



# Структура Заявки Гранта

14.03.2016  
п. Терней

- Пишу около 15-и заявок каждый год
- Структура заявки зависит от донора, но следующую информацию требуют практически все.

- 1. Абстракт (Executive Summary)
- 2. Введение (Introduction or Statement of Need)
- 3. Цели, задачи (Goals, Objectives)
- 4. Мероприятия (Activities)
- 5. Результаты и Оценка (Outcomes and Evaluation)
- 6. График (Timeline)
- 7. Бюджет (Budget)

- В разных заявках много вариантов—
  - **National Geographic** спрашивает как будете распространять Ваши результаты
  - **Columbus Zoo** спрашивает как проект помогает малым народностям
  - **Muhamed bin Zayed** спрашивает, насколько проект важен для вашего развития как биолога и для миссии вашей организации



# Пример—рыбный филин

Искусственные гнезда для рыбного филина



# 1. Абстракт (Executive Summary)

- Часто пишется не в первую очередь, а в последнюю.
- Крайне важная часть—многие читают лишь абстракт и бюджет.

## 2. Введение (Background or Statement of Need)

Описание проблемы или вопроса

- История проблемы
- История организации (если есть)
- Миссия организации (если есть)
- Предыдущие исследования
- Как Ваша работа решает проблему

Не критиковать других исследователей или организации!



# Пример—рыбный филин

- The Blakiston's fish owl is a globally-endangered species that nests and hunts within riparian old-growth forests of northeast Asia (Takenaka 1998, Slaght and Surmach 2015, Slaght et al. 2013a). There are thought to be between 1,000 and 2,499 birds in the global population, or about 500-700 breeding pairs plus unpaired adults and juvenile birds. There are two subspecies (island, mainland). Fish owls are primarily threatened by (a) habitat degradation from logging (which reduces the number of nest sites) and (b) overfishing (which reduces prey abundance; Surmach 1998, Slaght and Surmach 2008, Andreev 2009). Given that fish owls are closely tied to riparian forests—the same habitat loggers and fishermen use to access their target resources (both legally and illegally)—the population trajectory of this endangered species is highly sensitive to human disturbance. Large, riparian old-growth tree species such as Japanese poplar, favored by fish-owls as nest trees (Takenaka 1998, Slaght et al. 2013b). Given their size and age (200-300 years old), such trees are naturally rare and are also vulnerable to natural destruction in storms. Such trees are also used by logging companies for bridge construction (Slaght and Surmach 2008). Fish owls will remain at a site even if no suitable nest trees are available. The Wildlife Conservation Society Russia Program, whose mission is to conserve the integrity and functionality of the Russian Far East ecosystem as a landscape, has partnered with the Institute of Biology and Soils (FEBRAS) and Amur-Ussuri Centre for Avian Biodiversity for a decade to address fish owl conservation issues. In order to ensure resident fish owls continue to breed, we propose erecting a sample of artificial nest boxes. Nest boxes have been used with success for the island subspecies both in Japan (Takenaka 2004) and Russia (Berzan 2000), but have not yet been applied to the mainland subspecies.





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## Миссия WCS в России —сохраненить целостность и функциональность экосистем Дальнего Востока России

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Предыдущие исследования

Как Ваша работа решает проблему

# 3. Цели, задачи (Goals, Objectives)

- как достичь часть Вашей миссии
- Цели :
  - Определить будущий желаемый результат
  - Фокус на результате, а не на методах его достижения
  - Правильная формулировка задач и выбор методов – залог достижения цели



# Пример—рыбный филин

- Цель— устранить негативную тенденцию в популяции рыбного филина в Приморском крае

# Задачи (Objectives)

Конкретные, измеримые, достижимые,  
реалистичные, своевременные

(Specific, measurable, achievable, realistic, timely)





# Пример—рыбный филин

- Цель—устранить негативную тенденцию в популяции рыбного филина в Приморском крае

В 2016 г.:

- Задача 1: Обеспечить возможность гнездования на потенциально пригодных участках для рыбного филина
- Задача 2: Оценить успешность размножения на выбранных территориях

*Конкретные, измеримые, достижимые, реалистичные, своевременные?*

## 4. Мероприятия (Activities)

- Как будут реализованы задачи (и цель).
- Конкретные цифры и даты



# Пример—рыбный филин

## Мероприятия

- Задача 1: Обеспечить возможность гнездования на потенциально пригодных участках для рыбного филина
  - 1.1. Построить 10 искусственных гнезд





1.2. Установить 10 искусственных гнезд в четырёх районах (Ольга, Терней, Кема, Иман).





# Пример—рыбный филин

## Мероприятия

- Задача 1: Обеспечить возможность гнездования на потенциально пригодных участках для рыбного филина
  - 1.1. Строить 10 искусственных гнезд
  - 1.2. Установить 10 искусственных гнезд в четырёх районах (Ольга, Терней, Кема, Иман).
- Задача 2: Оценить успешность размножения на выбранных территориях
  - 2.1. Установить фотоловушки на 10 искусственных гнездах
  - 2.2. Проводить мониторинг на 10 искусственных гнездах



# Пример—рыбный филин

Мероприятия—это методика проекта—кто, с кем, где, когда. Подробно.

- 1.1. Построить 10 искусственных гнезд
- 1.2. Установить 10 искусственных гнезд в четырёх районах (Ольга, Терней, Кема, Иман).
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- 2.2. Проводить мониторинг на 10 искусственных гнездах



# Пример—рыбный филин

**Миссия**—сохранить целостность и функциональность экосистем Дальнего Востока России

- **Цель**—устранить негативную тенденцию в популяции рыбного филина в Приморском крае
  - **Задача 1:** Обеспечить возможность гнездования на потенциально пригодных участках для рыбного филина
    - 1.1. Построить 10 искусственных гнезд
    - 1.2. Установить 10 искусственных гнезд в четырёх районах (Ольга, Терней, Кема, Иман).
  - **Задача 2:** Оценить успешность размножения на выбранных территориях
    - 2.1. Установить фотоловушки на 10 искусственных гнездах
    - 2.2. Проводить мониторинг на 10 искусственных гнездах



## 5. Результаты и Оценка (Outcomes and Evaluation)

- Успешность проекта
- Конкретные, измеримые, достижимые, реалистичные, своевременные
- Показатели
  - Цифры, проценты
- Результаты должны хорошо подходить к миссии донора
- Матрикс задач-результатов



# Пример—рыбный филин

ЗАДАЧА	ПОКАЗАТЕЛЬ	ОЦЕНКА
Задача 1: Обеспечить возможность гнездования на потенциально пригодных участках для рыбного филина	Количество построенных искусственных гнезд	Менее 100% считается неуспешным
	Количество установленных искусственных гнезд	Менее 100% считается неуспешным
Задача 2: Оценить успешность размножения на выбранных территориях	Количество гнезд, найденых рыбным филином	>20% считается успешным. <10% неуспешным
	Количество гнезд, заселенных рыбным филином	25% из найденых гнезд считается успешным
	Количество гнезд со слётками рыбного филина	50% из заселеных гнезд считается успешным

## 6. График (Timeline)

Таблица, которая показывает когда вы будете совершать мероприятия

[illegible]

# 7. Бюджет (Budget)

- Внимательно читайте инструкции
  - Удостоверьтесь, что разрешены Ваши траты
- Тише едешь, меньше ошибаешься
- Если сможете, покажите вклад других организаций в Ваш проект (*In Kind* or *Match*)
  - *Match*: вклад денег
  - *In Kind*: вклад времени, оборудования, и т.д.

**Supporting Blakiston's fish owl breeding via nest box introduction in Russia**

Category/Budget Item	Cost calculation	Total	MBZ	WCS	AUCAB (leveraged non-match)
<b>Personnel</b>					
Field assistant	\$4,575/day for 4 days	18,300	9,150	4,575	4,575
<b>Personnel Subtotal</b>		<b>18,300</b>	<b>9,150</b>	<b>4,575</b>	<b>4,575</b>
<b>Travel</b>					
Vehicle rental (Kamaz)	\$70/day for 60 days	4,200	1,540	0	2,660
Fuel costs	1000 liters @ \$0.75/liter	750	375	375	0
Vehicle repairs costs	Based on previous years	3,000	1,000	2,000	0
Bus travel Vladivostok-Ternei	\$40/ticket x 4 trips	160	0	160	0
<b>Travel Subtotal</b>		<b>12,510</b>	<b>4,815</b>	<b>5,035</b>	<b>2,660</b>
<b>Supplies</b>					
Barrels for nest boxes	10 units @ \$40/unit	400	400	0	0
Camera set (infrared camera, cords, recorder, memory card, batteries)	10 units @\$200/unit	2,000	2,000	0	0
Misc. supplies (paint, cable, screws, bolts)	10 units @ \$20/unit	200	200	0	
Camera traps for monitoring	6 units @ \$650/unit	3,250	650	1,950	1,300
AA lithium batteries for camera traps	48 per camera trap x 6 units @ \$1.85 each	534	356	178	0
<b>Supplies Subtotal</b>		<b>6,384</b>	<b>3,606</b>	<b>2,128</b>	<b>1,300</b>
<b>GRAND TOTAL</b>		<b>\$36,194</b>	<b>\$15,841</b>	<b>\$12,332</b>	<b>\$9,790</b>

Supporting Blakiston's fish owl breeding via nest box introduction in Russia

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<b>Travel Subtotal</b>		<b>12,510</b>	<b>4,815</b>	<b>5,035</b>	<b>2,660</b>
<b>Supplies</b>					
Barrels for nest boxes	10 units @ \$40/unit	400	400	0	0
Camera set (infrared camera, cords, recorder, memory card, batteries)	10 units @\$200/unit	2,000	2,000	0	0
Misc. supplies (paint, cable, screws, bolts)	10 units @ \$20/unit	200	200	0	
Camera traps for monitoring	6 units @ \$650/unit	3,900	650	1,950	1,300
AA lithium batteries for camera traps	48 per camera trap x 6 units @ \$1.85 each	534	356	178	0
<b>Supplies Subtotal</b>		<b>6,384</b>	<b>3,606</b>	<b>2,128</b>	<b>1,300</b>
<b>GRAND TOTAL</b>		<b>\$36,194</b>	<b>\$15,841</b>	<b>\$12,332</b>	<b>\$9,790</b>



# Пример—рыбный филин

## Описательный бюджет (Budget narrative)

Total budget request: \$15,841

- **Personnel: \$9,150**
  - We request salary support for one field assistant at \$4,575 per day for two days. WCS will contribute \$5,170 in salary match and AUCAB will contribute leveraged non-match for field assistant salary as well (\$5,610).
- **Travel: \$4,815**
  - We request vehicle rental and fuel costs to transport nest boxes and access remote sites. WCS will contribute \$5,035 for international and domestic travel expenses and for vehicle repairs. AUCAB will contribute \$2,660 in leveraged non-match to partially cover vehicle rental fees.
- **Supplies: \$3,606**
  - We request funds to purchase materials to build ten nest boxes, as well as equipment for monitoring (video camera sets, batteries). WCS will provide \$1,950 match for camera traps and batteries, and AUCAB will contribute \$1,300 in leveraged non-match for camera traps.

# 1. Абстракт (Executive Summary)

- Часто пишется не первым, а последним.
- Включить—
  - Проблема
  - Цели, задачи
  - Бюджет (сколько денег хотите)
  - Ожидаемые результаты
- Крайняя важная часть—много доноров читают лишь абстракт и бюджет

**Executive Summary:** The Blakiston's fish owl (*Bubo blakistoni*) is an endangered species associated with riparian old-growth forests in northeast Asia. Fish owls are cavity nesters, and given their enormous body size they require massive, old-growth trees to nest in. In the Russian province of Primorye, trees with the potential to grow to the appropriate size (poplar, elm, chosenia) are only found in the riparian zone, an area that occupies only a fraction of the overall landscape, and old-growth specimens of such species are a mere subset of these. Consequently, nesting sites for fish owls are an uncommon commodity even under natural conditions. When logging practices target such trees for removal the nest site deficit becomes only more pronounced.

We request \$15,841 from MBZ to reverse the negative population trend of fish owls in Primorye by directly addressing the paucity of nesting sites. We will erect 10 nest boxes in a sampling of locations in Primorye and monitor reproductive success. This proactive conservation initiative will assist in increasing reproductive output of a limited number of fish owl territories and, if proven successful, will be used as a springboard to increase the number of nest boxes placed throughout the Russian Far East.

Проблема

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Цель, задачи, бюджет

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Ожидаемые результаты

# Советы

- Излагайте мысли коротко, ясно, понятно
- Следуйте инструкции!
- Придерживайтесь правил длины
- Используйте «язык» донора
  - Вы хотите, чтобы они видели вас, как подходящий инструмент исполнить их миссию. Используйте их слова!





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# ABOUT US

## Mission Statement

## What We Do

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## Staff

## Major Donors and

## Sponsors

### WHO WE ARE

The Whitley Fund for Nature (WFN) is a UK registered charity offering Whitley Awards and ongoing support to outstanding nature conservationists around the developing world.

### WE AIM TO:

- Find and fund the most effective grassroots conservation leaders in developing countries.
- Support the scale-up of projects with a track record of success, founded on scientific evidence and community involvement.
- Fund practical work that will have a long-lasting impact on the ground.
- Provide a platform for winners to boost their national and international profile.

- In 2016, we intend to scale-up our efforts by expanding our community-driven, grassroots Amur tiger conservation program. Results will have a long-lasting impact on regional attitudes toward tigers.

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Используйте «язык» донора

пока всё