Grant Opportunities Round Table

Facilitators: Jim & Bobby

* It is important to be familiar with the company or organization that is funding the grant. You should familiarize yourself with the organization’s website and mission to ensure that your grant aligns with their objectives.
* When applying for a grant that is given by a retail company – get to know the local manager. Have HOSA students visit with the manager. Invite them to HOSA events. When you are applying for the grant have them write a letter of recommendation for the organization. It will be a huge benefit to have an advocate within the company.
* Peg, from the first state, has been awarded a large grant in the past. Her advice was to be as specific as possible and follow the guidelines of the grant exactly as outlined.
* Peg made a recommendation for [GrantWatch.com](http://www.grantwatch.com). It is a service she has been pleased with. For $15 a month, she receives state specific grant opportunity updates.
* Kathleen, from New Hampshire, conveyed the difficulty in her state when it comes to applying for grants. Many of the other CTSOs have been applying for grants for several years. She is viewed as competition and other groups are hesitant to partner with her.
* It was also stressed that having someone review the grant prior to submission is extremely important. Jim invited everyone to utilize National HOSA if they were in need of a grant reviewer.
* Jim discussed the benefits of registering as a 501(c)3, which is a requirement for many of the grants that were shown in the Grant Opportunities packet. It was discussed how this might be difficult for some of the state associations, depending on where they were housed.
* A few of the attendees shared that they had been unsuccessful in the past. The reaction to this was that the majority of grant seekers are unsuccessful because competition is so high. The recommendation is to apply for many appropriate grants each year and try to follow the best practices when doing so.