

The Value of a Grant Consultant: Past, Present and Future



A grant consultant can help nonprofits manage their current grants, uncover grants from foundations that may have fallen off the radar and provide leads for the future.

Present

Foundations give grants to organizations they trust. In return, the foundation expects an organization to fulfill the requirements of the grant in a timely manner. Most require a final accounting of the grant at the end of 12 months. In the business of development, 12 months can seem like a minute and—before you know it—the grant report is due. A grant consultant can keep track of these deadlines, project-manage the grant-making process and ensure everything is delivered to the foundation on time or ahead of schedule.

Past

In some cases, a grant consultant can uncover a forgotten foundation that gave to the organization in recent years—forgotten, perhaps, because of a change in staff or a database conversion, for example. A grant consultant, with the help of a robust database of foundations, grant experience and institutional knowledge, can help organizations uncover information about past grants to guide them toward a renewed foundation relationship.

Future

Finally, a grant consultant can help identify local, regional and national foundation prospects. That same database that holds tens of thousands of foundations and history, can point to an untapped foundation with a particular interest in an organization's work. The consultant can search by keywords to find funders that align with the organization's mission, program or project.

An ongoing relationship with a grant consultant can provide a safety net to monitor current grants, provide peace of mind that a foundation has not been forgotten and, ultimately, generate stronger relationships with and more funding from foundations ... present, past and future.

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