



Tuberous Sclerosis  
Australia

## How TSA created a successful grant program



# Why grant income?

- There is \$80b in funding for NFP's in Australia each year.
- 1,000% increase in grant revenue in a year.
  - From \$8,000p.a to \$100,000
- TSA's recent grant funded projects include;
  - Parachute Pack: New diagnosis resource for families (\$30,000)
  - TSC Connect: Family and Medical Conference Funding (\$23,000)
  - In Safe Hands: New resource for schools about TSC (\$3,000)
  - TSC Outreach: Tele-health nurse (\$38,000)
- Over 200 hours, \$10,000 in staff time and \$4,000 in consultant fees
- There are many resources we could access for help



# Where we started



Step 1. We got our organisation grant ready



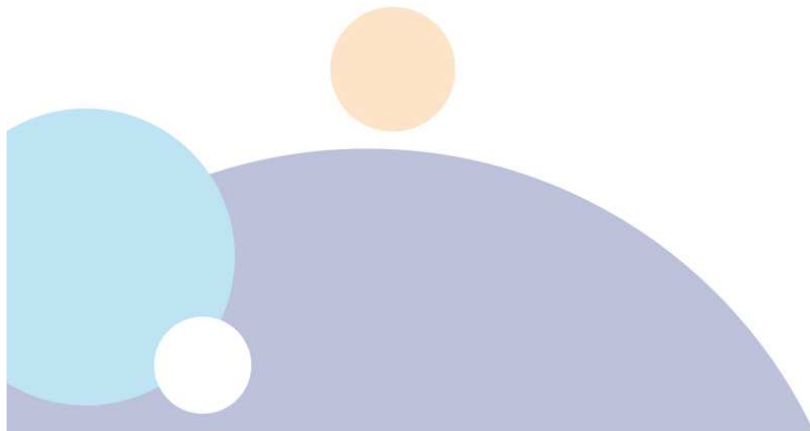
Step 2. We developed grant ready projects



Step 3. We identified opportunities



Step 4. We delivered the projects

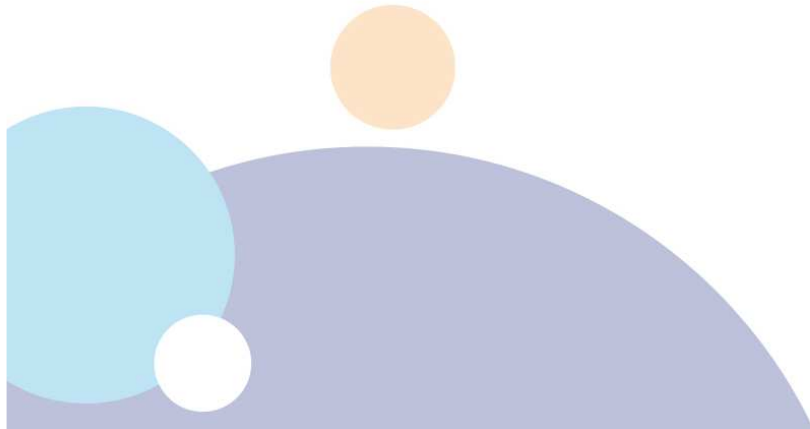


# Where we started



## Step 1. We got TSA grant ready

- We identified the resources available
- Established TSA's charitable status
- We created a case for support for our organisation:
  - We defined our organisation and what we do
  - We defined our goals and objectives
  - We created our point of difference
  - We defined our intended outcomes



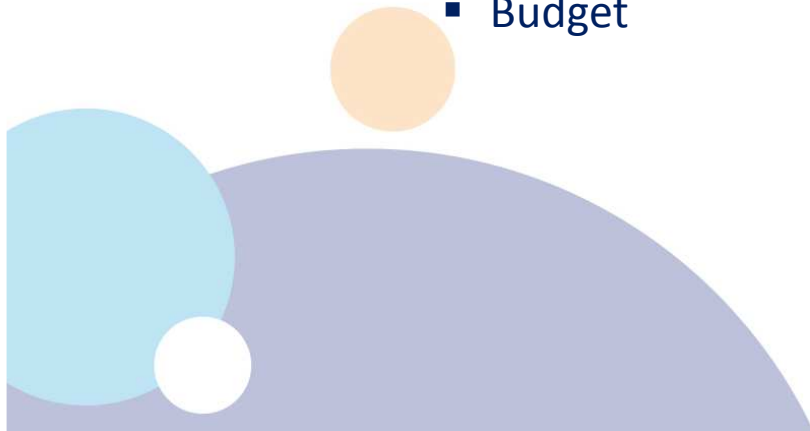
# How we got grant ready



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## Step 2. We developed grant ready projects

- Specific project funding
- TSA defined and developed projects in need of support
  - Developed 3-5 'sexy' projects
  - Wrote a case for support for each including;
    - Objectives
    - Outcomes
    - Budget



# How we got grant ready

## Step 3. Identified Opportunities

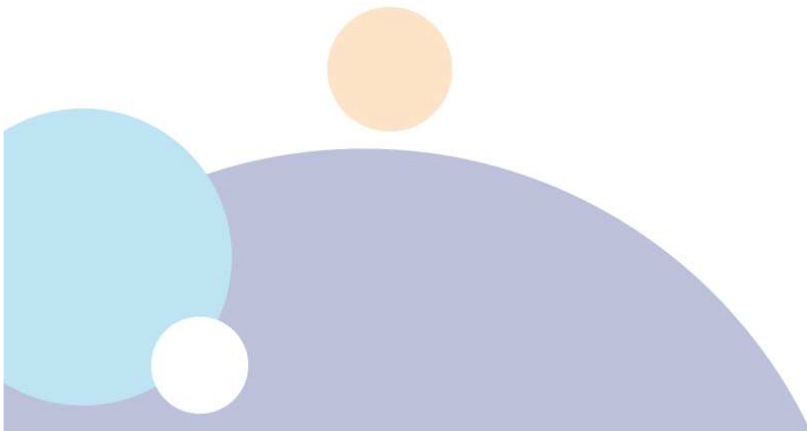
- We pinpointed the types of grant giving organisations
  - Corporate Trusts and Foundations
  - PAFs (Private An Funds)
  - DAFs (Donor Advised Funds or sub funds)
  - Government
  - Club funding
- Created a grants calendar
  - Identified opportunities that were a good match for our projects
  - Established a list of opportunities and due dates
- Made our approaches

Australian Communities Foundation	AET Limited	Australian Philanthropic Services
Capital Region Community Foundation	Centenary Foundation	Equity Trustees
Geelong Community Foundation	Good2Give	Inner North Community Foundation
Into Our Hands Community Foundation	JBWere	Lord Mayor's Charitable Foundation
Mutual Trust	Perpetual	Queensland Community Foundation
Stand Like Stone Foundation	State Trustees	Victorian Women's Trust

# How we got grant ready

## Step 4. Delivery

- Honoured our obligations
  - Delivered the project
  - Recognised their contribution as agreed
- Flexibility
- Accountability

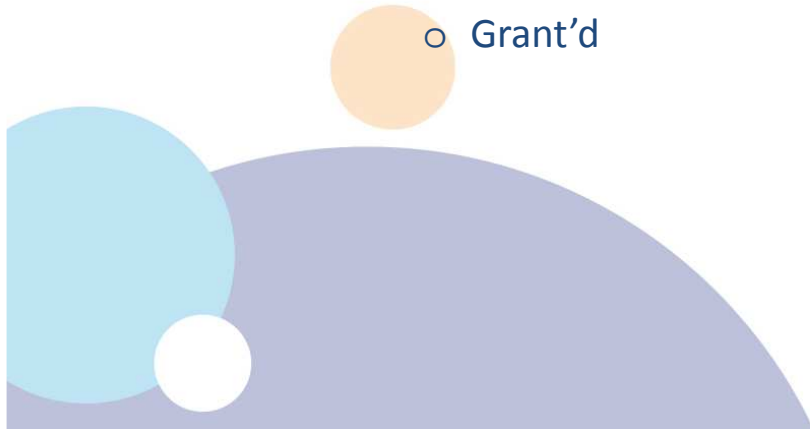


# Where we went to for help



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- Signed up to receive regular grant newsletters and updates:
  - Grant Guru
  - Grants Hub
  - ProBono Australia
  - Philanthropy Australia
  - Our Community
  - Grant Connect for government grant opportunities
- Outsourced to a grant expert
  - Fish Communications
  - Strategic Grants
  - Grant'd

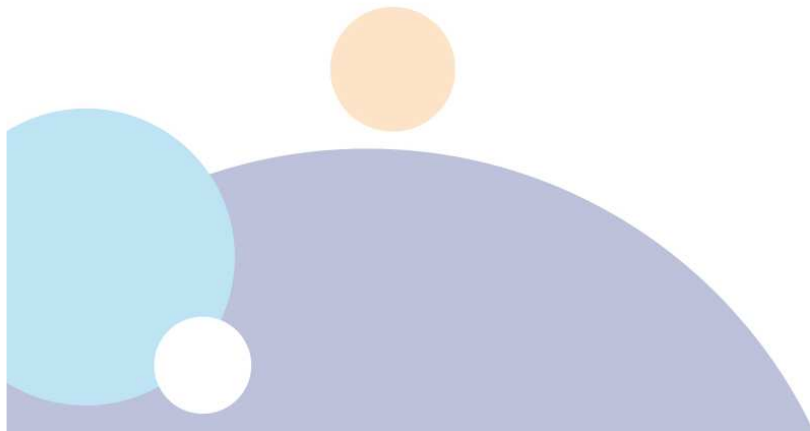




# What we've learnt

## **What worked for TSA:**

- Making personal connections
- Selling a dream (internally and externally)
- Being flexible - other sources of income
- Research
- Catchy names work
- Combining facts and figures with emotive story telling
- Honouring our obligations
- **PROOF READING!**



# Example detailed grants calendar



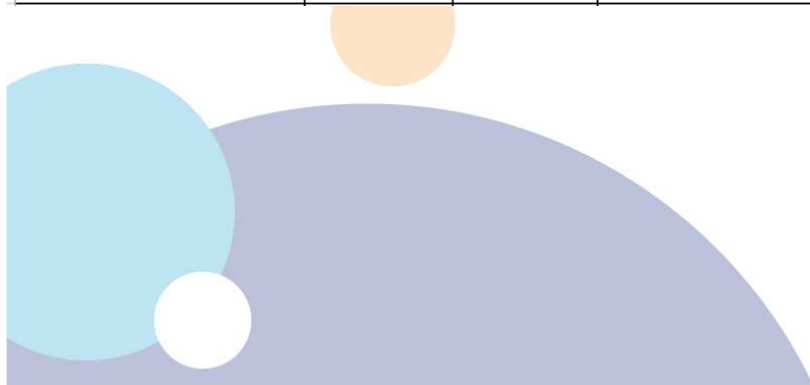
Name	Area of Interest	Due	\$ to request	Guidelines	Contact	Notes	Date submitted	project submitted	Amount	Status: Pipeline. Applied. Unsuccessful. Successful	Actual Decision Date
Bendigo Bank Community Grants	Community Events	Anytime	TBC	<a href="http://cia.communityenterprisefoundation.org.au/">http://cia.communityenterprisefoundation.org.au/</a>		Build relationship with a local branch who will refer you to the community	24.10.2018	Comedy for a Cure	\$3,960	Successful 1.11.2018	1.11.2018
Disabled Children's Foundation	Disability and education	open	\$10,000	<a href="https://disabledchildrensfoundation.org.au/">https://disabledchildrensfoundation.org.au/</a>	online	Focus on disability	15.12.2018	Teachers	\$3,000	Successful 20.12.2018	20.12.2018
Ian Potter Foundation	Wellbeing Education Medical Research	Throughout the year, depending on program area	Up to \$50,000. If requesting \$50,000 or above, must	<a href="http://www.ianpotter.org.au/how-to-apply-for-a-grant/">http://www.ianpotter.org.au/how-to-apply-for-a-grant/</a>	Contact Relevant Program Manager Names can be found under relevant area	The Foundation's wide ranging funding programs reflect Sir Ian's interest in the	30.5.3018	Education Event	\$3,000	Successful 13.9.2018	13.9.2018
National Disability Conference Incentive	Travel grants	20.3.2018	\$10,000	<a href="http://www.communitygrants.gov.au/grants/national-disability-conference-">http://www.communitygrants.gov.au/grants/national-disability-conference-</a>	online	travel grants for education events	21.2.2018	Education Event	\$9,000	Successful 12.9.2018	12.9.2018
NIB Foundation	Carers and young people	April each year	Up to \$50,000	<a href="http://www.nibfoundation.com.au/Funding/Community-Grants.aspx">http://www.nibfoundation.com.au/Funding/Community-Grants.aspx</a>	(02) 4914 1773 enquiries@nibfoundation.com.au	We support community-based programs that improve the health	27.4.2018	Parachute Pack	\$27,795	Successful 14.9.2018	14.9.2018
Grants Hub	grants	May	\$100			50% off annual membership	17/04/2018		\$100	Successful 16.5.2018	16.5.2018



# Example grants calendar snapshot



Funding Source	January	February	March	April	May	June	July	August	September	October
ANZ Staff Foundation	January						July			
Albert and Barbara Tucker								31-Aug		
Australian Ethical Investment Grants					May					
Aurizon				Unsuccessful						
Auzzie Famers Direct							July			
Balnaves Foundation			Unsuccessful							
Bendigo Bank									Successful	
Bupa Health Foundation			Check website							
CC-DR		Successful								
Collier Charitable Fund						June				



# Example project budget



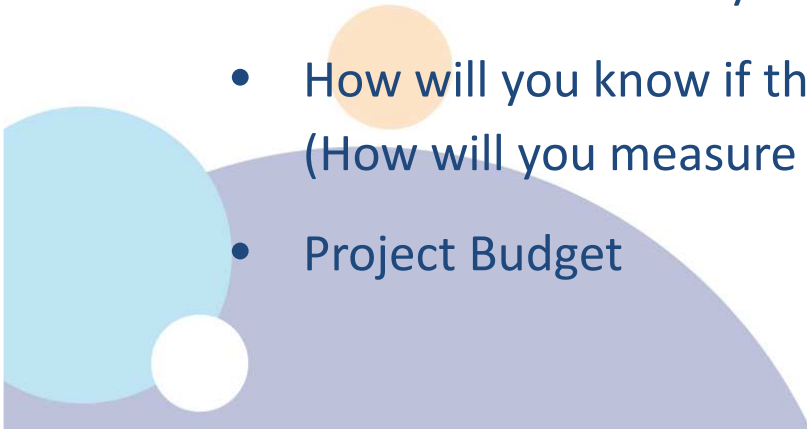
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Expenses	Budget Amount
Education Consultant: Research, development, review (\$60p/h for 170 hours)	\$10,200
Booklet design and layout (\$80p/h for 25 hours)	\$2,000
TSA General Manager's support (\$75p/h for 20 hours)	\$1,500
Print 250 booklets	\$1,000
Online development (\$50p/h for 5 hours)	\$250
Distribution by post	\$500
Evaluation (\$40 p/h for 12.5 hours)	\$500
Ongoing maintenance including updates and future printing (post evaluation) and distribution	\$2,000
Promotion of Project –via Social Media, Dept of Education, TSA publications and a media launch	\$2,000
<b>Total Expenses</b>	<b>\$19,950</b>
<b>Revenue</b>	
Grant	\$10,000
Tuberous Sclerosis Australia Contribution from fundraising and donations	\$4,950
Pro-bono support	\$5,000
<b>Total Revenue</b>	<b>\$19,950</b>

# Example case for support



- Project Title
- Organisation Overview
- Project Description
  - Overview
  - Why is this project important?  
(What issue or need are you addressing?)
  - What activities will you undertake as part of this project?  
(How will this project address this issue or need?)
  - What outcomes do you anticipate?
  - How will you know if this project is successful?  
(How will you measure outcomes and evaluate your project?)
- Project Budget



# Now it's your turn

Step 1. We got TSA grant ready



Step 2. We developed grant ready projects



Step 3. We identified opportunities



Step 4. Delivery

