Training Course on Grant Writing and Fundraising for Agricultural Projects

Professional Development Training Course Outline

Category	Agriculture	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Securing sustainable funding is vital for the success of agricultural projects, especially in rural and underserved communities. Training Course on Grant Writing and Fundraising for Agricultural Projects is designed to empower agricultural professionals, NGOs, agripreneurs, and development partners with strategic skills to access grants, develop compelling proposals, and build long-term funding partnerships. Through this hands-on course, participants will learn how to identify funding opportunities, understand donor priorities, and write winning proposals that align with the goals of agricultural development, food security, climate resilience, and rural livelihoods.

As global demand for food production, agribusiness innovation, and climate-smart agriculture continues to rise, funding remains a significant hurdle. This training course responds to the critical need for capacity building in grant proposal development, donor engagement, impact-driven storytelling, and financial planning. With a focus on real-world agricultural case studies and fundraising campaigns, this course blends practical tools with strategic thinking to improve funding success rates for agricultural initiatives.

Programme Curriculum

Training Course on Grant Writing and Fundraising for Agricultural Projects

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Course Objectives

Participants will:

1. Understand the fundamentals of grant writing for agricultural projects.
2. Identify international, regional, and local agricultural funding sources.
3. Align agricultural project goals with donor priorities.
4. Develop a compelling problem statement and project rationale.
5. Design measurable objectives and indicators for agricultural outcomes.
6. Prepare realistic agricultural project budgets and timelines.
7. Apply persuasive storytelling and data presentation techniques.
8. Understand donor relationship management and communications.
9. Create powerful executive summaries and cover letters.
10. Navigate online grant application portals and platforms.
11. Incorporate climate-smart and gender-sensitive language in proposals.
12. Leverage digital tools for donor prospecting and grant alerts.
13. Practice peer review and evaluation of grant proposals.

Target Audiences

1. Agribusiness entrepreneurs
2. Agricultural extension officers
3. NGOs and development agencies
4. Farmer cooperatives and associations
5. University researchers and students
6. Government agriculture officials
7. Agricultural project managers
8. Donor engagement and fundraising teams

Course Duration: 5 days

Course Modules

Module 1: Introduction to Grant Writing

- Overview of grant funding landscape for agriculture
- Elements of a successful grant proposal
- Common pitfalls in proposal writing
- Funding trends in agriculture
- Matching donor goals with agricultural priorities
- **Case Study:** How a rural cooperative won a $100,000 soil conservation grant

Module 2: Funding Source Identification

- Types of funders: bilateral, multilateral, foundations
- Using online grant databases and alerts
- Understanding eligibility and funding cycles
- Tools for mapping donor priorities
- Building a funding pipeline

- **Case Study:** Mapping donor networks for a climate-smart irrigation project

Module 3: Problem and Needs Assessment

- Writing a compelling problem statement
- Using agricultural data to justify needs
- Incorporating stakeholder input
- SWOT analysis for agricultural initiatives
- Framing problems to align with donor focus
- **Case Study:** Framing food insecurity in dryland farming for FAO funding

Module 4: Project Design and Objectives

- Writing SMART objectives
- Developing a logical framework (logframe)
- Defining outputs, outcomes, and impacts
- Integrating sustainability and scalability
- Addressing gender and youth inclusion
- **Case Study:** Logframe development for a women-led organic farming initiative

Module 5: Budgeting and Work Plans

- Cost estimation and justification
- Creating timelines using Gantt charts
- Budget narrative writing
- In-kind contributions and matching funds
- Financial sustainability planning
- **Case Study:** Budget breakdown of a $50K urban farming pilot project

Module 6: Proposal Writing and Formatting

- Structure of a full proposal document
- Writing tips for clarity and persuasiveness
- Using visuals (charts, infographics) in proposals
- Executive summary and conclusion crafting
- Reviewing and editing proposals
- **Case Study:** Winning proposal for a greenhouse project in East Africa

Module 7: Donor Engagement and Communication

- Building donor relationships
- Writing donor-focused emails and updates
- Hosting donor field visits
- Monitoring and reporting expectations
- Ethics and transparency in donor dealings
- **Case Study:** Sustaining a multi-year donor relationship for cassava research

Module 8: Digital Tools and Platforms

- Platforms for grant alerts and applications
- Cloud-based tools for collaboration
- Using AI tools in grant writing
- CRM for donor tracking
- Social media for fundraising campaigns
- **Case Study:** Using LinkedIn and Mailchimp to crowdfund for agroforestry

Training Methodology

- Interactive workshops and lectures
- Group activities and breakout sessions
- Peer review of actual proposals
- Hands-on grant writing exercises
- Expert feedback and Q&A sessions
- Real case studies and donor simulations

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com