

FIGURE 8.3 MAJOR QUESTIONS TO ANSWER IN A GRANT PROPOSAL

PROPOSAL COMPONENT	UNDERLYING QUESTION	SAMPLE RATIONALE
<i>Need</i>	Why do this?	An increasing number of youth are dropping out of high school in X community at rates well above the state's average. Research shows that high school dropouts have low self-esteem and a limited sense of future opportunity. They are often unemployed or in low-wage jobs; are more likely to engage in crime, become poor parents, and perpetuate a cycle of poverty; and are more likely to experience physical and mental health problems.
<i>Goal</i>	What do we want to do?	To reduce the high school dropout rate in X community by X percent by X date.
<i>Importance</i>	To what end?	So more young people can be self-sufficient, be prepared for college and/or higher paying employment, become better citizens and parents, and be physically and mentally healthier.
<i>Project Description</i>	How will we do it?	Combine existing neighborhood services for tutoring, recreation, counseling, health education, and parent training into a new center and assign mentors to troubled youth.
<i>Evaluation</i>	How will we know what has changed as the result of our efforts?	School attendance records, test scores, and the degree of change on self-esteem inventories will be used to measure progress toward the project's outcomes. Records will also be kept on the number of mentors matched with teens, and the number of parents who complete training. Over several years, an increased graduation rate among those served by the center is expected.
<i>Qualifications</i>	Why choose us?	Our agency has prior experience managing after-school programs and working with teens. It has previously collaborated with all of the other agencies whose services would be combined in the new center and has a large number of volunteers who could serve as mentors.
<i>Budget</i>	How much will it cost?	As most of the services are already budgeted by other agencies, and the new mentoring program will be managed by existing staff, operating the new center will cost \$100,000 per year and \$10,000 annually for evaluation.