Results Oriented Grant Proposals
Handout

Logic Model
- Inputs and Activities are things that you are going to do in your proposed project
- Outputs and Outcomes are things that result from your actions

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Outcomes
- How will this make the community a better place?
- How will people have better lives because of this?

Ask
- Why?
- Who?
- What are the consequences?
- When?

Don't Ask
- How

Outputs

Where are we now?
- Baseline data
  - Your own client information
  - US Census (www.census.gov)
  - County resources (particularly for health issues)
  - Sector specific associations
  - Arizona Indicators (http://arizonaindicators.org/)
  - Arizona Community Foundation (http://www.azfoundation.org/)
  - Alliance for Arizona Nonprofits (http://www.arizonanonprofits.org/)
  - Arizona We Want (http://www.thearizonawewant.org/)

Good indicators are
- Easy to collect
- Qualitative
- Meaningful

How to collect data
- interviews
- surveys
- counters
- program observations
- Focus groups don't really work

Who collects the data?

Where are we after the project?

Is that good?
- Don't just spit out data; tell the story

Don't
- Make everything qualitative
- Make them hard to measure
- Make stuff up

Do
- Assign someone to measure
- Allot appropriate time and resources
- Test your indicators before going to far into it