FUNDRAISING



Grant Prospect Research & Reading RFPs

Kimberly Hays de Muga, GPC Amanda Day, GPC

- Co-Owners of HayDay Services speaking, coaching, and training
- Co-Creators & Co-hosts of Fundraising HayDay, a podcast about grants & such
- Combined 50+ years of grant & fundraising experience
- Grant Professional Certified (GPC)
- International Grant Trainers more than 20,000 students
- Leadership at board levels: Grant Professionals Association (GPA), Grant Professionals Certification Institute (GPCI), Grant Professionals Foundation (GPF), and Georgia GPA chapter



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ng, coaching, training, & such



HOUSE RULES

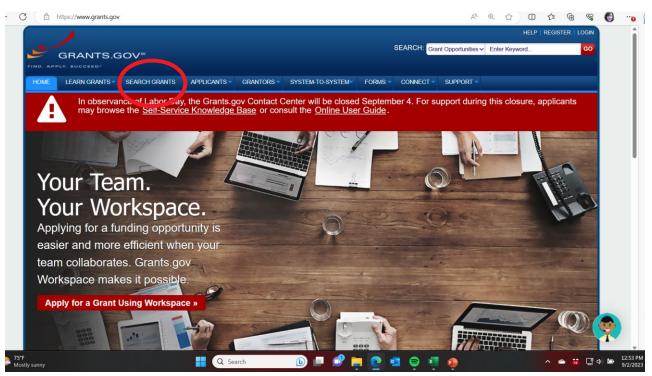
- Use chat for connecting with your fellow attendees
- Use Q & A for questions you'd like Kimberly and Amanda to answer
- GMA will make all slides and handouts available to attendees
- This is being recording, and you will receive access to the recording via GMA



How much grant funding is out there?

- CY2022 (January December 2022) Corporate Giving - \$29.5 BILLION
- CY2022 (January December 2022) Foundation Giving - \$105.2 BILLION
- FY2022 (October 1, 2021 September 30, 2022) Federal Grant Funding - \$1.08 TRILLION
- FY2022 (October 1, 2021 September 30, 2022)
 500,860 Federal Grant Awards





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GRANTS.GOV [™]		SEARCH:	Grant Opportun	ities Enter ŀ	Keyword	GO
HOME LEARN GRANTS SEARCH GRANTS	APPLICANTS - GRANTORS -	SYSTEM-TO-SYSTEM FORMS CONNEC	T 🔻 SUPPOF	λ Τ ~		
GRANTS.GOV) Search Grants						
SEARCH GRANTS basic search criteria:	Let's take	e it for a spin!			_	0
Keyword(s):				os Export Deta		e Search »
Opportunity Number:	SORT BY: Posted Date (Descending	DATE RANG	E: All Available		✓ Update	Date Range
CFDA:	1 - 25 OF 2587 MATCHING RESU	LTS:		« Previous	1 2 3 4 5 6 .	. 104 Next »
SEARCH	Opportunity Number	Opportunity Title	Agency	Opportunity Status	Posted Date ↓	Close Date
Forecasted (562)	23-620	Postdoctoral Research Fellowships in Biology	NSF	Posted	09/02/2023	11/29/2023
Posted (2,025) Closed (6,530)	72067523RFA00003	Citizen Observation for Democratic Elections (CODE) Activity	USAID-GUI	Posted	09/01/2023	10/20/2023
Archived (65,366)	RD-RUS-HECG23	Assistance to High Energy Cost Communities	USDA-RUS	Posted	09/01/2023	10/31/2023
FUNDING INSTRUMENT TYPE:	HRSA-24-080	FY 2024 State and Regional Primary Care Association (PCA) Cooperative Agreements	HHS-HRSA	Posted	09/01/2023	10/31/2023
All Funding Instruments Cooperative Agreement (879)	NOAA-NMFS-HCPO-2023-200817	3 Coastal Habitat Restoration and Resilience Grants for Tribes and Underserved Communities, Under the BIL and IRA	DOC	Posted	09/01/2023	12/19/2023
Grant (1,802) Other (173)	RFA-NR-24-001	Firearm Injury Prevention in Community Healthcare Settings (R01 Clinical Trial Optional)	HHS-NIH11	Posted	09/01/2023	07/26/2024
Procurement Contract (45)	RFA-NS-24-023	HEAL INITIATIVE: Development and validation of remote or patient wearable device derived objective biosignatures or functional assessments to monitor pain for use as endpoints in clinical trials (UG3/UH3 - Clinical Trial Optional)	HHS-NIH11	Posted	09/01/2023	01/30/2024
ELIGIBILITY: All Eligibilities		Cillical mai Optional)	HHS-ACF	Forecasted	09/01/2023	

Federal Department Websites (Remember They All Have Sub-Departments)

- Department of Health and Human Services
- Department of Defense
- Department of Labor
- Department of Agriculture
- Department of Veterans Affairs
- Department of Interior
- Department of Transportation
- Department of Justice

- Department of Education
- Department of Housing and Urban Development
- Department of Homeland Security
- Department of Energy
- Department of Treasury
- Department of State
- Department of Commerce



https://www.grants.gov/web/grants/learn-grants/grant-making-agencies.html https://www.federalpay.org/departments

Don't Forget State Agencies in Georgia!

- Administrative Office of the Courts
- Department of Human Services
- Department of Natural Resources
- Department of Public Safety
- Division of Aging Services
- Environmental Project Division
- Department of Labor
- State Parks and Historic Sites
 Division
- Forestry Commission
- Georgia Emergency Management Agency

- Criminal Justice Coordinating Council
- Department of Agriculture
- Department of Community Affairs
- Department of Community Health
- Department of Economic Development
- Department of Education
- Governor's Office of Highway Safety
- State Road and Tollway Authority

Find complete listing here: https://georgia.gov/state-organizations

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Other agencies to consider

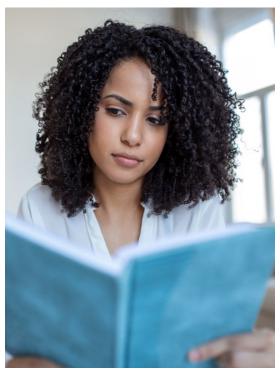
- Counties (where you are located)
- Georgia Association of Regional Commissions (see map on slide)



Foundation/Corporate Funding

- Most funders look to fund 501(c)3 agencies, but there are exceptions
- So where do you find them? Typically, through paid subscriptions:
 - Foundation Directory Online (can access for free through Funding Information Network - https://candid.org/find-us)
 - Instrumentl 14 day trial at no cost
 - Guidestar can access limited data at no cost
 - IRS free, but not as easy to drill down the data as the listings above -<u>https://apps.irs.gov/app/eos/</u>
- To improve your eligibility, options include:
 - Forming your own 501(c)3 example: Atlanta Police Foundation, Greenprints Alliance (in Woodstock, GA)
 - Partner with 501(c)3 nonprofits in good standing





You've Found the Grant, Now What?

- Read the funder guidelines (RFP, NOFO, FOA, etc.)
- You read the ENTIRE document and no, it's not a page turner
- You are looking for eligibility AND competitiveness
- You are looking to see if you are GRANT READY for this one – in other words, do you have the ability to both IMPLEMENT the grant program and ADHERE to all the grant management regulations



Grant Guidelines, Part 1

- Due date pay attention to the date AND time AND time zone
- Eligibility can your agency even apply?
- Any registration or pre-application requirements?
- What are the eligible activities?
- Are there minimum and maximum funding limits?
- What is the required match? Can it be in-kind or must it be cash?
- Where is the application housed? What portal?
- What are the formatting guidelines (things like page limits)



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Grant Guidelines, Part 2

- What is the time allowable for completing the project?
- Who is the contact person for questions about the application?
- What are the reporting requirements?
- What is the payment process?
- When will the grant awards be announced?
- Is a resolution (or board approval) required?
- In addition to the application, are there any required attachments?
- Who can sign the application?
- Is there a workshop and is attendance required?



Fundraising HayDay Podcast Episodes

- S1, E7 Grant Prospect Research
- S1, E13 Private Funding & How to Approach It
- S1, E14 Public Funding & You
- S4, E11 Prospect Research: What's Old is New Again
- S6, E15 How to Read a Federal Request for Proposal

Find episodes on Apple Podcasts, Spotify, or our website: www.haydayservices.com/podcast/



QUESTIONS & RESOURCE GUIDE

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FUNDRAISING

Where to find us!

HAYDAY SERVICES

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