

Grant Writing

FOR BEGINNERS

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WESTERN
MASSACHUSETTS

But First: Understanding Common Acronyms

NOI-Notice of Intent

- LOI-Letter of intent

RFP-Request for Proposal

RFR-Request for Response

RFI-Request for Information

RFQ-Request for Quote

Resources:

[Medium.com](https://www.allacronyms.com/)

<https://www.allacronyms.com/>

How To Find Grants



Foundations



State



Federal

Finding Foundations

- There are a number of databases that collect foundation information. Here is one of my favorite.
- <https://www.grantmakers.io/>

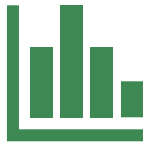
State Grants

- The state has an online database for identifying and submitting grant applications
 - (although some divisions manage their own grants processes.)
- <https://www.commbuys.com/bsa/>
- Things to know
 - The database is organized by [UNSPC codes](#)
 - In order to see some details you need to register for an account

Federal Grants

- The federal government has a digital grants portal: www.grants.gov
- Things to know
 - You'll need both a DUNS and a SAM Cage Code to apply for federal grants.
 - The database is organized by [CFDA numbers](#)
 - In order to see some details you'll need to register for an account

Key aspects to successful applications



3rd party research
and data



Persuasive Story
Telling

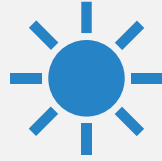


Short and Simple



Closely following
guidelines

Energy and Cost saving programs



[Mass Save energy program](#)



[Waste Reduction Technical Assistance](#)



Solar Programs

Questions

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