HOW TO GET YOUR FIRST GOVERNMENT FUNDING

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THREE MAJOR SOURCES OF FUNDING FOR NON-PROFIT ORGANIZATIONS:

- Individuals
- Foundations
- Government

INDIVIDUALS

- No strings, no reports
- Flexible
- Builds credibility and community support
FOUNDATIONS

- Short-term (one to three years)
- Significant accountability
- Credit and credibility
- Priorities set by foundation

GOVERNMENT

- Ongoing funding for ongoing services
- Significant funding for projects of significance
- Accountability
- Responsiveness

WHO SHOULD PAY FOR THE WORK YOUR ORGANIZATION DOES?

- Supporting your infrastructure: individuals
- Special projects, pilot projects, expansion, capital: foundations
- Social obligations and the common good: government
GOVERNMENT FUNDING

- Are you doing something that the government should be doing?
- Is the government interested in how you are solving problems?
- Do you understand government and how to access it?

LEVELS OF GOVERNMENT

- Federal
- State
- County
- City
- Special district
- Joint powers agreement

BECOME FAMILIAR WITH THE GOVERNMENT AGENCIES IN YOUR AREA OF INTEREST
TYPES OF GOVERNMENT FUNDING
- Grants
- Service agreements
- Partnerships

BASICS OF GOVERNMENT FUNDING
- Accountability
- Money
- Audits
- Board composition
- Reporting
- Meetings and sharing

WHERE TO START?
Local government
- Cities: human services, environmental, community engagement
- Counties: criminal justice, human services
- Joint powers: workforce development, homelessness
HOW TO ACCESS LOCAL GOVERNMENT

- City council boards and commissions
- Agendas and members
- Public hearings
- Relationships with staff members

FUNDING OPPORTUNITIES THROUGH LOCAL GOVERNMENT

- General fund
- Federal and state allocations
- Competitive partnership

FUNDING CRITERIA

- Knowledge of the problem to be addressed
- Understanding of community's unique characteristics
- Community support
- Staff qualifications
- Ability to achieve and report on specific outcomes
- Ability to manage public funds
- References and funding history
THE PUBLIC FUNDING PROCESS

- Establishing the scope of work to be bid
- Bidders meeting, asking questions, and submitting proposals
- Evaluation process
- Recommendation to the awarding authority

IF YOU ARE AWARDED A GRANT

Basic prerequisites
- 501 (c)(3)
- Proof of insurability
- Audit, financial statement, and accounting procedures
- Board of Directors, staff list, organizational chart
- Compliance with local requirements

RESPONSIBILITIES OF GRANTEES

- Finalizing a contract
- Receiving the funds
- Reporting and accountability
- Monitoring and collaboration
BUILDING AN ONGOING RELATIONSHIP

- Funding cycles and renewals
- Anticipating and responding to public interest
- Interacting with elected officials and staff
- Identifying new opportunities

CHECK LIST FOR FUTURE OPPORTUNITIES

- DUNS (www.dnb.com)
- SAM (www.sam.com)
- L.A. County Webven (https://camisvr.co.la.ca.us/webven/)
- Grants.gov registration (www.grants.gov)

QUESTIONS?
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