



# ALBERTA BUSINESS GRANTS LTD.

## Advanced Grant Writing Course Online

### INSTRUCTOR INFORMATION

Name: Mr. David Kincade, MA

Email: [support@albertabusinessgrants.ca](mailto:support@albertabusinessgrants.ca)

### About the course

The desired outcome of this course is that students learn how to write their high-quality grant application, faster.

You will be taught the skills to successfully find grants, meet grant agencies, and write compelling government grant applications. Students write and build their master grant application with our guidance, feedback, templates, and draft answers. After taking this course, students can move forward confidently.

This class is for advanced grant writing. You will be working in an online learning environment. Students are required to keep each other's work confidential as per the terms and conditions of the course.

Here are the features and benefits to develop the fundamental skills for advanced grant writing:

- 12 weeks. Starts on the **13th of April, 2022 at 9am MST**. Classes run weekly for 1.5 hours. Three 1-hour tutorials are included in the course.
- The classroom facilitation is led with an instructor and delivered live via Zoom each week. David Kincade, MA will be the lead instructor for this course (see biography below). Other resources include guest speakers, a custom VIP grant package, as well as an online learning portal.
- Systems and processes are available on the course platform 24/7.
- Our draft answers and templates will be available to students.
- We teach how to complete all aspects of a grant application and the most efficient order.
- Students complete each week's section for their master grant application before completion.
- Upon completion of the course, you will earn an Advanced Grant Writing Certificate.

### About potential students

- Your industry has grants. See the list [on this page](#) for grant sectors.
- This course is not an "introduction to grants"; it's an advanced grant writing course.
- Students include company founders, as well as employees in grant-eligible organizations.

- Students are building a master grant application. This course is for large, complicated grant applications (i.e. emission reductions, geothermal, municipalities, non-profits, innovative, scaling technology platform, and exporting globally digitally).
- Training Cost: \$5,000 plus GST.

## Course Syllabus and Training Details

### Week One:

- **Grant Fundamentals.** Gain an understanding for which documents, information, and resources are critical to succeed in grant applications. Learn to engage and identify stakeholders in a way that builds trust.

### Week Two

- **Finding Grants.** Learn how to efficiently and effectively find grants that fit your business. Become proficient at identifying and tracking government grants.

### Week Three

- **Lean Canvas.** Develop the skills required to put your grant application on one page. Students complete a Lean Canvas model that answers the most important grant agency questions.

### Week Four

- **Meeting Preparation.** Learn the steps and skills required when it comes to meeting with grant agencies and building trust. Create a meeting preparation template to ensure the most important questions are asked before you meet with the agency.

### Week Five

- **Project Management.** Most grants fund projects, not general operations. Learn how to build clear and concise project plans, including objectives, anticipated outcomes, and deliverables.
- Large grants require business plans and financials. Learn to build business plans by leveraging grant application content.

### Week Six

- **Technology Roadmap.** Grants require a clear technology path forward from conception to commercialization. Gain an understanding of technical details, communicating with technical teams, and which questions to ask. These answers can be integrated in the grant application. This method saves hours of time and strengthens a team.

### Week Seven

- **Marketing Overview.** Learn how to think like a grant agency when it comes to marketing. Draft thorough and compelling answers to the most common marketing questions.

### Week Eight

- **Intellectual Property.** Nearly every grant application asks multiple questions about patents, trademarks, copyrights, and trade secrets. Learn to leverage exceptional resources to build great answers, save time, and reduce risk. Templates are available to assist students.

### Week Nine

- **Risks & Mitigation.** Governments want to mitigate risk. Learn how to communicate with risk-adverse grant agency staff. Our team has developed extensive checklists to ensure you are planning for risks that your business and project faces. You will have access to our draft answers and research to develop your own responses.

#### **Week 10**

- **Economic Impacts.** Grants are government money, and governments have economic goals. Learn how to communicate your economic impact in your grant applications. Leverage our government research content to present your application in the strongest position.
- **Social Impacts.** Governments often use grants to further their social goals. Gain an understanding how to communicate your business' diverse social impacts to grant agencies. Our team leverages government research to build exceptional answers.

#### **Week 11**

- **Bringing it all together.** Students have gained the skills required to write a high-quality grant application, faster. In this class, students update and finalize the most critical aspects of their grant application. This class helps prepare students for the final presentation.

#### **Week 12**

- **Individual Grant Presentation.** Students will be given the opportunity to present their work. Feedback will be given from other students and the instructors. By the end of this course, students will have a high-quality grant application completed.

## **OTHER COURSE DETAILS**

### **Hours**

- Instructional Hours: 21. Each week on Wednesday class starts at 9am-10:30am MST. A one-hour monthly tutorial occurs (3 hours total).
- Total Training Instructional Hours: 21 hours

### **Dates of Training**

- Begin: April 13, 2022
- End: June 29, 2022

### **Course Title:**

- Advanced Grant Writing Course

### **Delivery Method:**

- Online

### **Credential:**

- Advanced Grant Writing Certificate awarded at the end of class

### **Provider Name:**

- Alberta Business Grants Ltd.

### **Provider Type:**

- Private Trainer

### **Mailing Address:**

PO Box 88051  
Rabbit Hill Post Office  
Edmonton, Alberta T6R 0M5  
Canada

### **Phone Number:**

780-297-6177

### **Website:**

<https://albertabusinessgrants.ca/grant-writing/>

### **Cost:**

\$5,000 plus GST

### **More Information**

Ask up about possible training grants.

### **Instructor: David Kincade**

Biography

David's background includes nine years as a successful grant writer totalling over \$4.5 million in wins. He has written several winning applications for nearly every prestigious business award in Alberta. He is the author of *The Ultimate Guide for Winning Government Grants: 100 Golden Grant Rules*.

Prior to Alberta Business Grants, David worked for four years at the Legislative Assembly of Alberta as a finance research analyst and executive assistant to the leader of the official opposition. He has taught political science students at the University of British Columbia, Wilfrid Laurier University, Grant MacEwan University, and the University of New Brunswick. David speaks enough French to get by and holds a Master's degree in Canadian Politics specializing in media and public opinion. David has been a member of the Edmonton Sunrise Rotary Club for five years, volunteers with Elevate Aviation, and plays recreational hockey. David is committed to living a life of success and significance in his community.

## TESTIMONIALS

"I have worked with David Kincade over the six years and find him both high integrity and very knowledgeable. David told us what he would do, when, and delivered every time. Uncommon in today's world so I highly recommend him. He has completed more grants by far than his costs."

Ed Alfke, Chairman of Radicle Inc.

2017 EY Entrepreneur of the Year in CleanTech and Environment

---

"I've known and worked with David for years. He is an expert at government grants, political process, and business awards. If you're trying to secure government funding, you found the best."

Frank Burdzy, President & CEO Champion Petfoods

2016 Exporter of the Year & Premier's Award of Distinction Winner

---

"I've known David for several years. He is hard-working, organized and brilliant at securing government funding and winning awards. He has helped us build relationships with key stakeholders and win large government grants. If you're trying to secure government funding, he is head and shoulders above the rest anyone else we have worked with."

Ted Power, President ViewTrak Technologies

2017 Alberta Small Business Award of Distinction, 2017 Innovation of the Year – AIRMILES Small Business Achievement Awards, and 2016 Alberta Export Award of Distinction

---

### Other Testimonials:

*"My team and I booked David Kincade's 1-hour working session. We were blown away by his grant knowledge. He showed us how grants work, which grants we should apply to, and answered all our grant questions. I highly recommend this service if you're looking to figure out how to win business grants."* Brandi M.

---

*"I signed up for the 1-hour working session with David. I was blown away by how many grants he found for my business, as well his grant knowledge. Prior to this meeting, I was relatively new to the grant space. He showed me everything from how governments work, where to find grants, how to successfully*

*approach grant agencies, and tips on writing great applications. I learn a lot and it was definitely great value. Thank you David!" Zhiya S.*

---

*"The grant Zoom call was very useful. There is value in everything discussed. I see opportunities." Patricia U.*

Contact

PO Box 88051

Rabbit Hill Post Office

Edmonton, Alberta T6R 0M5

Canada

780-297-6177

[davidk@albertabusinessgrants.ca](mailto:davidk@albertabusinessgrants.ca)