

How to Work with Venn There Grants Consulting, LLC

Get Customized Services
to Fit Your Unique Needs

The Truth About Grants

- ❖ Grants are NOT free money; they are tied to restrictions, rules, and other requirements.
- ❖ Grant Writing is NOT the first type of fundraising to do after becoming a nonprofit.
- ❖ Grant Writing is high-risk, and low-return if the nonprofit doesn't have a tested Grant System.
- ❖ Grant Writing is a slow process that requires structures, strategies, and social interactions.
- ❖ Grant Writing is a 'team sport' not completed by only one grant writer.



More Truth About Grants



- ❖ Grant Writers do not create programs or budgets.
- ❖ Grant Writers are compensated for the services they provide, not the outcome of the grant proposal.
- ❖ Awarded Grants require a management plan, evaluation methods, and post-grant activities.
- ❖ Post-Grant Activity is critical to a nonprofit's sustainability.

Explore Grants: Pros & Cons

Pros

Funder Validation

High ROI

Support Programs

Support Capital

Cons

Not Gen. Op funding Not

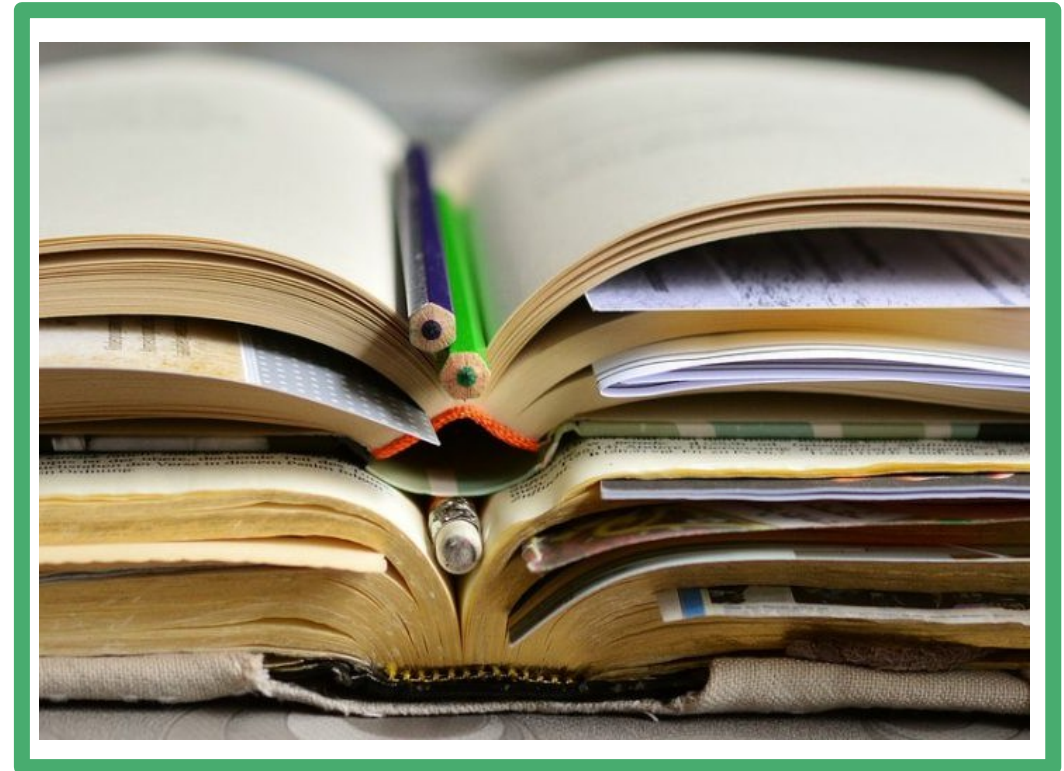
Free Money

Restrictive

Slow Process

Time-Consuming

More Tasks After Award



Are You a Good Fit?



Traits of Grant-Winning Nonprofits

The Organization:

- ✓ embodies a prosperous, mindset;
- ✓ acknowledges and respects the grant writing profession;
- ✓ has a strategic plan that pursues revenue diversification;
- ✓ seeks grants to support core programming;
- ✓ actively participates in the grant process
- ✓ fosters strong relationships with funders;
- ✓ delivers the proposed program as planned when awarded;
- ✓ knows sustainability is not writing another grant.

Grant Services Based on Your Needs



Basic Support

Jump-start your grant writing with tools, templates, and other products to save you time, money, and effort.

Grant Writing

Free yourself from writing Letters of Intent (LOIs), grant proposals, federal grant applications, and SBIRs.

Immersive Training

Give your team the tools to strategize the design and execution of programs, budgets, and your Grant Writing System.

Other Grant Services

Fully operationalize your Grant System with assistance in grants management, reporting, reimbursements, grant writer training, and sustainability practices.



About Venn There Grants Consulting, LLC



Jan Rodusky
Founder & Principal

- ✓ Founded Venn There Grants Consulting, LLC in 2019
- ✓ 25+ years of experience Writing and Managing Grants
- ✓ 20 years of experience as a Grant Maker
- ✓ Raised over \$19 Million in five years
- ✓ Consulted over 75 nonprofits win more grants
- ✓ GPA Certified Trainer, Mentor, and Member
- ✓ Grant Reviewer for Government and Private Funders
- ✓ Revenue Diversification Advisor





About Venn There Grants Consulting, LLC

✓ **Seven Professional Grant Writers** representing clients throughout the US.

Areas of Focus:

- ✓ Arts & Culture
- ✓ Environment
- ✓ Health & Human Services

Types of Grants:

- ✓ Program support
- ✓ Capacity building
- ✓ Capital
- ✓ Reimbursement-based
- ✓ SBIRs, & STTRs

Types of Funders:

- ✓ Family foundations
- ✓ Community foundations
- ✓ Corporations
- ✓ National foundations
- ✓ Local, state, and federal government entities.

Types of Services:

- ✓ Grant Strategic Plan
- ✓ Program & Budget Design
- ✓ Research Mapping
- ✓ Grant Writing
- ✓ Grants Management
- ✓ Grant Reporting
- ✓ Grant Reimbursements
- ✓ Contract Compliance
- ✓ Revenue Diversification

Our Commitment to You



Venn There Grants Consulting, LLC will:

- ✓ complete deliverables on time, every time
- ✓ follow our agreed-upon process defined in an onboarding session
- ✓ meet regularly with your team to coordinate all work
- ✓ Respond within 48 hours to phone calls and texts
- ✓ Work professionally, collaboratively, and always in the best interest of you and your clients



Our Clients' Grant Successes

1

Art and Culture Organization

Starting Op Budget: \$250K
Starting Grant Revenue Goal: \$75K

Venn There Grants' scope of work:

- ✓ Create program boilerplates
- ✓ Research opportunities
- ✓ Review grant applications

Results:

- ✓ Three new funders
- ✓ Increase Op Budget to \$570K
- ✓ ROI \$.08 to raise \$1

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Environmental Organization

Operating Budget: \$10M
Starting Grant Revenue Goal: \$900K

Venn There Grants' scope of work:

- ✓ Expand the number of funders
- ✓ Increase the grant revenue by 100K

Results:

- ✓ 10 new funders
- ✓ Increase the grant revenue by 250K
- ✓ ROI \$.10 to raise \$1

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Human Service Organization

Operating Budget: \$17M
Starting Grant Revenue Goal: \$1.5M

Venn There Grants' scope of work:

- ✓ Create a Grant Strategic Plan
- ✓ Expand grants to Federal Funding
- ✓ Increase the grant revenue to \$2M

Results:

- ✓ Increased grant funding for 9 programs
- ✓ Secured three Federal grants in 1 year
- ✓ Increased the grant revenue to \$3M
- ✓ ROI \$.03 to raise \$1

Grant Services Based on Your Needs



Basic Support

<input type="checkbox"/> Organizational Tools	\$25-\$500
<input type="checkbox"/> Program Budget template creation	\$ 500
<input type="checkbox"/> Data & Statistics Research	\$ 500
<input type="checkbox"/> Annual appeal letters	\$ 500
<input type="checkbox"/> Application Review	\$ 500
<input type="checkbox"/> Program Boilerplate creation	\$1,000

Grant Writing

<input type="checkbox"/> LOIs	\$1,000
<input type="checkbox"/> Single Project – non-gov't grant	\$2,000
<input type="checkbox"/> Pipeline/Grants Admin	\$ 100/hr
<input type="checkbox"/> Ongoing Grant Writing	\$ 100/hr
<input type="checkbox"/> Federal Grants -	\$ 125/hr

Immersive Team Training

<input type="checkbox"/> Revenue Diversification workshop	\$1,500
<input type="checkbox"/> Program Design	\$2,500
<input type="checkbox"/> Budget Design	\$2,500
<input type="checkbox"/> Grant Strategic Planning	\$5,000
<input type="checkbox"/> Team Grant Training	\$7,500

Other Services

<input type="checkbox"/> Grant Reporting	\$100/hr
<input type="checkbox"/> Grant Reimbursements	\$100/hr
<input type="checkbox"/> Specialized Workshops	\$2,500
<input type="checkbox"/> Coaching 1-1	\$1,000/mo
<input type="checkbox"/> Apprenticeship Program	\$15,000

Next Steps



1

Schedule a Complimentary
30-Minute Grant
Strategy Session

[www.calendly.com/vennthere
grants](https://www.calendly.com/vennthere/grants)

2

Receive and
Complete the Agreement

Jan@VennThereGrants.com
561.531.3943

3

Schedule Your Orientation

[https://calendly.com/vennthere
grants/client-onboarding-and-
orientation](https://calendly.com/vennthere/grants/client-onboarding-and-orientation)