classer in shearing sheds across eastern Australia, followed by early stage processing and facilitating technical training for international users of Australia wool. She then spent over ten years working with government and industry in business and community in development and investment attraction roles in rural and regional areas. She is an experienced presenter and facilitator.

Rebecca has a strong interest in and engagement with philanthropy both as a grant seeker and grant maker. With her husband James, and the involvement of their two young sons, their small family trust supports innovative education-related projects in metropolitan and rural areas across Australia.