



BACKOFFICE SERVICES

GRANT WRITING CENTER

FAQs



Q: Can you help us obtain grant funding?

A: Enlisting the help of a professional grant writer will certainly give you an advantage. While there is no guarantee, a professional grant writer can help increase your chances of success because they have knowledge in determining what the funder wants to see in a proposal.

Q: What if my grant is not awarded?

A: Not all grants will be awarded- grant cultivation is a process like any other. It is important to understand that a funder's decision to award a grant proposal is based on many factors outside the writer's control, such as an agency's capability, solvency, program experience, and staff qualifications. For this reason, we cannot guarantee that a proposal written by the Maryland Nonprofits Grant Writing Center on behalf of your organization will ultimately be funded.

Q: How do I know if my organization is grant-ready?

A: You'll need to make sure you have your organization's guiding documents and finances in order, have a long-term strategy, and a strong board and staff before being able to apply, win, and manage grant applications successfully. There are several helpful articles and checklists below to help you assess your organization's grant readiness:

- Is your nonprofit grant ready?
- Grant readiness assessment: What is it and how to use it effectively
- Is your organization grant-ready?

Q: How quickly can a grant writing professional write a proposal?

A: It depends. For established nonprofits or simple grants, you can expect a faster turnaround time – within 2 to 3 weeks. It can take longer for newer organizations, first-time grant applicants, or more complex grants.

Q: How long after a grant is submitted will we find out if we've been awarded the grant?

A: Each funder establishes proposal deadlines. Many only have one or two deadlines per year. The timeline varies by funder, but 3-6 months is a good average. Some funders, especially government entities, will announce an approximate date as to when they will make funding decisions, whereas most foundations/ corporations will review proposals on a quarterly or annual basis.

Q: Do you work with new nonprofit organizations?

A: There are exceptions to this rule, but most organizations that are brand new are not likely to immediately be competitive for grant funding. Grantors typically want to see some evidence that your organization is making an impact. They also want to see how effectively you build a strong and active board of directors, create and manage budgets, carry out quality control, and more. This can take time to demonstrate.

Q: Would you decline to write a grant for an organization?

A: Yes. We don't want to waste your time or money - Maryland Nonprofits wants to set you up for success! If we don't think your organization is ready, you aren't up to date on your filings, or you have too many years of being in the red, we may decline to provide our services. We also reserve the right to be selective because if we're not sold on the necessity of your organization, we'll never be able to sell it to someone else effectively.

Q: Will you write grants for capital funds?

A: A capital campaign is a long process with several phases, and given the singular nature of the services offered at the Grant Writing Center, we wouldn't be the best fit for a multi-year, long-term, and/or large-scale project. It is usually a better investment to retain a consultant on a long-term contract to lead this type of funding project.

Q: What do you charge?

A: Our fees are posted on our products & services page. If a price is listed as varying per request, we will consult with you and quote you a price for your project once we know more about what you need. Shorter projects are more inexpensive than those that are longer, with more complex requirements.

Q: Do your grant-writing professionals work on commission?

A: Our consultants do not work on commission. All MD Nonprofit consultants follow the Association for Fundraising Professionals code of ethics, which states that fund-raising professionals should not work on commission.

Q: If a grant written by the Maryland Nonprofits Grant Writing Center isn't awarded, will I be refunded the fee I paid?

A: No. It is important to understand that a funder's decision to award a grant proposal is based on many factors outside of the proposal writer's control. For this reason, we cannot guarantee that a proposal written by the Maryland Nonprofits Grant Writing Center on behalf of your organization will ultimately be funded and will not issue refunds for services rendered in good faith.

Q: If my organization hires you, what do we have to do?

A: Once you are ready to move forward, we will ask you to complete an intake form. This form may take some time to work through, as we will be asking you for a lot of information and documentation to develop your organization's profile in our system. To ensure you are ready to complete the intake form, check out our "How do I know if my organization is grant-ready?" question above.

Once your profile is established and billing set up, we will connect you with one of our grant writing professionals for a 30-minute introductory phone call/zoom to debrief on the project and to establish a timeline and deliverable dates. We will then send a contract to be signed and returned through DocuSign.

You can expect to spend some time communicating with your grant writing professional throughout the process and to review and respond to drafts as agreed upon. You may also be asked to pull and provide organizational financial documents and articulate program outcomes and measurables as needed for the grant.

Q: What if I miss a scheduled meeting or deadline?

A: We all understand things happen and will do our best to keep things on track and submit on time. But, in the same way that your grant writing professional is accountable to you, as the client, we ask you to take equal responsibility in ensuring a successful outcome. If the grant falls behind schedule or is ultimately not submitted by the deadline due to the client not adhering to the deliverables and review timeline, Maryland Nonprofits will not be held accountable or consider a refund for services rendered in good faith.

Q: Do you write federal proposals?

A: Yes. Federal Grants must be submitted through SAM.gov. We can assist your staff in using and submitting a grant through this website if your account is up-to-date and active. Please be sure your agency has obtained a Unique Entity Identifier (UEI), registered with SAM, set up a username and password, completed an AOR profile, verified its acceptance, and that your account is up to date.

