



what matters.™

Grants Workshop

Local and State Funding

June 27, 2008

United Way of the Plains

In a perfect world ...

... everyone would be ...

- healthy
- housed
- fed
- educated
- employed, and
- economically secure



and nonprofit agencies would have worked themselves out of a job.

However . . .

. . . the world is not perfect.

There are more health and social service needs than can be met with the limited dollars available in this – or any – community.



Which leads to . . .

Competition



**Not necessarily a bad thing,
because no one individual or
organization can “do it all.”**

Competition

Old advertising campaign:



Competition

How can you best identify what funders would be a good match for your program, and how can you improve your chances of receiving their funding?



Funding Sources



- **At the local, state, and national level, funding is available from:**
 - Individuals
 - Government
 - United Ways
 - Foundations
 - Businesses/Corporations
 - Service Fees
 - Special Events

First Things First ...

- Ideally, it all starts with meeting a need.
- Rather than identifying a funding opportunity and designing a program around it, develop the program to meet existing needs –
then seek appropriate funding..



What You Need To Know . . .



what matters.™

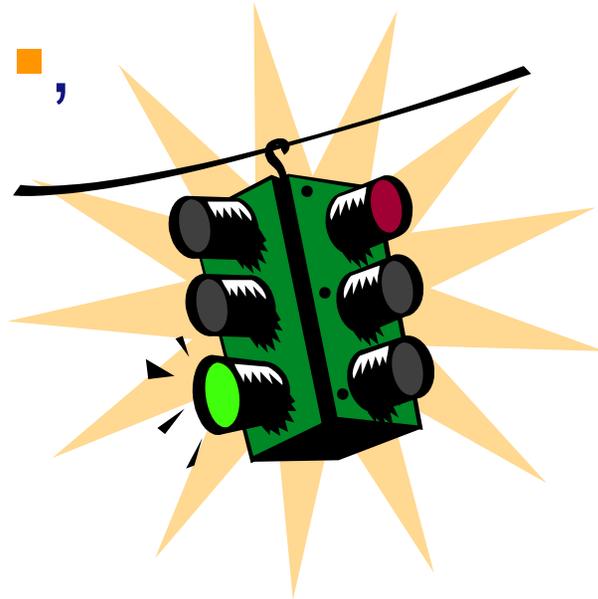
- **Who** you serve (beneficiaries)
- **Where** you serve (geography)
- **Why** you do what you do (mission)
- **What** you **do** (program description)

What You Need To Know (Continued)



- What you need to do what you do (**inputs**)
- What you **expect to have happen/change** from what you do (outcomes)
- How you **measure success** (indicators)
- What **resources** you require

What You Need To Know (Continued)



then you are ready to begin evaluating potential funding sources.

Funding Sources



what matters.™

- **Individuals**
- Government
- United Ways
- Foundations
- Businesses/Corporations
- Service Fees
- Special Events

Funding Sources



what matters.™

- Individuals
- **Government**
- United Ways
- Foundations
- Businesses/Corporations
- Service Fees
- Special Events

Local Government



what matters.™

- **City of Wichita**
- **USD 259**
- **Sedgwick County**
- **State of Kansas**

Local Government – First Step



Become “preferred vendor”

- Potential partners indicate the goods and services they provide
- Receive notice regarding available opportunities
- Receive bid notifications in areas of interest

Organizations without Internet access

- Use computers at any of the City’s libraries
- Contact Purchasing Office; have info faxed, discuss by phone, discuss in person

Local Government (Continued)



Have necessary paperwork/ certifications in place

To endeavor to ensure equal access to business opportunities without discrimination, businesses are offered an equal opportunity to conduct business.

Different programs to accomplish this:

- ✓ **City:** Emerging & Disadvantaged Business Enterprises program
- ✓ **USD 259:** Minority-, women-owned, small business enterprise organizations

Local Government (Continued)



what matters.™

- ✓ **Sedgwick County:** solicits minority business enterprises, woman-owned businesses, small businesses and businesses located within the community

Uncertain as to the status of your business?

Contact the local/regional Small Business Administration office or Mid American Minority Business Development Council.

Contact Information



what matters.™

- City of Wichita
- USD 259
- Sedgwick County
- State of Kansas

- **City of Wichita**

City's Purchasing website, <http://ep.wichita.gov>.

Emerging & Disadvantaged Business

Enterprises program, 268-4417

Booklet:

“How to Do Business With the City of Wichita”

[www.wichita.gov/NR/rdonlyres/935026DE-
CF1A-43D3-AF17-2C3329C56DD0/0/
How to do business.pdf](http://www.wichita.gov/NR/rdonlyres/935026DE-CF1A-43D3-AF17-2C3329C56DD0/0/How_to_do_business.pdf)

Contact Information



what matters.™

- City of Wichita
 - **USD 259**
 - Sedgwick County
 - State of Kansas
-
- **USD 259**
District's Purchasing website,
www.usd259.com/Offices/Purchasing

Information on USD 259 Purchasing Website

- ✓ Bids – Proposals
- ✓ Projects & Events
- ✓ Purchasing contracts
- ✓ Purchasing Policies
- ✓ Vendor Information

www.usd259.com/NR/exeres/60465328-822C-49B6-87FB-0EA54E60786D.htm

Contact Information



- City of Wichita
 - USD 259
 - Sedgwick County
 - State of Kansas
-
- **Sedgwick County**
Purchasing Department, 660-7591
www.sedgwickcounty.org/purchasing/appintro.html

Additional Info - Sedgwick County



- Holds Vendor Training Sessions 4:00 p.m. on the third Thursday of each month
- 604 N. Main, Suite F, Wichita, 660-7255 to register

Training Dates for the Balance of 2008

- July 17
- August 21
- September 18
- October 16
- November 20
- December 18

Additional Info - Sedgwick County



Booklet:

“Conducting Business With Sedgwick County, Kansas”

[www.sedgwickcounty.org/purchasing/
cond_business_english.pdf](http://www.sedgwickcounty.org/purchasing/cond_business_english.pdf)

Contact Information



what matters.™

- City of Wichita
 - USD 259
 - Sedgwick County
 - State of Kansas
-
- **State of Kansas**
Purchasing Department, (785) 296-2376
www.da.ks.gov/purch/

Additional Info – State of Kansas



- Vendor Registration Application available at: www.da.ks.gov/purch/VendorRegistration.htm
- \$10.00 fee to process the application.
- Registration as a Kansas vendor will NOT guarantee that you will receive copies of all solicitations for your selected categories.
- It is the vendors responsibility to review the registration in a timely manner.

Additional Info – State of Kansas



Kansas Grants Clearinghouse

www.kansasgrants.org

Kansas Grants Clearinghouse provides links to funding opportunities offered through:

- Kansas Arts Commission
- Kansas Attorney General (crime victim assistance)
- Kansas Department of Commerce and Housing
- Kansas Department of Transportation
- Kansas Department on Aging
- Kansas Sentencing Commission (criminal justice-related)
- Office of Justice

Government – State of Kansas



In addition, a “State Grants” link provides information on funding opportunities from the following:

- Kansas Culture Assistance
- Kansas State Historical Society
- Kansas Humanities Council
- Kansas Institutional Conservation Program
(K-12 schools, energy conservation improvements)
- Kansas Juvenile Justice Authority
- Land and Water Conservation Funds
- Outdoor Wildlife Learning Sites
- KDHE Solid Waste Management

- For today's grant workshop, the focus is on Local and State funding sources.
- City of Wichita
- USD 259
- Sedgwick County
- State of Kansas

Government – Federal



However, any discussion of funding possibilities would be incomplete without acknowledging the role that the federal government plays in funding programs in the nonprofit community.

www.grants.gov

Funding Sources



what matters.™

- Individuals
- Government
- **United Ways**
- Foundations
- Businesses/Corporations
- Service Fees
- Special Events

- **Meeting basic needs**
- **Strengthening children & families**
- **Fostering health and independence**
- **Assisting the elderly**

Sample UWP Funding Timeline



what matters.™

Aug. 2008	United Way of the Plains sends out RFPs for 2010 program funding
Sept. 2008	Receive Letters of Intent
Oct. 2008	Volunteers review Letters of Intent
Nov. 2008	Successful organizations invited to complete full proposal, due Feb. 2009

Sample UWP Funding Timeline



what matters.™

March–May 2009	Volunteers review proposals, complete site visits
June 2009	Preliminary funding recommendation
Dec. 2009	Final funding recommendation
Jan.–Dec. 2010	Agencies receive program funding for 2010

Additional United Way Criteria



- **Program addresses identified community need**
- Agency is a 501(c)3
- Board of Directors – 12 unrelated members
- Must meet requirements for submitting financial, outcome and beneficiary reports
- United Way of the Plains funds programs, not agencies.

United Way Funding



If interested in receiving an invitation to submit a Letter of Intent, send email request to Sarah Hurd, Director of Allocations at: shurd@unitedwayplains.org

Or phone 267-1321, extension 4212

Funding Sources



what matters.™

- Individuals
- Government
- United Ways
- **Foundations**
- Businesses/Corporations
- Service Fees
- Special Events

Foundations



There are foundations:	That fund agencies/programs:
In Kansas	In Kansas
Outside Kansas	In Kansas
Outside Kansas	Outside Kansas

So, do your homework!

Foundations



- **Kansas Health Foundation**
- **United Methodist Health Ministry Fund**
- **Sunflower Foundation**
- **Wichita Community Foundation**
- **Other Area Foundations**

Kansas Health Foundation



- A private philanthropy dedicated to improving the health of all Kansans.
- Invests its resources in people and projects that meet its mission and create long-term, sustainable health improvements
- Categories of general funding initiatives:
 - Public Health
 - Policy
 - Leadership
 - Children's Health

- Utilize strategic approach to effect change through public awareness campaigns, health education, social marketing, research and evaluation
- Strategic grantmaking to target projects that are achievable, relevant and timely

Kansas Health Foundation



- As a strategic grantmaker, the Kansas Health Foundation takes a long-range view of how the health and lives of Kansans can be improved, seeking investments that will do the most good for the greatest number of people.
- Evaluate constantly to assess effectiveness and fine-tune tactics for optimal outcomes

Contact Information



Kansas Health Foundation
309 East Douglas
Wichita, KS 67202

Phone 316-262-7676
Fax 316-262-2044

www.kansashealth.org

United Methodist Health Ministry Fund



- The Health Fund works with all of its resources to fulfill its mission of Healthy Kansans through strategic and cooperative philanthropy guided by Christian principles.
- Goals of the Health Fund through 2009 are:
 - **Oral Health**
 - **Healthy Lifestyles**
 - **Access to Health Care**

Health Ministry Fund



- Does ***not*** fund projects in other U.S. states or foreign nations.
- Special emphasis on western 2/3 of Kansas
- Contact ***before*** beginning a grant application
- No unsolicited/uninvited proposals or applications.

Contact Information



United Methodist Health Ministry Fund

PO Box 1384
Hutchinson KS 67403

100 E First Avenue
Hutchinson, KS

Phone 620-662-8586

Fax 620-662-8597

www.healthfund.org

- Serves the health needs of Kansans with an emphasis on programs that:
 - 1) serve the poor, uninsured, underinsured
 - 2) promote preventive health care and
 - 3) support activities aimed at reducing the number of Kansans who use/are addicted to tobacco products

- Focus of current program activities:
 - Health Care Access
 - Capacity Building
 - Healthy Behaviors And Prevention
 - Advocacy

Sunflower Foundation



- Every grant funded is important.
- All grants make a contribution.
- To assess that contribution, the Foundation asks:
 - **Who benefits from the grant?**
 - **When the grant ends, what are its lasting effects?**
 - **How has this grant improved the health of Kansans?**

Contact Information



Sunflower Foundation

**1200 SW Executive Drive, Suite 100
Topeka, Kansas 66615**

Phone 785-232-3000

Fax 785-232-3168

www.sunflowerfoundation.org

Wichita Community Foundation



- An independent public charity
- Grants made from endowment earnings to nonprofit organizations to enhance life in community.
- Grants are made within the areas of:
 - Arts/Humanities
 - Health
 - Environment/Conservation
 - Education
 - Human & Social Services

Wichita Community Foundation



- Divides dollars between **Traditional Grants** and **Community Venture Grants**

Traditional Grants

- Only organizations serving the Wichita/Sedgwick Co. area
- Favors programs/organizations that avoid duplication of already-existing services
- Doesn't expect to make recurring grants for same program.
- Before beginning application process, prospective applicants encouraged to call Program Officer to discuss appropriateness of grant request or submit short letter outlining the grant idea.

Community Venture Grants

- If organization/collaborative group is thinking of applying, submit a short letter of inquiry stating your idea and projected budget.
- If idea is approved, you will be asked for a full proposal outlining your ideas.
- The Grants Committee will respond within 90 days.

Contact Information



Wichita Community Foundation

200 W. Douglas, Suite 250

Wichita, Kansas 67202

Phone 316-264-4880

Fax 316 264-7592

www.wichitacf.org

Other Area Foundations



Several area foundations provide funding for:

- Capital campaign/building/renovation
- General/operating support
- Equipment
- Project grants
- Research

Other Area Foundations



... in one or more of the following interest areas:

- Arts, Culture, & Humanities
- Child / Youth / Adolescent Development
- Education – All
- Environment / Conservation
- Food / Nutrition / Hunger
- Health – All

(Continued)

Other Area Foundations



Interest Areas (continued)

- Health Care Access / Financing / Cost Containment
- Philanthropy / Volunteerism
- Religion / Spirituality
- Science / Technology
- Social Services

Other Area Foundations



Berry Foundation

Goebel Family Foundation

Cessna Foundation

Jabara Family Foundation

Devore Foundation

Koch Foundation

Dondlinger Foundation

Ross Foundation

K. T. Wiedemann Foundation

INTRUST Bank Charitable Trust

Rudd Family Entrepreneurial Fund

- Now as never before, information regarding potential funders is available on the internet.

Examples:

- ✓ *Federal Funding Digest*
- ✓ *The Grassroots*
- ✓ *CD Publications (trial subscriptions)*

Online Resources – Example #1



Federal Grants e-Newsletter/Federal Funding Digest **Institute for Youth Development**

- Electronic newsletter
 - ✓ Events of interest
 - ✓ Federal and non-federal funding opportunities
 - ✓ Resources (i.e., conferences/meetings/publications).
- Information organized by international, domestic and site-specific funding.
- Free, approximately monthly.
- To subscribe: cdcta@youthdevelopment.org

Online Resources – Example #2



The Grassroots

Compassion Capital Fund National Resource Center

- Electronic newsletter
 - ✓ Information about Compassion Capital Fund
 - ✓ Links to funding opportunities of interest to faith-based and community organizations
 - ✓ Articles of interest to nonprofit leaders
- Free, quarterly
- To subscribe: www.industrymailout.com/Industry/Custom/dmt/Subscribe.aspx?m=700

Online Resources – Example #3



CD Publications

- Electronic newsletters and email updates
 - ✓ Children and Youth Funding Report
 - ✓ Federal and Foundation Assistance Monitor
 - ✓ Private Grants Alert
 - ✓ 11 others

- Free two-week trial subscription; limit three

- To subscribe: [www.cdpublications.com/
pcodeprocess/pcodes.php?pc=d092](http://www.cdpublications.com/pcodeprocess/pcodes.php?pc=d092)

Local Resources

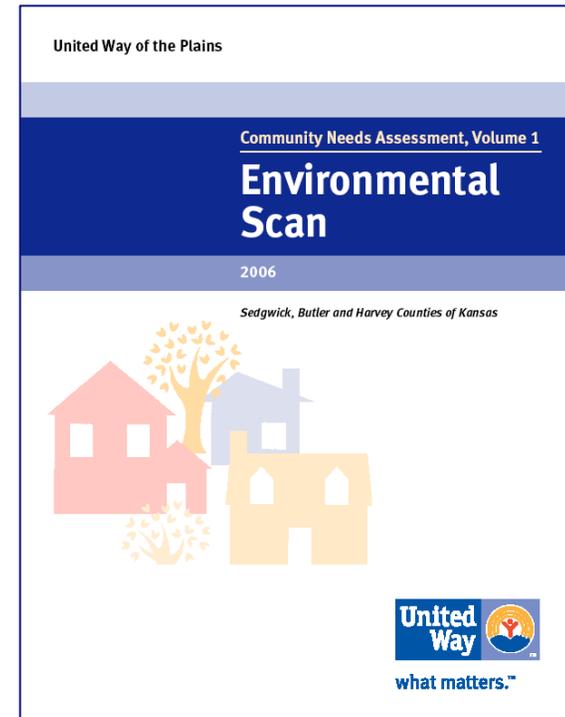
- **Wichita Public Library**
(Foundation Center Database)
- **Kansas Professional Grantwriters Association**
 - Grantwriters network and collaborate
 - Next meetings: Sept. 18 and Nov. 20, 2008
 - Information: <http://kpga.us/>
- **Community Needs Assessment**
(United Way of the Plains)
- **Grant Training Opportunity**

Community Needs Assessment – Environmental Scan



- Available at www.unitedwayplains.org

Demographics
Economic Outlook
Education
Crime
Housing
Life-Cycle issues



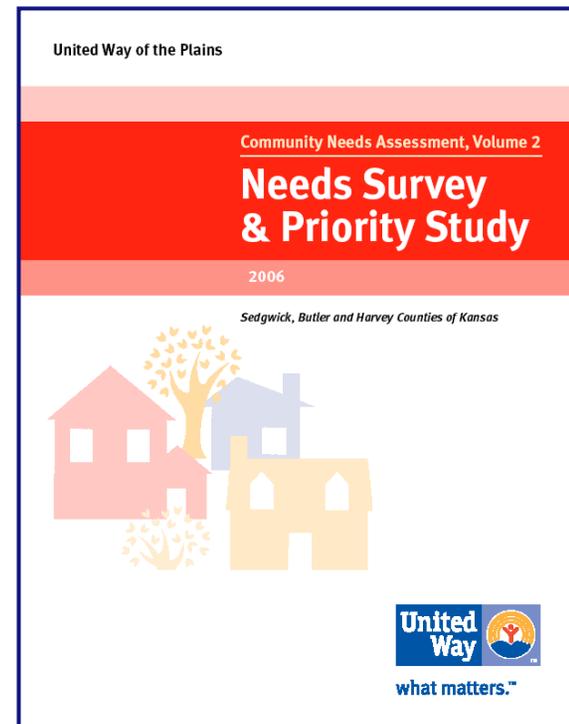
Sedgwick, UWP service area, State

Community Needs Assessment – Needs Survey and Priority Study



- Available at www.unitedwayplains.org

- Sedgwick, Butler and Harvey counties
- Respondents:
 - Agency Executives
 - Community Leaders
 - Residents (households)
- Identified and prioritized needs



Grant Training Opportunity



The Grantsmanship Center, Inc. (TGCI)

- Intensive five-day workshop
- Combines expert instruction with step-by-practical exercises
- Limited to 30 participants
- July 28 to August 1, 2008
- Hosted by United Way of the Plains
 - 245 North Water, Wichita, Kansas

Grant Training Opportunity



- Reservations and questions:
 - www.tgci.com
 - (800) 421-9512
- Cost: \$895 per attendee
- \$845 add'l attendee, same org.
- Limited 50% scholarships (org. budgets > \$300K)

A flyer for the Grantsmanship Training Program. The top section has a teal background with white text: "Power up your grant skills with the one and only Grantsmanship Training Program". Below this is a photo of a smiling woman. To the right of the photo is a yellow banner with the text "NATIONWIDE SCHEDULE: www.tgci.com". The bottom section has a white background with a black border containing the text: "July 28 – August 1, 2008 in Wichita, Kansas hosted by United Way of the Plains". At the bottom is the logo for "THE GRANTSMANSHIP CENTER".

Questions



what matters.™



Conclusion

- **Beth Oaks**
Vice President
Community Planning and Resources



boaks@unitedwayplains.org



what matters.TM