Seek and ye shall find....funding.

How to maximize your chances for obtaining grant funding.

Andrea Mitchel, Vice-President, AM Development Group
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

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?
<table>
<thead>
<tr>
<th><strong>Nonprofit:</strong></th>
<th>Make sure have your 501(c)(3)</th>
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<tbody>
<tr>
<td><strong>Units of Local Government:</strong></td>
<td>If only open to government, consider partnering.</td>
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<tr>
<td><strong>“National Presence”:</strong></td>
<td>Means, national presence.....</td>
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<tr>
<td><strong>Years in Business/Operation:</strong></td>
<td>Don’t try to fudge. Date of 501(c)(3) issuance.</td>
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<td><strong>Administrative-Direct Program Services Ratio:</strong></td>
<td>Be careful what you deem administrative.</td>
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<td><strong>Know Your Acronyms:</strong></td>
<td>The devil is in the details.</td>
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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?”

We SHALL Overcome!

- **NOFA Mismatch**
  - Find Better NOFA

- **No History**
  - Make History.... Collaborate

- **Previous Award Mismatch**
  - Find Another Funder

- **Eligibility**
  - Subcontract for services

- **Annual Op. Budget**
  - Find Fiscal Lead
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


• Grants Alert: http://www.grantsalert.com/grants/all

• Federal Government Funding Opportunities: www.grants.gov
It takes a lot of work.

Tips of the Trade

- READ everything you can about the funder.
- READ and understand the details in any NOFA.
- Research previous awards and carefully research funders.
- Don’t be afraid to say, “NO!” or partner.
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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.