Advanced Grant Writing Course

INSTRUCTOR INFORMATION
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Phone: 780-297-6177

Updated: September 11, 2025

About the course

Grant writing can be frustrating and time-consuming.

To solve that problem, this course teaches students a business process that reduces the time to write and win grants.

Through 21 hours of live access and interaction with a qualified course instructor, students optimize their internal resources to improve the quality and competitiveness of their applications.

Students are also taught how to use artificial intelligence and project management effectively when writing grant applications.

What makes this course unique

While some students are new to grants, this course is not an "introduction to grants"; it's an advanced grant writing course that teaches students how to build a master grant application that can be used to win multiple grant competitions.

This course teaches people how to efficiently and effectively write large and complicated grant applications (i.e. agriculture, communities, employment, emission reductions, exporting, geothermal, health, innovation, non-profits, tariffs, technology, youth, and more).

No course on this subject is as thorough and in-depth, taught by an instructor with this level of experience and education. Students' testimonials and grant success demonstrate the unique value of the training.

Here is how the Advanced Grant Writing Course works:

- The six-week class starts online November 4, 2025, and ends December 16, 2025. No class on Remembrance Day (November 11).
- Classes run weekly on Tuesdays and Thursdays from 9 AM to 11 AM MT with a 15-minute break in each class.
- Students interact live with the instructor for a total of 21 instructional hours.
- The classroom facilitation is led with an instructor and delivered live online each week. David Kincade, MA will be the lead instructor for this course (see biography below).
- Other resources include expert guest speakers on artificial intelligence, project and program management, and business operations.
- Students receive a custom VIP grant package, as well as templates and checklists to increase efficiency and reduce errors.
- We teach how to complete all aspects of a grant application in the most time-efficient manner.
- Upon completion of the course, you will earn a Certificate in Advanced Grant Writing.
- Training Cost: $5,000 plus GST.

Course Syllabus and Training Details

Class 1 of 12
- **Grant Essentials.** Gain an understanding for which documents, information, and resources are critical to succeed in grant applications. Learn to engage stakeholders in a way that builds trust and optimizes business operations.

Class 2 of 12
- **Advanced Project and Program 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, resource optimization, and financial projections. Learn to improve your business processes to align with grant application content.

Class 3 of 12
- **Finding Grants I.** Students often feel overwhelmed and have "analysis paralysis." when it comes to all the available government grants. Learn how to efficiently and effectively find grants that fit your business. Become proficient at identifying and tracking government grants.

Class 4 of 12
- **Finding Grants II.** In this working session, students will find and review their top grants. Once this class is complete, students will have a grant calendar for their organization. Employees optimize their business process to reduce time searching for grants.

Class 5 of 12
- **Digital Tools and Emerging Technologies.** The expert guest speaker this week is an expert in artificial intelligence (AI) and project management. Leveraging AI, you will learn how to build clear and concise project plans, including objectives, anticipated outcomes, and deliverables.
- Learn about different AI models that work best with writing and researching grants for your projects.

Class 6 of 12

- **Meeting Preparation.** Your business will meet with several different funding agencies, and the preparation for those meetings is important and time consuming. You will learn to optimize meeting processes with funding agencies to accelerate approvals and reduce application rework. Create a meeting preparation template to ensure the most important questions are asked before you meet with the agency. This training increases productivity by reducing time-to-approval and minimizing application revisions.

Class 7 of 12

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

Class 8 of 12

- **Technical Grant Writing.** Being able to explain your project in less than 150 words is an essential skill. This class teaches students to be clearer and faster at communicating their value proposition. Writing concisely and clearly is required in grants. Students will learn how to tell their story in a way that saves time and improves business outcomes.

Class 9 of 12

- **Writing to Win I.** Learn structured, repeatable productivity methods for producing high-quality, fully compliant grant application responses in significantly less time. Integrate pre-approved technical and financial content from your master application to accelerate submission readiness. This class directly improves operational efficiency by shortening the application cycle, reducing rework, and increasing the success rate per application hour invested.

Class 10 of 12

- **Writing to Win II.** Build on the techniques from Writing to Win I to develop responses that maximize compliance and scoring potential, integrating human oversight with artificial intelligence tools to maintain accuracy and consistency.
- Use measurable performance indicators to track improvements in drafting time, error reduction, and scoring outcomes. The focus is on process optimization, enabling teams to submit more high-quality applications per year without increasing labour hours.

Class 11 of 12

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

Class 12 of 12

- **Economic Impacts.** Grants are government money, and governments have economic goals. Learn how to communicate your economic impact in your grant applications. Save time by leveraging our government research and government data 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 and government data to build exceptional answers. The content reduces errors and improves operational efficiency in securing external funding.

OTHER COURSE DETAILS

Company Name:
- Alberta Business Grants Ltd.

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

Phone Number:
780-297-6177

Provider Type:
- Private Trainer

Course Name:
- Advanced Grant Writing Course

Instructional Delivery Method:
- Online

Type of Training:
- Advanced Grant Writing.
- Students will learn to improve their business processes to write their high-quality grant applications faster. This course improves employee productivity by reducing the time-consuming act of grant writing, submitting more applications in less time, and optimizes internal resources to improve the quality and competitiveness of their applications.
- Productivity-Skills Development.
- Business Process and Operations Management.
- Training that equips employees with the skills to improve and optimize processes, operations, systems and resource management.
- Business planning and operations, project and program management, as well as supply chain and resource management.

Description of the Course:

While some students are new to grants, this course is not an "introduction to grants"; it's an advanced grant writing course that gives students the skills to adapt to artificial intelligence and advanced project management.

Students are building a master grant application that can be used for multiple grant competitions. This course teaches people how to write large and complicated grant applications (i.e. agriculture, communities, employment, emission reductions, exporting, geothermal, health, innovation, non-profits, tariffs, technology, youth, and more).

The course offers 12 classes that cover all aspects of large and complex grant applications. This course is delivered in a group setting with trainer interaction in an online learning environment. After taking this course, students will improve their grant writing productivity, aligning with the needs of their business.

Productivity Skill Course Category:
- Business Process and Operations Management.
- Digital and Technological.

Type of skills to be learned:

- Project and program management.
- Students will be taught the technical skills to efficiently and effectively find grants with AI, use AI to build effective project scope statements, optimize meeting processes, write clearer grant applications faster, leverage artificial intelligence, and project management.

Website:
https://albertabusinessgrants.ca/grant-writing/

Dates of Training:

- Start date: November 4, 2025. End date: December 16, 2025. No class on Remembrance Day (November 11).
- Trainer Instructional Hours: 21.
- Class runs Tuesday and Thursday for six weeks from 9 AM - 11:00 AM MT. 15-minute break in each class.

Credential:
- Certificate in Advanced Grant Writing is awarded at course completion.

Provider Name:
- Alberta Business Grants Ltd.

Cost:
$5,000 plus GST.

Instructor: David Kincade

Biography

David has been training employees to be more productive and successful at grant writing for seven years. His background includes 13 years as a successful grant writer totalling over $10.5 million in wins. David holds a Bachelor of Arts (honours) degree in political science (University of New Brunswick) and holds a Master of Arts degree (Wilfrid Laurier University) in Canadian politics specializing in media and public opinion. 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 New Brunswick, Wilfrid Laurier University, the University of British Columbia, and Grant MacEwan University.

Expert Guest Speaker for AI and Project Management in Week #5 is Leroy Banack.

Leroy has over 20 years of consulting experience, with a specialty in internal business processes and systems improvement. He conducts comprehensive financial performance and operations assessments to advise clients on strategies for performance improvement and prepare business valuations that are specific to the engineering and scientific consulting industry.

With specialized expertise in numerical modelling, network and database management, Leroy builds customized models to provide clients with valuable information to aid in decision making – both for day-to-day operations, and for long-term planning. He creates custom financial models to forecast the short and long-term financial implications of alternative strategic options and builds effective tools for analyzing technical data and market intelligence.

Leroy is skilled at gathering, synthesizing, interpreting, summarizing, and effectively communicating complex information. F&M clients especially value Leroy's proficiency at translating large amounts of complex information into a few simple key concepts and ideas.

INSTRUCTOR RELEVANT EXPERIENCE | TESTIMONIALS

"I have worked with David Kincade over the seven 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

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"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

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"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 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

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COURSE TESTIMONIALS:

Jannette Festival
Grant Writer & Executive Director
Willow Park Charity Classic 2026 Recipient Charity Winner

"Today I completed the 12-week Advanced Grant Writing course with David Kincade, and it was an exceptional experience. The course provided a wealth of information, helping me organize my thoughts and prepare to write a master grant which will reduce stress levels. David's guidance was invaluable, from working in teams with colleagues to exploring aspects of grant writing I had never considered. The discussions on government relations and addressing diverse needs were particularly enlightening. This course truly enhanced my skills and confidence in grant writing. Highly recommend to anyone looking to excel in this field!"

RESULTS | Jannette Festival

"I finally get to share some exciting news with you. I applied to have our organization selected as the charity of choice for the Willow Park Charity Classic – a prestigious golf tournament where they choose just one charity each year to support.

About a month ago, I went in to present our case and answer questions. After 45 minutes of sharing our story, the entire committee was in tears. I assumed it was just a kind reaction and convinced myself we weren't in the running—at that point, we were one of the final three.
But five days later, I got the call: we were selected! Not only were we chosen, but they told us, "There was no number two."

It's going to be a lot of work, but well worth it. This year, even with one day of the tournament rained out, they still raised $650,000 for Meals on Wheels to purchase a new freezer. In our case, they will help us build out the lab in the building we're purchasing early next year. Our main job now is to bring in both live and silent auction items—lots of them!
It still feels surreal. I'm incredibly grateful I took your course — it absolutely helped me frame our story in a way that connected deeply, and I truly believe it played a big part in this success.

Violet Soosay

Organization: Samson Cree Nation

I honestly didn't know what to expect, but having a great educator, facilitator, trainer, mentor has been exceptional in grasping what grant writing entails. I'm so much more confident going forward.
Since taking the course, I have won four grants for $148,333.

Pia
Giltner
Industry: Executive Assistant to the CEO at Radicle

Before

I knew nothing about grants before I took this course. I was an executive assistant to our company's CEO.

Results

After taking the course, I helped us win $1.7M in employment, training, intern, export, and technology grants.

I can't recommend this course enough!

John Paton
Executive Director at Alberta Schools' Athletic Association

The experience

Lots of us have great ideas but do not know where to look to access grant funding to bring those ideas to reality.

David has a methodical, effective way of guiding you through the process of finding and writing grants.

I have previously written many grant applications, but David's course has provided me with a roadmap to make my grant writing even more successful.

For those just starting their grant writing journey, there is gold in this course for you. Thank you, David!

Contact

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