



6th National Small Farm Conference

Tuesday, September 18, 2012
1:00 pm – 5:00 pm

Short Courses Description

5. Grant Writing

- *How To's for Effective Grant Writing*
Grant Writing Secrets for Success

Moderator: *Timothy Hooper, Tennessee State University*

Instructors: *James Hill, Outreach Director, Southern SARE and
Hugh Joseph, Tufts University*

1:00 pm – 4:00 pm (Central Standard Time)

USDA and other federal and foundation grants are competitive – not everyone who applies can get funded each time. But some applicants are much more effective at getting funding than are others. This reflects the quality of their proposed projects as well as the application itself. In this workshop, we will hone in on key factors that are most critical to success or failure in getting funded. We begin with 10 key elements for successful proposals. What does a winning proposal look like, and what are the critical steps to make that happen? Next, we will review 10 commonly seen factors that typically kill the chances of getting funded. These include elements of project planning, following guidelines, balancing required content components, frequently overlooked elements, and following proper submission procedures. Presenters will also respond to specific questions from the audience.