

# HOW TO FIND GRANTS & WRITE A WINNING PROPOSAL



**NEIGHBORHOOD  
SERVICES  
DEPARTMENT**

 **City of Phoenix**

# PRESENTED BY MATTHEW UTYRO

- Neighborhood Services Department Special Projects Administrator
- Joined the City in 2020
- 21 years of federal grant experience
- ~ \$80,000,000 of construction grants funding

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# HOW TO FIND GRANTS & WRITE A WINNING PROPOSAL-AGENDA

- Grant Life
- Develop Ideas
- Finding Funding
- Grant Writing and Submittal
- Questions and Answers



# GRANT LIFE



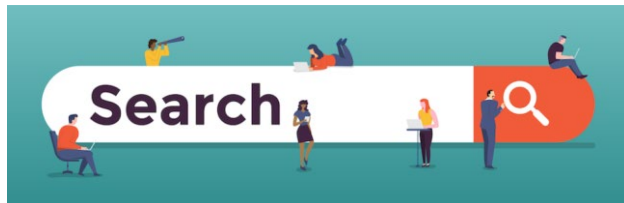
# DEVELOP IDEAS

- Identify your needs
- Review your capacity
- Create your plan



# FINDING FUNDING

- Foundations
- Corporations
- Public Charities
- Government



# WRITING AND SUBMITTAL

- Outline the funding requirements
- Make a work plan
- Create a shared template
- Draft a budget and schedule
- Be clear and concise
- Tell a story with facts and pictures
- Gather any required documents
- Prepare to Submit Early





# How to Find Grants & Write a Winning Proposal

## Questions and Answers



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