

Getting Started with Grants

HEATHER ZOROMSKI. MPH, CGW



Agenda for Today



Myths and Common Misconceptions



Know the Lingo



Where to Look



Determining Fit



Tips to Strengthen Your Application and Mistakes to Avoid

Myths and Common Misconceptions



GRANTWRITER



What my friends think I do



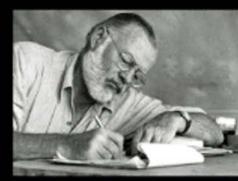
What my mom thinks I do



What program staff think I do



What my boss thinks I do



What I think I do



What I really do

Myths and Common Misconceptions

- Grants are easy to get
- There is money out there for everything, if you know where to look
- There are grants for businesses and individuals
- Grants are a great way to start up a new nonprofit
- I can fully fund my operational budget with grants
- Once you have written one grant, you have written them all
- Grants are a quick fix to funding woes
- Once you get a grant, you'll definitely get that same grant every year

Know the Lingo



Know the Lingo

- Learn the lingo
 - LOI/Concept Paper
 - RFA/RFP
 - NOFA
 - MOU/MOA
 - LOS
 - PD
 - PI
 - BOD
 - Formative vs. Summative Evaluation or Process vs. Outcomes Evaluation

Where to Look





Where to Look

- Foundations
 - Foundation Center Online/Candid
- Federal Grants
 - Grants.gov
- State Grants
 - Each individual department has their own system
- Other resources
 - MOCAP https://mffh.org/the-foundation/funding-opportunities/mocap/
 - Philanthropy News Digest RFPs https://philanthropynewsdigest.org/

Where to Look

- Foundations Foundation Center Online/Candid
 - Springfield Library Center need a library card or can pay to use
 - Outside of Springfield https://candid.org/improve-your-nonprofit/candid-in-your-community
 - Here is what you will find...

Win more grants and make a bigger difference. Find the right funders now.

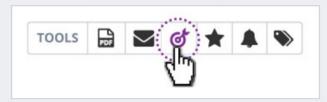
Examples: Ballet school in New York City; Animal shelter in Portland, ME; Food pantry in Dallas

SEARCH

Search by Organization Search by Person

Did you know you can track your Prospects, Grant Proposals and Associated Contacts and Tasks in My FDO?

1. ADD A PROSPECT



2. CREATE A GRANT PROPOSAL



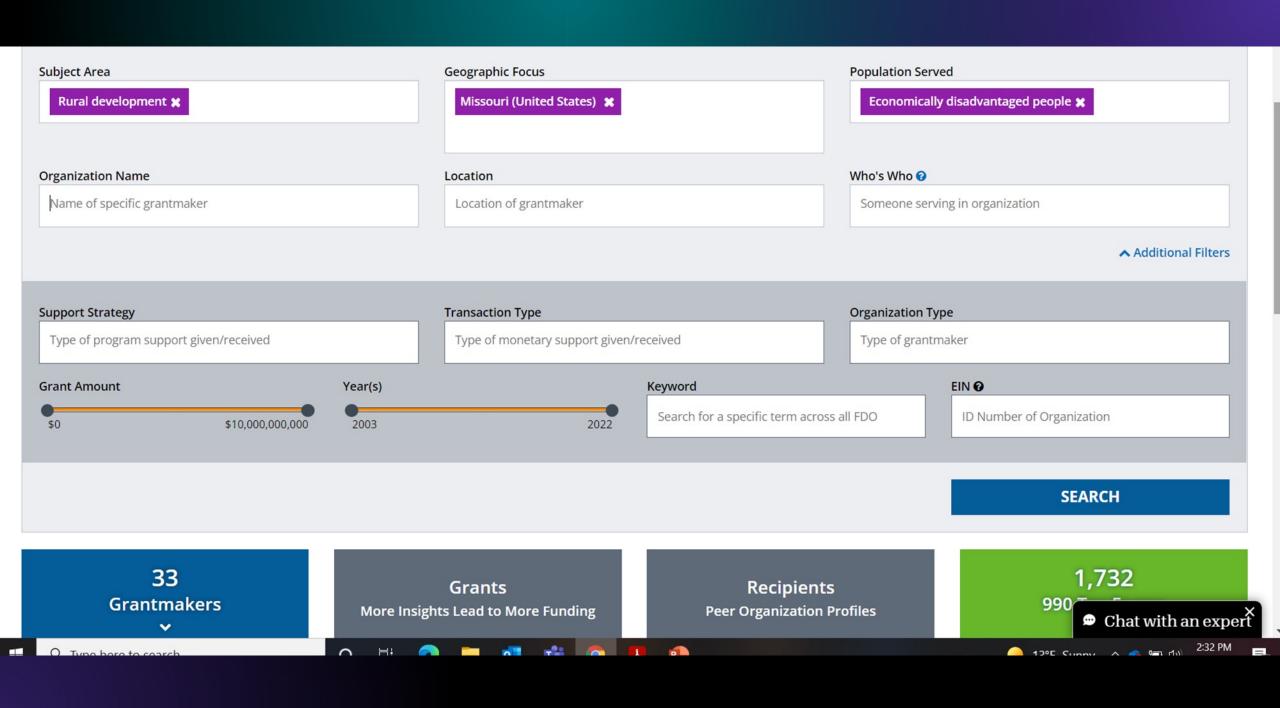
3. MANAGE YOUR TASKS

Task	Status
Reach out to my contact	Complete The

Win more grants and make a bigger difference. Find the right funders now.

where funding will be used Who will be affected. Ex: At-risk youth, Veterans Location Who's Who ?			* Close Advanced Search & Filter
ation Name Location Who's Who 😯	Subject Area	Geographic Focus	Population Served
	What needs funding. Ex: Biodiversity, Education	Where funding will be used	Who will be affected. Ex: At-risk youth, Veterans
of specific grantmaker Location of grantmaker Someone serving in organization	Organization Name	Location	Who's Who 🔞
	Name of specific grantmaker	Location of grantmaker	Someone serving in organization
∨ Additio			Someone serving in organization
			SEARCH

Did you know you can track your Prospects, Grant Proposals and Associated Contacts and Tasks in My FDO?



ø	•	Grantmaker	City	State	Country	Total Assets	Total Giving 🛭	Amount Funded ②	Grant Count ∨ RFF	Ps
ø	*	William P. Guyton Foundation	Arlington	VA	United States	\$188,991	\$15,100	\$50,000	6	
ø	*	The Schmidt Family Foundation	Palo Alto	CA	United States	\$1,422,701,500	\$72,978,138	\$780,000	5	
ø	*	AT&T Foundation	Dallas	TX	United States	\$69,762,412	\$20,529,552	\$138,000	5	
ø	* (Roy W. Slusher Charitable Foundation	Springfield	МО	United States	\$6,337,129	\$230,000	\$28,900	5	
ø	*	AmazonSmile Foundation	Seattle	WA	United States	\$19,292,556	\$37,169,363	\$458	5	
ø	*	Community Foundation of the Ozarks Inc	Springfield	МО	United States	\$294,361,864	\$17,849,443	\$61,730	4	
ø	*	Greater Kansas City Community Foundation	Kansas City	МО	United States	\$1,772,586,280	\$260,848,127	\$92,000	3	
ෂ	*	Roger A. Browning Foundation, Inc.	Chillicothe	МО	United States	\$1,563,632	\$89,112	\$32,500	3	
ø	*	Union Pacific Foundation	Omaha	NE	United States	\$319,743	\$9,005,080	\$7,500	3	
ø	*	Red Wing Shoe Company Foundation	Red Wing	MN	United States	\$739,965	\$790,866	\$7,000	3	
ø	*	Claude Worthington Benedum Foundation	Pittsburgh	PA	United States	\$390,746,268	\$14,655,648	\$327,000	Chat with an ex	pert
т	la a mar de	○ H:		-0.0				430F_C	2:33 P	PM _

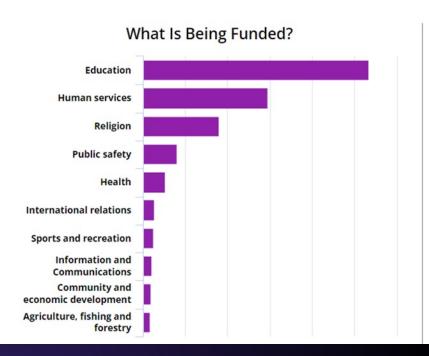
Roy W. Slusher Charitable Foundation

Springfield, MO, United States | slusherfoundation.org | Who's Who | + Contact Info

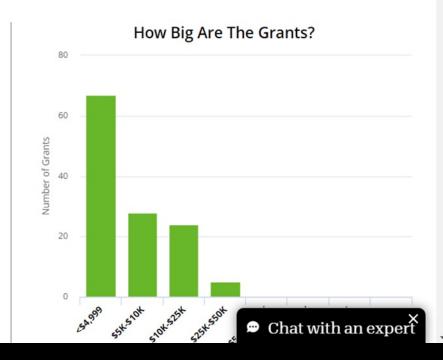
IS THIS A GOOD PROSPECT? ASSESS THIS GRANTMAKER

Roy W. Slusher Charitable Foundation Most Recent 5 Years At A Glance

They've funded 122 grants to 45 organizations totaling \$901,450







FUNDING INTERESTS

ABOUT

OTHER FUNDERS TO CONSIDER

Based on similar patterns of giving

APPLICATIONS/RFPS

and Giving Limitations

FINANCIALS

for fiscal year 2021, 990s

WHO'S WHO

Officers, staff, job openings

CONTACT

BACK TO TOP **↑**

Funding Interests

SUBJECTS

Basic and emergency aid

Child welfare

Christianity

Communication media

Community recreation

+ View all

GEOGRAPHIC FOCUS

Missouri

POPULATION GROUPS

Children and youth

Economically disadvantaged people

Low-income people

SUPPORT STRATEGIES

Capital and infrastructure

General support

Program support

Regranting

Research

+ View all

ORGANIZATION TYPES

Family foundation

FUNDING INTERESTS

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OTHER FUNDERS TO CONSIDER

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Applications/RFPs

Contributes only to pre-selected organizations

Application form not required.

Board meeting date(s): Mar. and Sept.

GIVING LIMITATIONS

Giving primarily in Taney County, MO.

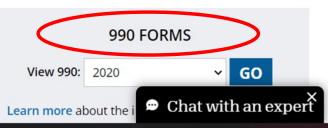
No grants to individuals or for annual fundraising, endowments, or routine operating needs.

Financials

FOR FISCAL YEAR ENDED 2021-02-28

\$6,337,129 **TOTAL ASSETS**

\$230,000 **TOTAL GIVING**



Cifts Dosaivad N/A













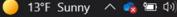
























≅ Advanced Search & Filters

boys and girls clubs of springfield

Search by Organization Search by Person

50 Grantmakers

Grants

More Insights Lead to More Funding

Recipients
Peer Organization Profiles

668 990 Tax Forms

View Grantmakers Only

View 990 Tax Forms Only

Grantmakers (50)

ෂ	①	Grantmaker	City	State	Country	Total Assets	Total Giving ②	Amount Funded ②	Grant Count ~	RFPs
ø	*	Community Foundation of the Ozarks Inc	Springfield	МО	United States	\$294,361,864	\$17,849,443	\$299,641	29	
ෂ	*	CS & M Foundation	Springfield	МО	United States	\$2,807,085	\$99,018	\$167,534	14	
ø	*	The JPMorgan Chase Foundation	New York City	NY	United States	\$302,020,428	\$205,893,545	\$75,794	14	
්	*	Schneider Foundation	Springfield	MO	United States	\$5,213,379	\$350,000	\$110,000	10	
ø	*	Larry P. O'Reilly And Family Foundation	Springfield	МО	United States	\$6,304,167	\$238,029	\$35,604	9	

2 3 4 5 6 7 8 9 10 » Showing 1-5 of 50 Results

Chat with an expert



You can email yourself these lists - check your spam

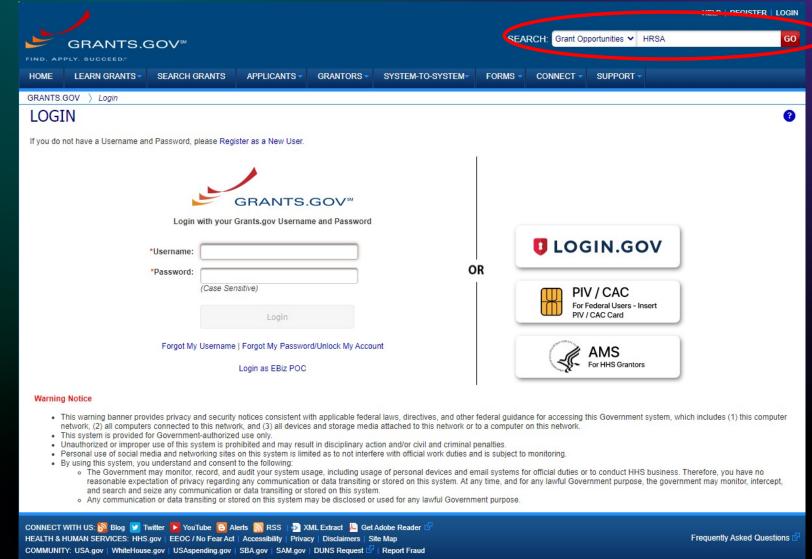
Grantmakers

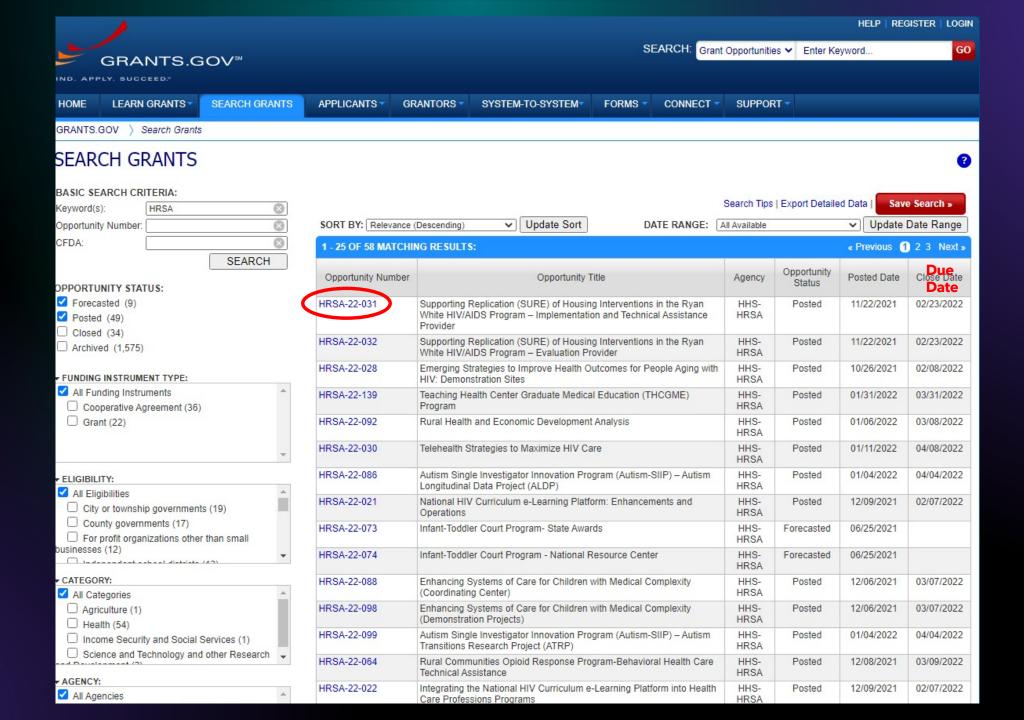
Refinements: "Rural development, Missouri (United States), Economically disadvantaged people"

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Community Foundation of the	Springfield	МО	United States	\$294,361,864	\$17,849,443	61,730	4	

Federal Grants

- Sam.gov registration
- Grants.gov registration





HRSA-22-061
Rural Communities Opioid Response Program – Behavioral Health Care Support
Department of Health and Human Services
Health Resources and Services Administration

Apply Subscribe

SYNOPSIS

VERSION HISTORY

RELATED DOCUMENT

PACKAGE

Print Synopsis Details

Version: Synopsis 1

Posted Date: Jan 18, 2022

Last Updated Date: Jan 18, 2022

Award Ceiling: \$500,000

Award Floor: \$0

Original Closing Date for Applications: Apr 19, 2022

Current Closing Date for Applications: Apr 19, 2022

Estimated Total Program Funding: \$13,000,000

Archive Date:

General Information

Document Type: Grants Notice

Funding Opportunity Number: HRSA-22-061

Funding Opportunity Title: Rural Communities Opioid Response Program - Behavioral Health Care Support

Opportunity Category: Discretionary

Opportunity Category Explanation:

Funding Instrument Type: Grant

Category of Funding Activity: Health

Category Explanation: https://grants.hrsa.gov/2010/Web2External/Interface/FundingCycle/ExternalView.aspx?

fCycleID=7a415f38-fbec-430e-9bcd-6a894e98dd3e

Expected Number of Awards: 26

CFDA Number(s): 93.912 -- Rural Health Care Services Outreach, Rural Health Network Development

and Small Health Care Provider Quality Improvement

Cost Sharing or Matching Requirement: No

- Eligibility

Eligible Applicants: Others (see text field entitled "Additional Information on Eligibility" for clarification)

Public and State controlled institutions of higher education

Independent school districts

Native American tribal governments (Federally recognized)

State governments

Special district governments

Native American tribal organizations (other than Federally recognized tribal governments)

County governments

Public housing authorities/Indian housing authorities

City or township governments

Small businesses

For profit organizations other than small businesses

Nonprofits having a 501(c)(3) status with the IRS, other than institutions of higher education

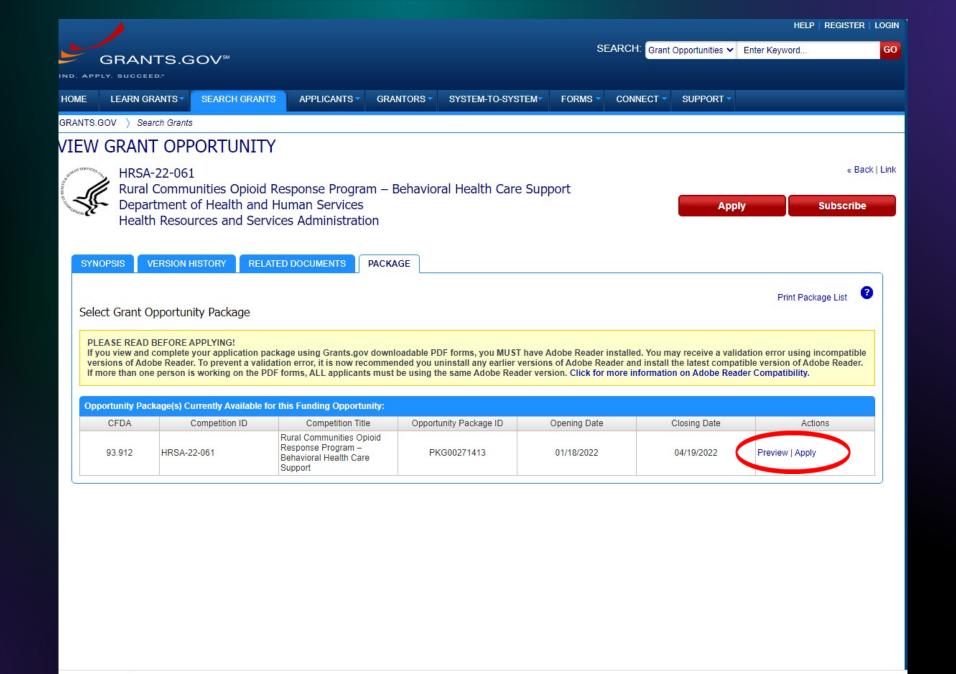
Private institutions of higher education

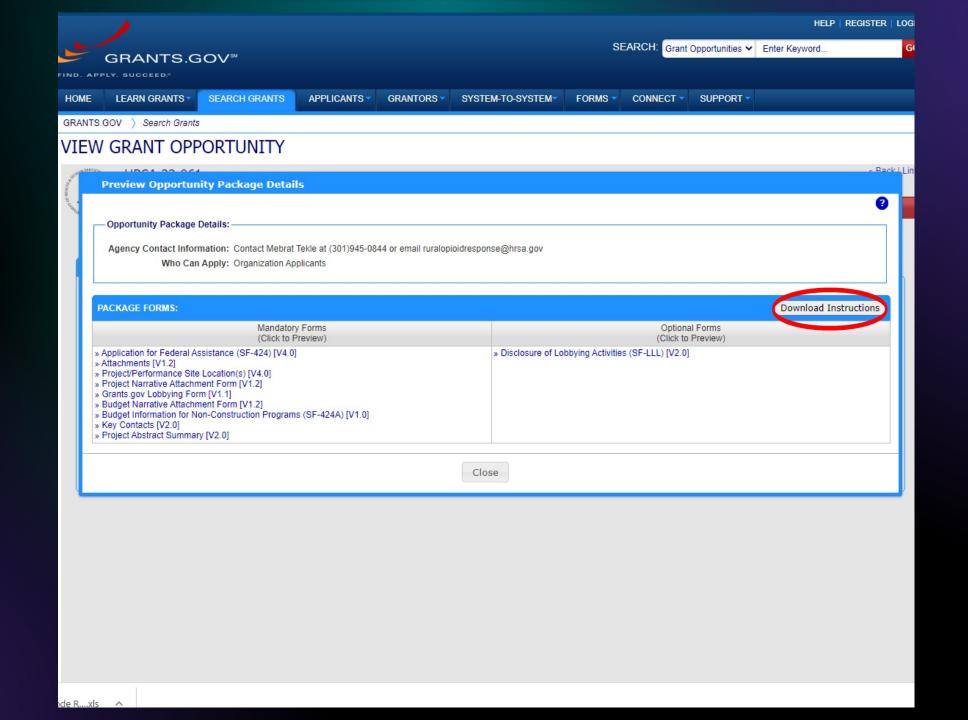
Nonprofits that do not have a 501(c)(3) status with the IRS, other than institutions of higher education

Additional Information on Eligibility: Eligible applicants include all domestic public or private, non-profit and for-profit, entities including, but not limited to, faith-based and community-based

organizations, federally recognized tribes and tribal organizations, state governments, and private institutions of higher education. In addition to the 50 U.S. states, organizations in the District of Columbia, Guam, the Commonwealth of Puerto Rico, the Northern Mariana Islands, American Samoa, the U.S. Virgin Islands, the Federated State of Micronesia, the Republic of the Marshall Islands, and the Republic of Palau may apply. The applicant organization may be located

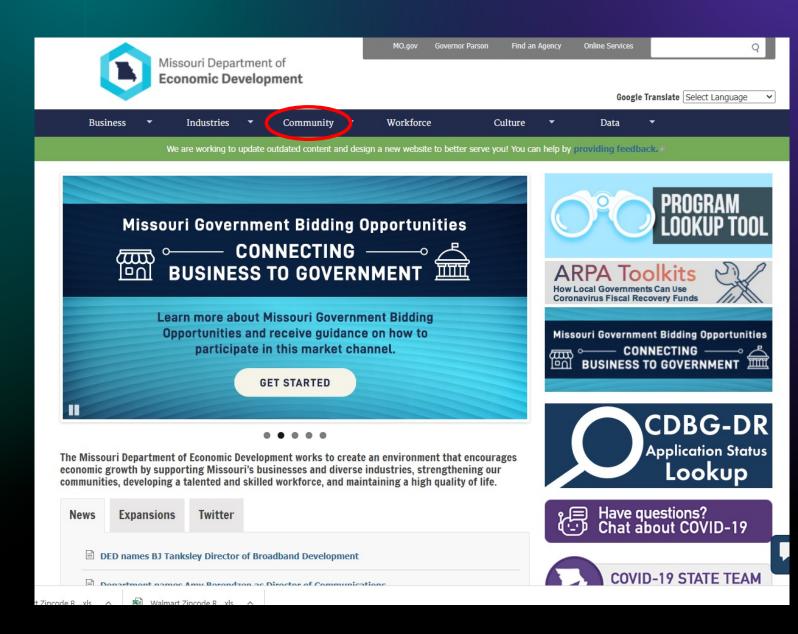
in an urban or rural area.

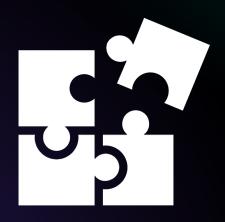




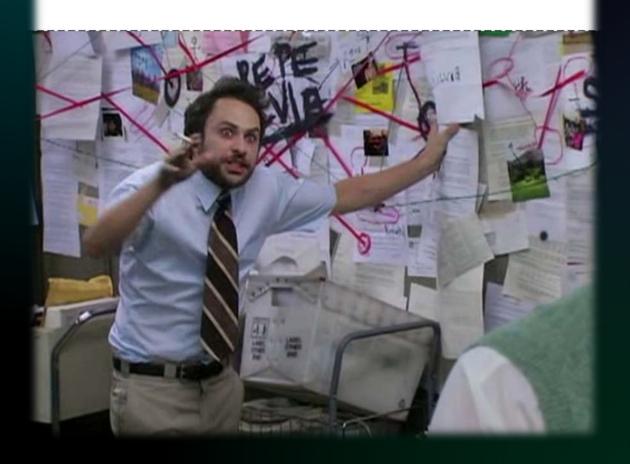
State Grants

- Each state department has their own system
- ded.mo.gov
- www.mhdc.com
- Look/search for "grants," "community," or "financial assistance"
- Limitations (ex. DESE)





Me trying to explain to funders how our missions are aligned



- READ EVERYTHING
- You need to determine:
 - Do your missions align?
 - Are you located within their geography?
 - What is their average gift size?
 - How much time will it take to complete the proposal?
 - Is it worth your time to apply?
 - Has the funder given to like-minded organizations in the past?
 - What is their application process?
 - Do they accept unsolicited proposals?
- If the answer to the above is NO or is not a good fit for your agency or program, do not FORCE a
 fit

- FOUNDATIONS You have a list from FDO now what?
- DO YOUR HOMEWORK
- Look for:
 - Websites
 - Darr Family Foundation
 - 990 Tax Return Information
 - Guidestar <u>www.guidestar.org</u>
 - IRS https://apps.irs.gov/app/eos/
 - Look for:
 - Contact Info
 - Assets
 - Application Guidelines deadlines, geography, funding priorities
 - Do they accept unsolicited proposals (pg 10)
 - List of grants made
- If you still have question, then reach out...

- FEDERAL OR STATE
- DO YOUR HOMEWORK
 - Look at the summary
 - Read the application package
 - Attend any pre-application webinars or view recorded presentations
 - If you still have questions, then reach out to the program officer

- DECIDING TO APPLY
- Read everything thoroughly
- Start with components that may take time
 - Letters of Support/Memorandums of Understanding
 - Lining up external evaluator if you need one
 - Budget preparation
- Allow time towards deadline for...
 - Mailing
 - Hard signatures

Tips to Strengthen Your Application and Common Mistakes to Avoid



Tips to Strengthen Your Application

- Stick to guidelines every application is different
 - Page limit, word count, margins, page numbers, bound, no staples, online only...
- Write specifically to each funder
 - Common goals and objectives
 - Aligning of missions
- Use scoring criteria if available (Federal grants)
- Be concise
- Include application question in your narrative
- Think and write chronologically
- Cite your sources wither parenthetically or footnoted

Tips to Strengthen Your Application

- Avoid jargon
- Acronyms spell them out first and then you can use the acronym throughout the rest of the narrative
- Come up with a catchy name for your program
- Portrait layout
- Prints clearly in black and white
- Submit early
- Save as a PDF
- Make sure all attachments are complete
- Watch for last minute changes/cohesiveness

Common Mistakes to Avoid

- Not following instructions
- Submitting with track changes/careless editing
- Submitting your sales tax exempt letter instead of your IRS 501c3 designation
- Applying for too much money
- Mission drift
- Not being clear about what you need funding for
- Lack of cohesiveness
- Incompleteness
- Goals/objectives are not measurable

501c3 Letter - RIGHT!

RECEIVED OCT 1 4 2002



INTERNAL REVENUE SERVICE P. O. BOX 2508 CINCINNATI, OH 45201 DEPARTMENT OF THE TREASURY

Date:

OCT 03 2002

DARR FAMILY FOUNDATION PO BOX 4087 SPRINGFIELD, MO 65808-4087 Employer Identification Number: 37-1439200
DLN: 17053248050002
Contact Person: GREGORY K OLWINE ID# 31382
Contact Telephone Number: (877) 829-5500
Accounting Period Ending: June 30

Dear Applicant:

Based on information supplied, and assuming your operations will be as stated in your application for recognition of exemption, we have determined you are exempt from Federal income tax under section 501(a) of the Internal Revenue Code as an organization described in section 501(c)(3).

Addendum Applies: No

We have further determined that, as indicated in your application, you are a private foundation within the meaning of section 509(a) of the Code. In this letter we are not determining whether you are an operating foundation as defined in section 4942(j)(3).

If your sources of support, or your purposes, character, or method of operation change, please let us know so we can consider the effect of the change on your exempt status and foundation status. In the case of an amendment to your organizational document or bylaws, please send us a copy of the amended document or bylaws. Also, you should inform us of all changes in your name or address.

As of January 1, 1984, you are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of \$100 or more you pay to each of your employees during a calendar year. You are not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA). However, since you are a private foundation, you are subject to excise taxes under chapter 42 of the Code. You also may be subject to other Federal excise taxes. If you have any questions about excise, employment, or other Federal taxes, please let us know.

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Contribution deductions are allowable to donors only to the extent that their contributions are gifts, with no consideration received. Ticket purchases and similar payments in conjunction with fundraising events may not necessarily qualify as deductible contributions, depending on the circum-

Letter 1076 (DO/CG)

Sales Tax Exempt Letter-WRONG!

State of Missouri

LIMITED EXEMPTION FROM MISSOURI SALES AND USE TAX ON PURCHASES AND SALES (Charitable)

Issued to:

Missouri Tax I.D.: 18268331

DARR FAMILY FOUNDATION 2870 D SOUTH INGRAM MILL SPRINGFIELD MO 65804

Effective Date: 12/01/2014

Your application for sales/use tax exempt status has been approved pursuant to Section 144.030.2(20), RSMo. This letter is issued as documentation of your organization's exempt status. Your organization must adhere to all requirements of your exempt status.

This is a continuing exemption subject to legislative changes and review by the Director of Revenue. Outlined below are specific requirements regarding this exemption. This summary is not intended as a complete restatement of the law. You should review the law to ensure your understanding and compliance.

- This exemption is not assignable or transferable. It is an exemption from sales and use taxes only and is not an exemption from real or personal property tax.
- · Purchases by your organization are not subject to sales or use tax if conducted within your organization's exempt charitable, religious and educational functions and activities. When purchasing with this exemption, furnish all sellers or vendors a copy of this letter.
- · Individuals making personal purchases may not use this exemption.
- . A contractor may purchase and pay for construction materials exempt from sales tax when fulfilling a contract with your organization only if your organization issues a project exemption certificate and the contractor makes purchases in compliance with the provisions of Section 144.062, RSMo.
- . Sales by your organization are not subject to sales or use tax if conducted within your organization's exempt charitable, religious and educational functions and activities.
- . Sales not directly related to your exempt function that are made only to raise funds for your organization, are not exempt unless such sales are occasional or isolated.
- . If your organization engages in a competitive commercial business that serves the general public, even if the profits are used for your exempt charitable, religious and educational functions, you must obtain a Missouri Retail Sales Tax License and collect and remit state and local sales tax.
- · Any alteration to this exemption letter renders it invalid.

If you have any questions regarding the use of this letter, please contact the Taxation Division, P.O. Box 358, Jefferson City, Missouri 65105-0358, Email salestaxexemptions@dor.mo.gov, or call 573-751-2836.

Questions?

Contact Info: Heather Zoromski 417-888-1495 heather@darrff.org