

Elevate's Grants Accelerator Project Suite

A suite of project-based services designed to jumpstart a strategic grants program

INTRODUCTION

Elevate works with effective and ambitious nonprofit organizations with the goal of supporting their leaders, improving their program outcomes, and building more sustainable organizations capable of doing the hard work of meaningful social change. Our **Grants Accelerator Project Suite** offers project-based engagements that address specific grant program needs. These a la carte options are designed to be conducted sequentially to meet the needs and budget constraints of organizations with early-stage grant programs as well as those organizations that may need supplemental project-based services to boost their already successful grant programs.

WHY ELEVATE

Elevate understands that securing grant funding is essential to achieving your mission, and your grant program is high stakes. **Elevate takes this responsibility seriously.** We offer exceptional services to clients who want to work with the best.

Since our founding in 2013, we have invested in attracting skilled grant writing staff, building proven systems and resources, and collaborating with diverse nonprofit clients on tens of thousands of grant proposals. We help our clients think critically about their grant program strategy, identify the best grant opportunities, write compelling and strategic funding proposals, and win grants that strengthen their organizations and support their communities.

OUR IMPACT

In 2024, **Elevate raised \$133,638,544** for its nonprofit clients. **We won 49% of closed proposals** in 2024, compared to the national average of 18%.

We have worked with hundreds of nonprofit organizations and drafted more than 25,000 proposals. Most of our clients achieve an ROI that exceeds the Standards for Excellence recommendations of 3:1 over five years.

Elevate employs dozens of the country's most talented grant writers and fundraising strategists. Our team brings expertise winning grants for organizations working in advocacy and organizing, the arts, education, climate change, environmental justice, housing, human and social services, older adult programs, workforce development, youth development and much more. As a company, **we are grants experts.**



Grants Accelerator Project Suite

**START
HERE**

GRANT PROGRAM FEASIBILITY ASSESSMENT

Do you know if your organization is ready to invest resources in a grant program? Get an expert's assessment of your readiness and advice on how to start.

DURATION: 4 WEEKS
COST: \$5,000

PROSPECT RESEARCH PROJECT

Do you need research into grant opportunities that align with your organization's needs? Have an expert conduct research into grants for your organization.

DURATION: 4 WEEKS
COST: \$5,000

WRITING A CASE FOR SUPPORT

Are you ready to make a compelling case for why grantmakers should invest in your work? Elevate's grant writers will develop a written Case for Support.

DURATION: 6 WEEKS
COST: \$7,500

Based on what we learn, we may recommend additional supports

PEER LANDSCAPE ANALYSIS

DURATION: 6 WEEKS
COST: \$7,500

Do you know which grantmakers support your peers and competitors? What are the funding trends in your field or sector? Peer Landscape Analysis can identify the top funders and trends, making your prospect research more effective.

TRAINING: HOW TO BUILD A GRANT PROGRAM

2-HOUR CUSTOM WEBINAR
COST: \$5,500

Does your team need to build a baseline of knowledge to get started? We provide training to build your staff and Board's understanding of grant fundraising basics and how to incorporate fundraising best practices into your work.

HOURLY CONSULTING

FOUR 1-HOUR MEETINGS
COST: \$1,000

Elevate's fundraising experts can meet with you 1:1 to help you prepare for a funder meeting, fine-tune your pitch, discuss an RFP, and more. Consulting is offered in packages of four 1-hour meetings that can be scheduled weekly, biweekly, or monthly.

GRANT PROGRAM FEASIBILITY ASSESSMENT

An expert assessment of your organization's readiness to pursue grant funding and recommendations on where to start.

The starting point for most organizations new to pursuing grants is a Grant Program Feasibility Assessment. This project is ideal for organizations with little to no grant history or for organizations interested in launching a new initiative or program who wish to understand the feasibility of securing grant funding for that new work.

Through a 4-week project, Elevate will assess your organization's grant readiness and make recommendations for next steps. An expert fundraiser will partner with you to assess your organization's:

- Fundraising and administrative infrastructure;
- Programming and programmatic outcomes; and
- Fundraising strategy and goals.

At the conclusion of the Grant Program Feasibility Assessment, Elevate will deliver a **recommendations memo** to summarize key findings and recommendations next steps towards building a sustainable grant program. These recommendations may include additional projects from Elevate's Grant Accelerator Project Suite.

A Grant Program Feasibility Assessment includes

	GRANT PROGRAM FEASIBILITY ASSESSMENT
RECOMMENDATIONS MEMO	✓
PARTNER WITH AN EXPERIENCED INSTITUTIONAL FUNDRAISER	✓
MEETINGS	2
PROJECT DURATION	4 weeks
TOTAL PROJECT FEE	\$5,000

"Elevate taught us how to put our best foot forward to request the funding we need to make a difference. We learned strategies to garner authentic interest in our work and techniques to translate that into financial support to help us accomplish our goals."

Vanessa Lambright
Organizational Effectiveness & Special Projects Manager
Tri-County Cradle to Career Collaborative

PROSPECT RESEARCH PROJECT

Expert research into grantmakers in your sector, how your work may align with their funding priorities, and guidance on next steps.

A Prospect Research Project provides expert identification and research into aligned institutional funding opportunities. You will work with an experienced Elevate researcher who will begin the project by collecting inputs about your organization's funding priorities and current grants pipeline to inform their research parameters. Your researcher will then use a variety of research tools and subscriptions to identify aligned funding prospects, and they will prepare and present research briefs on identified grant opportunities.

Your Prospect Research project includes:

	PROSPECT RESEARCH PROJECT
INTAKE MEETING TO DISCUSS FUNDING NEEDS & RESEARCH PARAMETERS	✓
PROSPECT RESEARCH BRIEFS ON ALIGNED OPPORTUNITIES	5 prospects
WRAP-UP MEETING TO DISCUSS RESEARCH BRIEFS & NEXT STEPS	✓
PROJECT DURATION	4 weeks
TOTAL PROJECT FEE	\$5,000

Upon completion of the project, your Elevate researcher will provide recommendations as to next steps based on their findings. If additional prospect research is recommended, the Prospect Research Project may be extended at that time for an additional fee.

"I appreciate the way my Elevate helps me to consider the bigger picture of how each funding opportunity fits into our overall strategy."

**Janice Johannsen, Development Manager
LA Voice**

WRITING A CASE FOR FOUNDATION SUPPORT

Partner with an expert grant writer to capture your organization's story for institutional grantmakers

Partnering with Elevate to develop a Case for Support results in the creation of a solid foundational document for building your grant program. A Case for Support captures the most important and compelling information about your organization and its purpose, highlights your impact, and articulates your need for funding. An effective Case for Support can be used as the basis for future grant proposals.

Through a 6-week project, an expert Elevate grant writer will work with you to learn about your organization, draft language, incorporate your revisions, and finalize a concise and compelling Case for Support document that will serve as the foundation for your future fundraising outreach and grant applications.

A Case for Support project includes:

	CASE FOR SUPPORT
PARTNER WITH AN EXPERIENCED ELEVATE GRANT WRITER	✓
MEETINGS	2-3
ROUNDS OF REVISION	1-2
PROJECT DURATION	6 weeks
TOTAL PROJECT FEE	\$7,500

"Elevate has crafted messaging that resonates seamlessly with our core mission and deeply-held values, including a sharp focus on the urgent necessity for restorative justice in schools, empowering us to forge meaningful connections with new funding partners."

**Rosa Zamora, Chief of Partnership Development
New Root Learning Institute**

PEER LANDSCAPE ANALYSIS PROJECT

Expert research and analysis of the funding trends and grantmaking priorities within your peer and competitive landscape

A Peer Landscape Analysis Project provides an assessment of your organization's grant funding landscape through research and analysis of your peers and competitors for funding.

To complete the Peer Landscape Analysis Project, an experienced Elevate fundraiser will identify and research 5 peer organizations, including:

- The proportion of revenue each organization receives from various funding streams, including foundations;
- Which foundations support each peer organization's work;
- The types of programs and initiatives that are foundation-funded; and
- The range of grant award amounts that peer organizations have secured from foundations.

The project will result in a **summary chart** of the peer landscape and a **memo highlighting key trends** that emerge from the research.

The Peer Landscape Analysis Project includes:

	PEER LANDSCAPE ANALYSIS
SUMMARY CHART: RESEARCH ON 5 PEER ORGANIZATIONS	✓
MEMO: KEY TRENDS & FINDINGS	✓
PARTNER WITH AN EXPERIENCED ELEVATE FUNDRAISER	✓
MEETINGS	2-3
PROJECT DURATION	6 weeks
TOTAL PROJECT COST	\$7,500

This project does not include detailed research on identified foundations or an assessment of strategic alignment between your organizations work and foundation priorities. Elevate offers additional Prospect Research Project services should that be of interest following the Peer Landscape Analysis Project.

"Throughout the project, Elevate pushed me to think about my organization's work in ways that I hadn't before. The result is that I am now much more confident in the story we tell our funding partners. Investing in a GAP was money well spent."

**Frank Phillips, Executive Director
Get Volunteering**

HOURLY CONSULTING

Consult with an expert who can guide your institutional fundraising efforts towards success

Elevate's hourly consulting service is designed for organizations that need regular expert support to advance their institutional fundraising program. During meetings with your consultant, they will provide strategic insight and recommendations on your priorities in real time. For example, we can help you prepare for a meeting with a program officer, fine-tune your pitch, review a funding RFP for competitiveness and alignment with your programs, or provide advice about how to keep your Board informed about your grants program.

Consulting is offered in packages of four 1-hour meetings that can be scheduled weekly, biweekly, or monthly.

Elevate's hourly consulting service includes:

	CONSULTING
MEETINGS WITH AN EXPERT CONSULTANT	4 meetings
DURATION OF MEETINGS	1 hour each
MEETING SCHEDULE	weekly, biweekly, or monthly
TOTAL FEE	\$1,000

Additional packages of consulting hours can be added for an additional fee. Each client is assigned one consultant for the duration of the 4-meeting project. Consulting hours must be used in 1-hour increments, and they expire 4 months after purchase.

"My conversations with Elevate have resulted not only in winning proposals, but also in re-envisioning some of the work that we do in the community to better fit with our own strategic objectives."

**Deb Gottesman, Executive Director
The Theatre Lab**

TRAINING: HOW TO BUILD A GRANT PROGRAM

Build essential knowledge and a shared vocabulary among members of your team as you establish a strategic grant program for your organization

Elevate's signature How to Build a Grant Program training is geared for nonprofit professionals who wish to build their understanding of the grant cycle and the key activities that have the biggest impact on a grant program's success.

The training is delivered during a 2-hour Zoom webinar session led by an experienced Elevate fundraiser and training facilitator. It covers:

- A thoughtful overview of the grant cycle;
- The pillars of a strong grants program;
- Which tasks have the greatest impact on grant success; and
- Recommended tools for building efficient and effective grant seeking systems.

Our How to Build a Grant Program training includes:

	HOW TO BUILD A GRANT PROGRAM
WEBINAR LED BY AN EXPERIENCED ELEVATE FUNDRAISER & FACILITATOR	✓
CONTENT TAILORED FOR YOUR AUDIENCE	✓
LIVE DISCUSSION AND Q&A	✓
WEBINAR SET-UP, REGISTRATION, HOSTING & RUN-OF-SHOW	✓
PDF OF TRAINING MATERIALS FOR PARTICIPANTS	✓
WEBINAR DURATION	2 HOURS
TOTAL PROJECT FEE	\$5,500

"Elevate created a series of engaging and informative webinars for our collaborative that met our learning objectives and resulted in actionable takeaways for participants. The process was smooth from start to finish, and the webinar facilitators were awesome!"

**Marinella Taoushani, Development Director
Center for Earth, Energy & Democracy**

WHAT ELSE ELEVATE OFFERS

COMPREHENSIVE GRANT WRITING SERVICES: HOLISTIC SUPPORT FOR YOUR GRANTS PROGRAM

Elevate's signature service is our Comprehensive Grant Writing Service. Through CGWS, we provide holistic support for your grants program, including strategy and goal setting, prospect research, cultivation support, grant and report writing, and project management and data tracking. Our unique team model ensures you have the right expertise to support each component of your grants program.

ONGOING WRITING RETAINER SERVICES: CAPACITY FOR PROPOSAL WRITING & SUBMISSION

Elevate's Ongoing Writing Retainer Services provide dedicated capacity to draft and submit grant deliverables through a streamlined, writing-only retainer model. This option is ideal for organizations with a strong pipeline of opportunities and detailed systems, but limited capacity for grantwriting.

WRITING CAPACITY PROJECTS: EXPERT PROJECT-BASED GRANT WRITING

Elevate's Writing Capacity Projects provide expert grant writing capacity to help our clients pursue specific grant opportunities or manage a staffing gap. You'll work with a professional grant writer to prepare, draft, edit, and submit a proposal or grant report. Writing Capacity Projects are appropriate for organizations that have identified an opportunity that they are ready to pursue.

WEBINARS: BUILD A CULTURE OF PHILANTHROPY

Elevate's webinars help build grant-related skills and expertise for those whose work intersects with grants, whether they are your program staff, finance team, or other fundraisers. Our webinars cover a range of grant-related topics from How to Write Your First Grant to more nuanced material relating to grant program strategy.