



# AMCTO's Corporate Training

## How to Develop Effective Grant Proposals for Municipalities

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### 1-Day Workshop

Join us for a unique one-day workshop with a two-fold objective: master the development of practical tools to write successful grant proposals and applications and apply a proactive, strategic approach to securing and making effective use of grant funding for your Municipality.

#### **What You Will Learn:**

At the end of this workshop, participants will:

- Understand and distinguish between different types of grants and their requirements
- Know how to develop effective business cases for grants
- Understand how to align corporate projects with grant funding opportunities
- Know how to cultivate good relationships with funding agencies
- Understand how to write grants with the proper societal, administrative, and political considerations
- Understand strategies for increasing grant capacity through partnerships

#### **Why Attend:**

As the financial pressures on municipalities increase, they will increasingly be required to access non-traditional funding sources. Grant funding is an important source non-tax revenue, and serves as an essential component of a diverse municipal funding base. This workshop will focus on the skills necessary to prepare grant proposals and develop effective community partnerships.

#### **Who Should Attend:**

Any municipal staff involved in securing and managing grant funding or participating in community partnerships will benefit from this workshop.