

FUNDED

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"HANDY"
FILE**

**YOUTH MAKING
AN IMPACT**

**FISCAL CLIFF
AVERTED, GRAND
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2013

2013

**NEW
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NEW YEAR, NEW GRANTSEEKING STRATEGY!

Are you new to grants, or in need of a fresh start with your grants research? Grants Office is here to help with our Get in the Game™ grants development program!

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FROM THE EDITOR

Dear Readers,

The start of a new year often ushers in a renewed emphasis on improvement and a resolution to change old or ineffective practices. Now is a great time to revisit your grantseeking strategies and look for ways to increase efficiency, improve results, or begin new initiatives that will lead to greater effectiveness.

In an age that is increasingly digital, the beginning of the new year may be an appropriate time to examine your organization's use of technology and look for ways to innovate your grantseeking and fundraising methods by engaging new uses for technology or by streamlining your technology endeavors. In today's internet culture, it's important to present a united front online so that researchers can easily find valuable information about your organization. If your website hasn't been updated since 2007 (or 1997!), now is a good time to make sure that the information presented online is up-to-date and useful. If your organization utilizes social media such as Twitter or Facebook, set aside some time for quality control to make sure that the messages published on these sites are in line with your organization's mission and policies. It can also be well worth your time to develop a content strategy for these and other social media sites so that the messages you're publishing are relevant and informative. If you're not using these forums, you may want to look into ways to incorporate these highly-visible outreach tools into your organization's online presence.

Another area that may benefit from a little sprucing up for the new year is your grantseeking strategy, including research, writing, and administration. Have you applied to the same programs over and over only to receive repeated denials? Maybe it's time to do some digging and search for other funders who would be more receptive to your projects. On the other hand, perhaps the projects themselves could be revised to better suit grant funding initiatives. On page 11, Ali Palmieri discusses several new funding initiatives developed by community youth that are spurring change in the grants landscape by involving young people in the grantmaking process. If you find yourself scrambling to gather information every time you have to write a grant, it might be a good idea to organize your grantseeking materials into an easier-to-use format. In my article on page 5, I discuss a variety of documents to keep in your grants "handy" file for easy access.

Do you have any new ideas or initiatives planned for 2013? To add to the conversation, or share your opinions concerning other content in the January issue of *FUNDED*, email me at smayhall@grantsoffice.com.

Sincerely,

Susannah Mayhall
Editor, *FUNDED*

PROGRAM SNAPSHOT



TELEHEALTH NETWORK GRANT PROGRAM (TNGP)

SUMMARY The primary objective of the TNGP is to demonstrate how telehealth programs and networks can improve access to quality health care services in rural, frontier, and underserved communities.

Applicants are encouraged to develop innovative applications that meet new and emerging needs in a changing health care delivery system with a focus on value and improved health care outcomes.

PROJECT PRIORITIES

TNGP networks are used to:

1. expand access to, coordinate, and improve the quality of health care services;
2. improve and expand the training of health care providers; and/or
3. expand and improve the quality of health information available to health care providers, and patients and their families, for decision-making.

DEADLINE The due date for applications is February 13, 2013.

ELIGIBILITY Eligible applicants include rural or urban nonprofit entities that will provide services through a telehealth network.

AWARD AMOUNTS Approximately \$2,250,000 is expected to be available annually to fund approximately nine grantees. Applicants may apply for a ceiling amount of up to \$250,000 per year.

FOR MORE INFORMATION SEE <https://grants3.hrsa.gov/2010/Web2External/Interface/FundingCycle/ExternalView.aspx?&fCycleID=b2fb77c1-487e-4ea3-a19c-96359b4588e3&txtAction=View+Details&submitAction=Go&ViewMode=EU>

DEVELOPING A GRANTS “HANDY” FILE

By Susannah Mayhall

While each grant proposal will have its own set of specific guidelines and required supporting documents, grant writers can save a lot of time (and probably spare some headaches) by maintaining a “Frequently Used” file of the most commonly-requested supporting documents and materials. Depending on the type of programs to which your organization typically applies for funding, your list may vary from the one below. However, determining which documents to file and keeping the files up to date can smooth out the proposal development process for several different grants and, if you find yourself pinched for time, can mean the difference between a high-quality, successful submission and an unsatisfactory or incomplete proposal.

The following documents are either frequently requested by funders or will help you to flesh out proposals for a variety of grants. Make sure that you check these documents periodically so that the most up-to-date versions are on file, ensuring that they will be as helpful as possible when it comes time to write a grant.

CURRENT RESUMES OF KEY PERSONNEL

Tracking down the resumes of people who are probably busy and may not be directly involved in the proposal development process can easily turn into a nightmare. Although the list of “key personnel” will vary depending on the project at hand, it’s a good idea to collect, at a minimum, the resumes of directors or executives who manage the operational aspects of the organization (Chief Executive Officer, Chief Operations Officer, Executive Director, Program Director, etc.) and

those of key management staff who frequently oversee large projects.

You may also want to collect the resumes of your organization’s board members. While you may not necessarily need to provide resumes for members of the board, these documents will come in handy when you are asked to list contact information, titles, resumes, and/or roles of board members.

Depending on your organization’s structure, the resumes of other key personnel may also be useful to file for easy access. In a similar vein, an up-to-date organizational



chart listing personnel names and titles could prove useful for a variety of proposals, if only to serve as a template for developing a project-specific organizational structure or determining who to contact for information.

FINANCIAL INFORMATION

For foundation proposals, it is highly likely you will be asked to provide some number of organizational budgets and/or financial statements—perhaps only for the current and previous fiscal years, but possibly for more. If available, keep the last three fiscal years' financial statements in your file, as well as your organization's current budget, and make sure to acquire new copies when they are released.

TAX-EXEMPT STATUS

For nonprofit organizations applying to foundations, proof of tax-exempt status is frequently required. File a copy of your IRS determination letter, most recent Form 990, and/or other documents demonstrating proof of nonprofit status.

ORGANIZATIONAL BACKGROUND AND ACTIVITY

If your organization publishes an annual report, file the most recent copy. This document will be helpful not only if it is requested by the funder, but also for general background information and discussion of what your organization is currently doing in the community.

Any information concerning the or-

ganization's history (founding year, progress, development, etc.) is also good to file so that it is easily accessible. Don't rely on your memory alone or you are liable to make inaccurate statements or omit information that could strengthen your proposal.

PARTNERS AND AFFILIATES

If your organization has worked with partners or affiliates in the past, or is developing new relationships, keep a file for each partner and include contacts, meeting agendas, timelines, memoranda of understanding, letters of commitment, or any other documents demonstrating the partnership and detailing the work that was performed jointly between your organizations.

PAST GRANT PROPOSALS

While it is not recommended to submit carbon-copy grant applications, past narratives and documents can be extremely useful when drafting a new grant proposal. Never throw out any documents related to a past grant submission—this information will be vital for analyzing past projects, reporting on a project's success, writing new proposals, and many other uses.

After each submission, make sure to organize all of the documents used to prepare the proposal and keep a full copy of exactly what was submitted to the funder. Should you have to demonstrate your proposal's compliance with the grant guidelines, having accurate documentation is paramount. In addition, thorough grant records will make successive proposal writing processes easier.

PROPOSAL SUBMISSION REGISTRATION AND LOGIN INFORMATION

As proposal submission becomes an increasingly electronic process, make sure that your electronic registration information is up-to-date and secure. While it is imperative that login information be kept secure and private, it should be safely recorded so that it can be accessed by appropriate personnel if necessary. If your organization has or is planning to submit Federal grant proposals, double-check your System for Award Management (SAM) and Grants.gov registration and login information and keep current and reliable contact information for your E-Business Point of Contact and Authorized Organization Representatives. Running into registration or login problems too close to the deadline can jeopardize your ability to submit a proposal on time. In addition, you will want to make sure that appropriate authorization steps are taken should the E-Biz POC or any AORs leave the organization.

This list is by no means exhaustive. However, it's a good start to organizing your grant information and will hopefully make your life a little easier as you prepare future proposals and administer current awards. Revisit your "Handy Files" often to ensure that they are current and keep in mind that they should be thoroughly organized so that new personnel, replacements, project managers, and other key personnel will be able to use them. 

NEW FUNDING FOR RURAL TELEMEDICINE INITIATIVES

By Susannah Mayhall

On January 7, 2013, the Federal Communications Commission announced a new funding program that will make up to \$400 million available annually to support modern telemedicine initiatives by providing a discount on high speed broadband service to providers. The program, entitled the “Healthcare Connect Fund,” is designed to build on the FCC’s Rural Healthcare pilot program and will transform the Commission’s healthcare-related broadband initiative into a permanent support fixture.

The goals of the new program include increasing broadband access for healthcare providers (particularly those serving rural areas), encouraging development and deployment of broadband healthcare networks, and increasing the impact of the Commission’s universal service healthcare funding. The program’s anticipated impact will infuse the healthcare sector with myriad new telemedicine programs nationwide and enable thousands of current providers to upgrade their broadband connections.

The Healthcare Connect Fund will be a game changer for healthcare providers serving rural patients by removing the difficulties of its former primary healthcare program, which limited the types of service eligible for funding, made the high bandwidth connections necessary for modern telemedicine difficult to attain, and preventing consortia from effectively bargaining for the lowest cost service. This new program is anticipated to reduce the cost of broadband health networks by half through group purchases by consortia and other means. Although non-rural providers may participate in the

program as part of consortia, the consortia must be primarily rural.

In addition to making access to specialists at major health centers available to rural patients, the program will also support the exchange of electronic health records in an effort to increasing care coordination and lowering costs. The development of state and regional healthcare consortia will also be encouraged through the program. Participating healthcare providers must provide a 35% contribution to the costs of broadband services, equipment, connections to research and education networks, and healthcare provider-constructed and owned facilities, which will be met with a 65% discount through the Healthcare Connect Fund to cover the remainder of the costs associated with the project.

The success of the new and upgraded broadband connections will be tested through a new Skilled Nursing Facilities Pilot Program in 2014. Funding for this program will be up to

\$50 million over a three-year period.

This program is the newest example of the government’s ongoing efforts to spread broadband access to rural parts of the country and utilize cutting-edge telemedicine technology to increase access to healthcare programs while lower costs. Since 1997, the FCC has actively promoted rural broadband access for healthcare through its original Rural Health Care Program. The Rural Health Care Pilot Program was launched in 2006 to learn more about how to effectively support broadband healthcare networks. This program currently funds approximately fifty active pilot programs across the country. The new Healthcare Connect Fund will move the FCC’s broadband funding from pilot to permanent.

For more information on this new initiative, see http://transition.fcc.gov/Daily_Releases/Daily_Business/2013/db0107/DOC-318275A1.pdf.



FISCAL CLIFF AVERTED, GRAND CANYON AWAITS

By Chris LaPage

“We’ve resolved the tax issue now. It’s over. It’s behind us. We were able to get permanent tax relief for 99% of American taxpayers and for 500,000 small businesses, so that’s behind us... What’s left to be dealt with is the spending. And it’s a shame that the president doesn’t embrace the effort to reduce spending. None of us like using situations like the sequester or the debt ceiling or the operation of government to try to engage the president to deal with this.” - Mitch McConnell (R), Senate Minority Leader

“...I believe that there’s further unnecessary spending in government that we can eliminate. But we can’t simply cut our way to prosperity. Cutting spending has to go hand-in-hand with further reforms to our tax code so that the wealthiest corporations and individuals can’t take advantage of loopholes and deductions that aren’t available to most Americans. And we can’t keep cutting things like basic research and new technology and still expect to succeed in a 21st century economy. So we’re going to have to continue to move forward in deficit reduction, but we have to do it in a balanced way, making sure that we are growing even as we get a handle on our spending.” - Barack Obama, President of the United States

As predicted, the federal government was able to bypass a complete catastrophe and avoided taking the United States down the fiscal cliff. Unfortunately, when it comes to plan-

ning for grant programs likely to be available over the remainder of Fiscal Year 2013, we are left with the status quo of continued uncertainty. In fact, besides extending and making permanent the Bush Era tax cuts for the majority of Americans, the fiscal cliff deal essentially punted every other major impending decision to March

2013. Senate Minority Leader Mitch McConnell alludes to three major impending financial crises that converge in March:

1. Expiration of the FY 2013 continuing resolution, which is funding government in the absence of a traditional federal budget. If



it expires, a federal government shutdown will ensue.

2. Deadline for legislators to reach an agreement on the automatic spending cuts that will blindly cut funding across the federal budget, evenly divided across discretionary and defense spending. Allowing the sequester to occur will likely have a negative impact on our national security and could trigger another recession.
3. According to Treasury Secretary Timothy Geithner, the debt limit has already been reached but some accounts were rearranged so that the government can continue to pay its bills until March. If congress does not raise the debt ceiling, the United States will default on its obligations and world financial markets could collapse.

If the combination of sequester and tax hikes were enough to form a fiscal cliff, one could only describe the chasm at which the aforementioned fiscal events merge as a canyon. Administrators at federal agencies were hopeful that the fiscal cliff deal would provide answers, but instead it only extended timeline for addressing the pertinent questions. With the sequester cuts pending as part of the fiscal cliff crisis, federal agencies had delayed many of their annual grant programs. It is a tough situation for federal grantmakers to properly plan and execute their programs when the amount of total funding available is an unknown variable. That uncertainty is exacerbated by the expiring continuing budget resolution and the status of

appropriations for the remainder of the year. Congress must reach an agreement on funding for the remainder of FY 2013, at which time all options are on the table.

Congress can do something as simple as extending appropriations at 2012 levels to passing a comprehensive budget. At that point, they can roll back appropriations made as part of the continuing budget resolution or put entirely new expenditures on the table. In other words, federal agencies remain in the dark on funding levels. Agencies must juxtapose this uncertainty with the fact that the majority of its expenditures and programming must occur by the fourth quarter of the fiscal year (July 1 through September 30). While some grant programs are released during this time frame, the agencies are usually preoccupied with wrapping up reporting on 2013 expenditures and planning for the following fiscal year. Since federal agencies cannot continue to delay solicitations for grant funding, the likely impact on grant programming is that we will see requests for proposals that provide individual applicant award ceilings, but may not provide a planned number of awards or total funding levels. Of course, this makes it extremely difficult for potential applicants to ascertain the competitiveness of certain grant programs in making decisions on their probability of success for pulling down funding. More so than ever before, the onus is on potential applicants to be sure their projects are closely aligned with program priorities and offer an innovative approach

to solving an important problem.

In addition to uncertainty of funding levels, you have the political battles that will ultimately shape the federal grantmaking for the remainder of 2013. Looking at these competing statements from a Democratic President and a Republican legislative leader, finding common ground appears difficult. Republicans are staking out the position that they have done the revenue piece and are aiming for major spending cuts as part of the negotiations around these fiscal issues. Democrats, as stated by President Obama, are going to require that any future deals will continue to incorporate taxes and revenue as part of the solution. The aforementioned political statements have some pundits believing a deal will be impossible and that the government is headed for a stalemate that will result in a historic financial crisis.

The truth is that there will be some spending cuts coming down the pipeline. However, given the political stalemate, it is unlikely that they will be detrimental to grant programming overall. Past history suggests that a grand bargain is not politically feasible, leading one to believe that the resolution will involve some tax reform (additional revenue) and a series of targeted cuts that are palatable to folks on both sides of the aisle. Past history also suggests that a deal is not likely until all these elements converge in March and the United States is on the brink of falling... into the canyon. 

PROGRAM SNAPSHOT



COMMUNITY DEVELOPMENT FINANCIAL INSTITUTIONS (CDFI) PROGRAM

SUMMARY The purpose of the CDFI Program is to use federal resources to invest in CDFIs and to build their capacity to serve low-income people and communities that lack access to affordable financial products and services.

PROJECT PRIORITIES

CDFIs may use the funds to pursue a variety of goals, including:

1. To promote economic development, to develop businesses, to create jobs, and to develop commercial real estate;
2. To develop affordable housing and to promote homeownership; and
3. To provide community development financial services, such as basic banking services, financial literacy programs, and alternatives to predatory lending.

DEADLINE The due date for applications is February 28, 2013.

ELIGIBILITY To be eligible for an FA award, a CDFI must be certified by the CDFI Fund before it applies for the award. Prospective applicants that are not yet certified must submit a separate certification application to be considered for FA during a funding round.

Both certified and non-certified CDFIs are eligible to apply for TA awards. However, non-certified organizations must be able to become certified within two years after receiving a TA award.

AWARD AMOUNTS Award and maximum request amounts vary by category. Approximately \$153 million is available through this program for all categories.

FOR MORE INFORMATION SEE http://www.cdfifund.gov/what_we_do/programs_id.asp?programID=7

YOUTH MAKING AN IMPACT IN THE GRANT COMMUNITY

By Ali Palmieri

It has always been said that children are the future and foundations are increasingly following this motto and including youth in their grantmaking decisions. Youth grantmaker subdivisions that allow local community youth to be actively involved in projects are popping up more and more. Some are smaller groups like the ones that are part of the Winston-Salem Foundation and the Greater Salina Community Foundation and others are much larger like the Council of Michigan Foundations' Youth Grantmakers program.

Youth Grantmakers in Action (YGA) is a branch of the Winston-Salem Foundation. They are a group of youth from Forsyth County that take part in leadership activities, learn more about the community and help the youth in their area. The Winston-Salem Foundation states, "YGA is structured to support authentic, working partnerships between young people and adults in designing these community-change projects." They are selected each spring through an application process.

Over the course of the school year, while most children at the age of 15-18 are hanging out with friends and family, the YGA teens meet once a month. YGA has about \$2,000 annually to use for grants and the average grant size is \$475. "You have to step out of your own shoes to understand the person that wants the grant and what they want to do," said YGA member Jamilla Benton of Parkland High School. The 22 stu-

dents represent 10 public and private schools in Forsyth County.

In order to be eligible for the grants, the project must be put into action by youth and have a positive impact on youth in Forsyth County. With the help of each project having an adult supervisor and sponsoring organization, many representatives of the community come into play.

Past YGA projects include: a community art event at East Forsyth High School; books for a student book club at Carver High School; and the Winston-Salem Youth Council's youth expression wall, where teenagers can express themselves through art and writing. The wall is between Winston Square Park and the Milton Rhodes Center for the Arts.

Another foundation that has a Youth Grantmakers Council (YGMC) is the Greater Salina Community Foundation. The Youth GrantMakers Council (YGMC) was created to directly involve youth in the grant making process. This council also gives its members the opportunity to empower youth and to help other youth-led projects succeed in bettering the community.

YGMC consists solely of high school students who are dedicated and proud to be at the forefront of change. The current council has 20 members who attend five different schools in Saline County. Each year the council has money to give to youth-led projects to help them

meet their needs. Grants are advertised, reviewed, and selected by the council. When a grant is awarded, it is also the job of YGMC to track the progress of each grant by requesting a report.

The Council of Michigan Foundations, W.K. Kellogg Foundation Youth Challenge and the Michigan Community Foundations Youth project worked together and more than \$47.6 million was raised to create 86 permanently endowed youth funds, matched by more than \$100 million raised locally for unrestricted and field of interest funds.

As a condition of the Challenge, each of those funds is overseen by a Youth Advisory Committee (YAC), involving more than 1,500 young people annually as YAC members. The Youth Leadership Conference is held each summer with the youth and their Advisors. As with most other youth grantmaking organizations the purpose is on leadership empowerment and grantmaking.

Grantmaking skills are not generally taught in school, so with youth being exposed to this new world we can see that the future of grantmaking is very bright and will include an informed group of people who are able to make positive changes. 



UPCOMING WEBCAST EVENTS

- 2013 Homeland Security Funding: Bringing IT Home—Sponsored by Cisco
February 12, 2013 at 2:00PM ET
- Getting the Most out of Your 2013 AFG Application—Sponsored by Cisco
March 12, 2013 at 2:00PM ET
- Funding for Healthcare Preparedness Initiatives—Sponsored by Cisco
April 9, 2013 at 2:00PM ET
- Funding Public Health and Prevention Efforts—Sponsored by Cisco
May 21, 2013 at 2:00PM ET
- Realizing the Potential of Promise Neighborhoods in Your Community—Sponsored by Cisco
June 11, 2013 at 2:00PM ET

RECENT WEBCAST RECORDINGS

- Getting a Handle on 2013 Funding for Public Safety Initiatives—Sponsored by Cisco
Recorded January 15, 2013
- Funding Educational Innovation—Sponsored by Cisco
Recorded December 11, 2012
- Funding to Enhance Technology in Your College Workforce Development Programs—Sponsored by Cisco
Recorded November 13, 2012

These and other recordings are available for playback or download at
<http://www.grantsoffice.info/Webcasts.aspx>

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