

# Seek and ye shall find....funding.

How to maximize your chances for obtaining grant funding.



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# **Agenda**

- Welcome
- Are you ready to seek grant funding?
- Types of Notices of Funding Availability
- Eligibility
- Funding Amount
- Previous Awards
- How to Overcome
- Tips of the Trade, Q and A

**Are you prepared to seek grant funding? Do you have all the necessary paperwork?**



- ☐ **Articles of Incorporation**
- ☐ **IRS 501 (c) 3 Letter of Determination**
- ☐ **Financial information**
  - ☐ **Agency budget current fiscal year**
  - ☐ **Program budget(s) current fiscal year**
  - ☐ **Previous fiscal year's IRS 990**
  - ☐ **Internally produced Balance Sheet and Profit/Loss Statement from previous fiscal year**
  - ☐ **Most recent audit or CPA financial review**
  - ☐ **List of major funding sources, dates, reasons, contact person**



**Do you have all the  
required documents  
ready?**

☐ **List of Board of Directors, dates of service, affiliations**

☐ **List of staff, job titles/functions, experience**

☐ **Resumes/CVs key executive staff, licensed folks**

☐ **Licenses**

☐ **Proof of insurance**

☐ **Previous proposals/grant applications**

☐ **Collateral materials**

☐ **Logic Models (organization and program)**

☐ **All key proposal components (needs statement, program plan, goals, objectives, outcomes, evaluation, best practice/evidence-based programming, budget)**

# **Do you REALLY know your community?**



- 1) Continually survey the local landscape-know who in your region is providing similar or complimentary services/programs.**
- 2) Are you duplicating services?**
- 3) Are there collaboration opportunities?**
- 4) Participate in local coalitions.**
- 5) Understanding and responding to the community needs?**
- 6) Do you know your local elected? Do they know your organizations?**



# **Are YOU ready to write competitive proposals?**

- 1) Are you able to not rely upon spell check and grammar check?**
- 2) Do you have the knowledge and are capable to write a basic essay?**
- 3) Are you able to translate instructions/limitations into your writing?**
- 4) Are you able to follow instructions/directions?**
- 5) Are you willing to get things done early and not rely upon the “back against the wall” deadline?**

# **Are you tenacious, dedicated and committed to your organization?**



- 1) Do you read funded proposals?**
- 2) Do you participate in your organization's programs?**
- 3) Are you willing and desire to participate in professional development?**
- 4) Will you be “nice” and are you willing to “court” funder?**
- 5) Are you going to ensure that your organization correspond with funders/potential funders?**

# Are you ready to seek grant funding?

## Mission

- Are you clear in your mission, vision and core values?

## Capacity

- Personnel? Annual operating budget? BOD on board?

## Essentials

- Do you have all the essentials documents ready?

## Needs

- Do you really know who you are serving and why?

## Partners

- Are you able to fulfill the requirement of the funder?



**If you and your organization are ready....**



**Begin looking for funding now.....and never stop looking.**



# Types of Notices of Funding Availability (NOFA), Requests for Proposals (RFP)



## Federal

Highly competitive, very clear in number of awards, public information

## Local Government

Competitive, often repetitive, very specific, not all information available to public

### Types of NOFAs

## Large Foundation NOFAs

Developed through relationship, must meet need of funder, private

## Smaller Fdns./Corporations

Developed through relationship, should align with funder, private



# Questions to ask when considering seeking grant funding?

## Federal

Have I done my homework? Am I prepared? Do I stand a chance?

## Local Government

Do I know if I stand a chance? Do the locals know my organization? Am I ready?

## Large Foundation NOFAs

Have I worked diligently with program officer?

## Smaller Fdns./Corporations

Do they know about my organization? Have I heeded their guidance/advice?

?



**Are you eligible?**

**Nonprofit: Make sure have your 501(c)(3)**

**Units of Local Government: If only open to government, consider partnering.**

**“National Presence”: Means, national presence.....**

**Years in Business/Operation: Don’t try to fudge. Date of 501(c)(3) issuance.**

**Administrative-Direct Program Services Ratio: Be careful what you deem administrative.**

**Know Your Acronyms: The devil is in the details.**

# **Annual Operating Budget Relationship to Funding Levels**



- New nonprofit organization (NPO) with \$0 to less than \$10k)-Seed funding for \$500 to \$1,000 foundation (fdn) OR subcontract on another proposal....**
- Established small NPO (\$10k to \$100k)-\$5k to \$20k fdn**
- Established small/medium NPO (\$100k to \$250k)-\$10k to \$50k fdn or gov**
- Established medium NPO (\$250k to \$1 mil)-\$25k to 300k fdn or gov**
- Established large NPO (\$1 mil to \$\$\$\$)-whatever you wish.....**

# Previous Awards: Make sure you do your homework.

## Previous Recipients:

- Children's Fund
- Inland Empire Health Plan
- Loma Linda University
  - Congregations for Prophetic Engagement
- Central City Lutheran Mission
  - Reach Out
- SAC Health System
  - Cal State San Bernardino
- St. Joseph Health System

You are a nonprofit based in San Bernardino County providing services to at-risk youth. Your annual operating budget is \$250,000.

What questions would you want answered before investing time in application to private foundation?



“Andrea, we can’t find any funders to match our organization. What can we do?”







# Use the Available Tools to Find Funders

- Academy for Grassroots Organizations provides training in the use of the Foundation Center Directory Online.  
<http://www.hdrnetwork.org/>
- Subscribe to the Foundation Center Directory Online. Rates as low as \$19.95 per month (and you can purchase one month!) <http://fconline.foundationcenter.org/subscribe.php>
- The Chronicle of Philanthropy:  
<http://philanthropy.com/section/New-Grants/270>
- Grants Alert: <http://www.grantsalert.com/grants/all>
- Federal Government Funding Opportunities: [www.grants.gov](http://www.grants.gov)



# Tips of the Trade



**READ everything  
you can about the  
funder.**

**READ and  
understand the  
details in any NOFA.**

**It takes a lot  
of work.**

**Research previous  
awards and carefully  
research funders.**

**Don't be afraid to  
say, "NO!" or  
partner.**



### **Contact information**

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- **Specializing in program development, collaboration, proposal writing, outcomes development and capacity building training.**
- **Experience working in the fields/sectors of government, education (Pre K-12 and higher), health care, prisoner reentry, at-risk youth, nonprofit, and environmental.**