



Get your Grant Game Together:

Actual tips, from actual humans, with actual expertise

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So, are you grant ready? We want you to be!

In today's challenging funding landscape, nonprofit healthcare organizations can't afford to leave opportunities on the table. While recent conversations in Washington suggest several major funding streams are on the horizon, the question isn't just about what's coming, it's about whether your organization is positioned to compete effectively when those opportunities arrive.

After years of working alongside healthcare nonprofits, we've seen too many well-intentioned organizations miss out on transformational funding simply because they weren't ready when the moment came. The difference between organizations that consistently secure grants and those that struggle often comes down to two critical areas: comprehensive grant scoping and organizational readiness.

Picture this: your board asks if you've explored all possible funding sources for your new mental health initiative. Can you confidently say yes? Most organizations focus on the obvious Federal suspects (HHS Agencies), their state Department of Health, and maybe 1-3 local foundations they've worked with before. But what about the dozens of federal agencies (such as Department of Justice grants that fund behavioral health to address domestic violence), state funding pools like opioid settlement funds, and private foundations that have newly pivoted to funding behavioral health that might be perfect fits?

Effective grant scoping means systematically reviewing national, state, and local databases to identify opportunities that align with your mission and capacity. It's detective work that pays dividends (we would know, it's one of our fastest growing service lines). At the end of the day your board members and staff need confidence that leadership is looking in all the right places, not just the familiar ones. Whispers from Washington of new funding are circulating right now; prepared organizations already know which agencies to watch and are getting ready.

What Winners do Differently

Our multi-decades of experience advising organizations on winning and managing grants at the highest levels reveals consistent patterns.

They're always listening. The best organizations receive grant opportunities shortly after they're announced. They are working with a team like INCITE to receive customized lists of grants that are right for their needs and goals, and/or they are subscribed to agency notifications, joined professional networks, and built relationships that give them early intelligence. Every day of preparation time matters.

They have the right team in place. Grant writing isn't a side project for your already-overwhelmed program director. Successful organizations either have dedicated development staff or reliable partnerships that give them the capacity to pursue



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opportunities without compromising operations – and they get that team in place *BEFORE* the grant notice of funding opportunity (NOFO) drops.

They're strategic about fit. Just because funding exists doesn't mean you should chase it. Smart organizations evaluate each opportunity against their strategic goals and organizational strengths. The grant that's perfect on paper might be wrong for your current priorities.

They understand return on investment. A \$10,000 grant that requires 100 hours of staff time rarely makes sense. Successful organizations have clear thresholds – their "get out of bed" amount – that help them focus energy on opportunities worth pursuing.

They speak the federal language. Federal grants come with extensive application guides, compliance requirements, and specific formatting expectations. Organizations that win understand these aren't suggestions – they're prerequisites. Having someone on your team or that you are partnering with who can navigate federal requirements is non-negotiable.

They back up their case with data. The "needs" section of your proposal can't rely on passionate statements about community challenges. You need compelling data that demonstrate gaps in service and your organization's unique ability to address them. This means knowing your community's health indicators, understanding competitor

landscapes, and being able to quantify impact.

They sweat the small stuff. Yes, they really do mean two-page resumes. Yes, those margin requirements matter. Having a detail-oriented team member who treats compliance as sacred can be the difference between consideration and immediate disqualification. Grants are lost due to points subtracted from these components.

You already know that grant success isn't accidental; it's the result of intentional preparation and strategic thinking. With a proven track record of securing millions in funding for healthcare nonprofits – including a 74% success rate with state and federal grants – our team understands what separates winning organizations from the rest. And that is that expertise that we draw on for providing the guidance above and when working directly with our clients in the grants space.

Whether you're looking to strengthen your grant readiness or expand your scoping process, the time to act is now. The organizations that will thrive in the coming funding cycles are those preparing today, not scrambling when opportunities are announced.

Want to assess your organization's grant readiness? We have an "INCITE grants discovery assessment" linked [here](#). It's free, no commitment necessary, though we're always happy to schedule a call to discuss and answer any questions you may have.