Grants 101

How to get them
to show you the money!

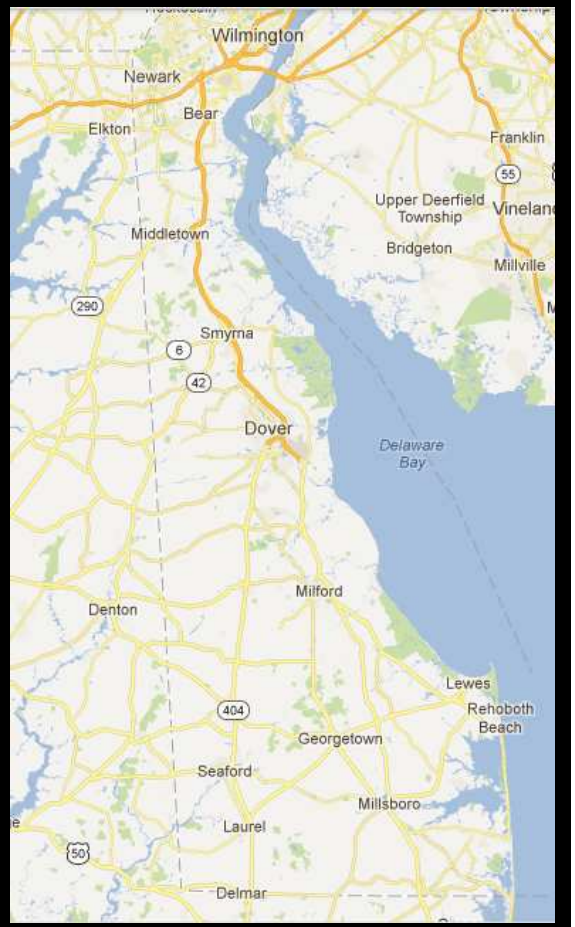
Delaware Department of Natural Resources
and Environmental Control
Tetra Tech

Agenda

- Welcome, Introductions, & Purpose
- What are Your Town's Needs?
- Funding for Local Government
- Grant Sources and Their Priorities
- Matching Your Project to Their Needs
- Group Activity: Organizing a Project
- Grant Writing Tips & Caveats

Welcome, Introductions, & Purpose

- Name, locality, and needs!
- We want to:
  - Find out what you want to do
  - Help you identify funding sources
  - Organize your project concept
  - Show you how to develop and package a grant proposal



Opening Discussion:

- What are your town's current needs, and how do you pay for them?
  - General needs: economic, public safety, quality of life, etc.
  - Water quality needs: recreation, drinking water, wastewater, stormwater
  - Funding sources: property, other taxes . . . what else?

Funding for Local Government

- Tax and fee revenues, state/federal allocations, loans, grants, other
- Loans – direct, bonding, etc
- Non-financial resources – technical assistance, universities, “free” labor
- Types of grants: capital/infrastructure, planning, implementation, technical assistance, other

Funding Sources for Stormwater

Funding Source	Capital	Operation/Maint.
General Fund	Yes	Yes
Loans	Yes	No
Bonds	Yes	Yes
Utility Fees	Yes	Yes
Permit Fees	No	Yes
Inspection Fees	No	Yes
Grants	Yes	No

General Fund: Pros and Cons

Pros

- Can fund many things – infrastructure & services
- Provides recurring stream of income
- Usually linked to tax receipts, funded service or item (fees)

Cons

- Can be seen as low priority compared to police, fire, etc.
- Lots of competition among various programs
- Subject to reductions
- Receipts reduced during economic downturns

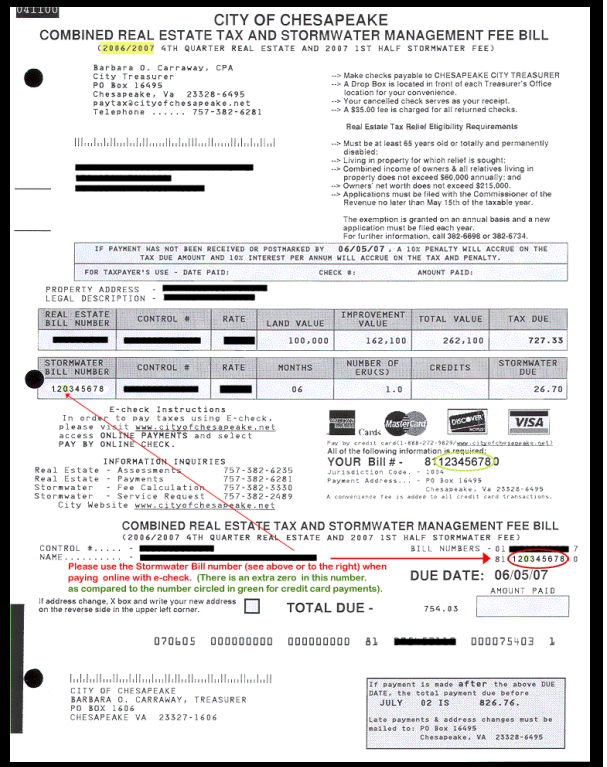
Taxes and Fees: Pros and Cons

Pros

- Can fund many things – infrastructure & services
- Provides recurring stream of income
- Usually linked to funded service or item (fees)

Cons

- People don't like taxes
- Receipts reduced during economic downturns
- Periodic legal challenges



CITY OF CHESAPEAKE
COMBINED REAL ESTATE TAX AND STORMWATER MANAGEMENT FEE BILL
(2006/2007 4TH QUARTER REAL ESTATE AND 2007 1ST HALF STORMWATER FEE)

Barbara O. Carraway, CPA
City Treasurer
PO Box 16495
Chesapeake, Va 23328-6495
paytax@cityofchesapeake.net
Telephone 757-382-6281

--> Make checks payable to CHESAPEAKE CITY TREASURER
--> A Drop Box is located in front of each Treasurer's Office location for your convenience.
--> Your cancelled check serves as your receipt.
--> A $35.00 fee is charged for all returned checks.

Real Estate Tax Relief Eligibility Requirements

--> Must be at least 65 years old or totally and permanently disabled:
--> Living in property for which relief is sought:
--> Combined income of owners & all relatives living in property does not exceed $60,000 annually; and
--> Owners' net worth does not exceed $215,000.
--> Applications must be filed with the Commissioner of the Revenue no later than May 15th of the taxable year.

The exemption is granted on an annual basis and a new application must be filed each year.
For further information, call 382-6698 or 382-6734.

IF PAYMENT HAS NOT BEEN RECEIVED OR POSTMARKED BY 06/05/07, A 10% PENALTY WILL ACCRUE ON THE TAX DUE AMOUNT AND 10% INTEREST PER ANNUM WILL ACCRUE ON THE TAX AND PENALTY.

FOR TAXPAYER'S USE - DATE PAID: CHECK #: AMOUNT PAID:

PROPERTY ADDRESS -
LEGAL DESCRIPTION -

REAL ESTATE BILL NUMBER	CONTROL #	RATE	LAND VALUE	IMPROVEMENT VALUE	TOTAL VALUE	TAX DUE
			100,000	162,100	262,100	727.33

STORMWATER BILL NUMBER	CONTROL #	RATE	MONTHS	NUMBER OF ERU(S)	CREDITS	STORMWATER DUE
120345678			06	1.0		26.70

E-check Instructions
In order to pay taxes using E-check, please visit www.cityofchesapeake.net access ONLINE PAYMENTS and select PAY BY ONLINE CHECK.

INFORMATION INQUIRIES
Real Estate - Assessments 757-382-6235
Real Estate - Payments 757-382-6281
Stormwater - Fee Calculation 757-382-3330
Stormwater - Service Request 757-382-2689
City Website www.cityofchesapeake.net

Pay by credit card:1-888-272-9829 www.cityofchesapeake.net
All of the following information is required:
YOUR Bill # - 8112345678 0
Jurisdiction Code. - 1054
Payment Address... - PO Box 16495
Chesapeake, Va 23328-6495
A convenience fee is added to all credit card transactions.

COMBINED REAL ESTATE TAX AND STORMWATER MANAGEMENT FEE BILL
(2006/2007 4TH QUARTER REAL ESTATE AND 2007 1ST HALF STORMWATER FEE)

CONTROL #..... -
NAME.....
BILL NUMBERS - 01 7
81 120345678 0

Please use the Stormwater Bill number (see above or to the right) when paying online with e-check. (There is an extra zero in this number. as compared to the number circled in green for credit card payments).

DUE DATE: 06/05/07

If address change, X box and write your new address on the reverse side in the upper left corner.

TOTAL DUE - 754.03

AMOUNT PAID

070605 00000000 00000000 81 000075403 1

CITY OF CHESAPEAKE
BARBARA O. CARRAWAY, TREASURER
PO BOX 1606
CHESAPEAKE VA 23327-1606

If payment is made after the above DUE DATE, the total payment due before JULY 02 IS 826.76.

Late payments & address changes must be mailed to: PO Box 16495
Chesapeake, VA 23328-6495

Loans: Pros and Cons

Pros

- Local government is usually eligible
- Significant sums are often available for projects
- Low interest rates often available for localities

Cons

- You gotta pay it back
- Lots of documentation required to apply
- Usually competitive
- Beware of high interest
- Creditworthiness is very important for low interest
- Reporting requirements can be onerous

Bonds: Pros and Cons

Pros

- Great for large infrastructure/capital projects
- Used by lots of localities

Cons

- Debt must be repaid
- Can be difficult to qualify
- Can be difficult to sell
- Not a source of sustainable, long-term funding

Stormwater Utility: Pros and Cons

Pros

- Great for large infrastructure/capital projects
- Provides steady stream of predictable income
- Based on usage; i.e., runoff from property to stormwater system

Cons

- Can be difficult to enact in some localities
- High level of effort to get started – GIS mapping, billing system, etc.
- May be resisted by large impervious landowners

Grants: Pros and Cons

Pros

- Good for pilot projects
- Can be used for capital improvements
- Helps to avoid bonding debt for retrofits, etc.
- Allows tapping outside resources for funds
- Successful grant projects can attract piggybackers

Cons

- Very competitive
- Must invest time & resources to obtain
- Not a steady stream of predictable income
- Usually not stable – mostly a one-time thing
- Not usually long-term
- Not good for operation and maintenance

Grants typically fund:

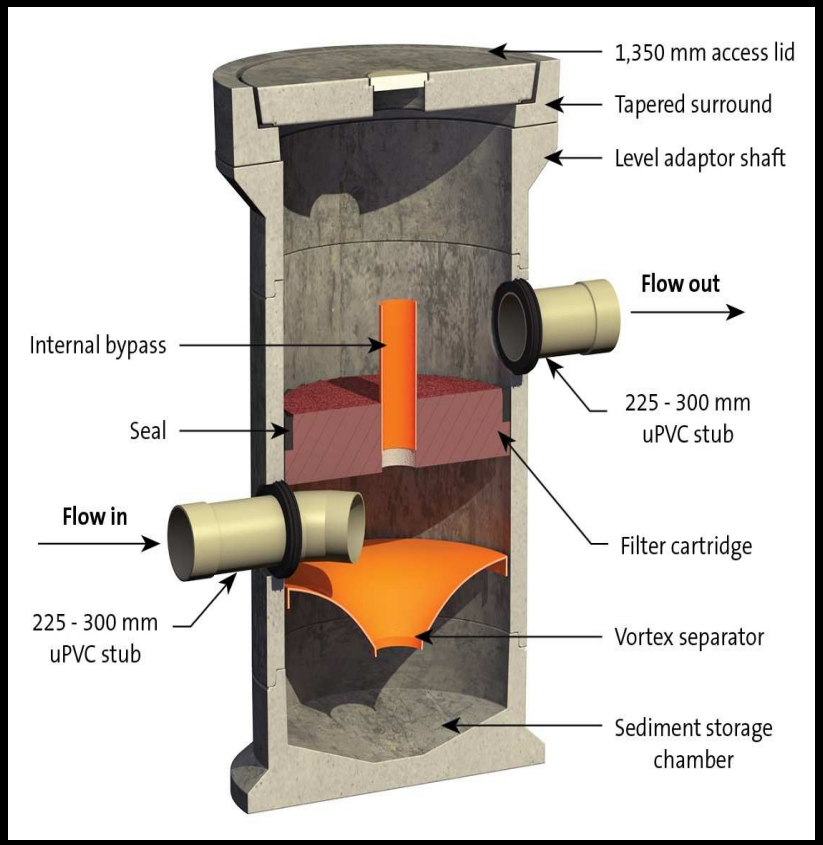
- One-time focus studies
- Kickoff expenses for special issue groups, nonprofits
- Stormwater retrofits
- Natural resource projects (e.g., wetlands)
- Projects with a recreational component

Next: Grant Sources & Priorities

- Government grants from state and federal sources
- Private sector grants: foundations, businesses, non-profit organizations
- How to identify the priorities of grant sources
- The importance of "skin in the game" – partners and matching support

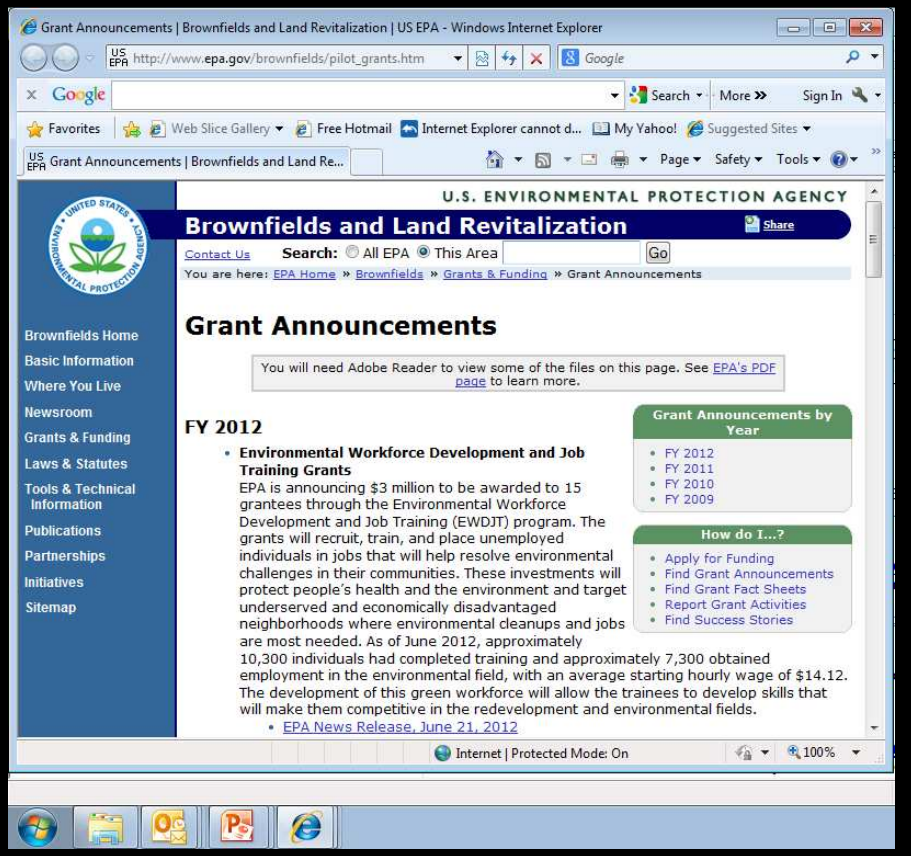
Looking for Grants?

- Consult with:
  - Stormwater product vendors
  - Community & economic development staffs
  - Elected officials and their staff
  - Internet searches



Types of Grants

- Government Grants
  - Federal
  - State
  - Other
- Private Sector Grants
  - Foundations
  - Businesses
  - Individuals



Federal Funding Sources

- US EPA
  - Green Streets (w/CB Trust)
  - Chesapeake Bay Program
  - Five-Star Restoration
  - Brownfields Cleanup
  - BEACHES Monitoring
  - Wetlands Conservation
  - Targeted Watershed Implementation Grants

EPA United States Environmental Protection Agency

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Newsroom

You are here: EPA Home » Newsroom » News Releases By Date » 10 Communities and Organizations

News Releases By Date

10 Communities and Organizations Selected for Green Streets–Green Jobs–Green Towns Funding during Green Jobs Training Event

Release Date: 06/27/2012
Contact Information: David Sternberg, 215-814-5548 sternberg.david@epa.gov

(**Baltimore, MD** – June 27, 2012) Today the Chesapeake Bay Trust, U.S. Environmental Protection Agency (EPA), Maryland Department of Natural Resources and the Maryland Department of the Environment announced the recipients of $376,000 in grant funding through EPA's Green Streets-Green Jobs-Green Towns initiative. This program was created to advance watershed protection, community livability, and economic vitality throughout the Chesapeake Bay watershed through the development of stormwater management techniques, green jobs creatio

Internet | Protected Mode: On 100%

www.epa.gov/watershedfunding

- Searchable interactive web site
- Users input their specifications
- Search by keyword, agency,
  - Site lists source, contact info, funding history, typical past award amounts, eligibility requirements, application deadlines, match/criteria requirements
  - Does not list tech assistance only sources or non-federal sources – BUT: does have links under "other"

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Pollution Prevention & Control
Resources & Performance
Science & Technology
Water Infrastructure
What You Can Do

Catalog of Federal Funding Sources for Watershed Protection

The Catalog of Federal Funding Sources for Watershed Protection Web site is a searchable database of financial assistance sources (grants, loans, cost-sharing) available to fund a variety of watershed protection projects. To select funding programs for particular requirements, use the search below. You can use subject matter criteria based searches, or general word based searches of the funding programs, or both.

Criteria searches include the type of organization (e.g., non-profit groups, private landowner, state, business), type of assistance sought (grants or loans), and keywords (e.g., agriculture, wildlife habitat).

Searches result in a listing of programs by name. Click on each program name to review detailed information on the funding source.

Additional Information

Help Page
FedFund Brochure
User Guide

More Funding Sources
Other Funding Information

Administration (requires login)
Login

Type of Assistance:
- Select All
- Grants
- Loans

Eligible Organization:
- Select All
- Business
- Clubs and Organizations
- Community/Watershed Group

Match Required:
- Select All
- Yes
- No

Agency:
- National Oceanic and Atmospheric Admini
- U.S. Army Corps of Engineers
- U.S. Department of Agriculture

Keywords:
- Land Acquisition
- Monitoring
- Nonpoint Source Control
- Outreach/Education
- Partnerships
- Planning
- Point Source Control
- Pollution Prevention
- Private Land
- Production Diversification
- Research
- Reserve
- Resource Conservation Practice
- Restoration
- Soil Erosion Control
- Solid Waste
- Source Water Protection
- Stormwater Management
- Toxic Pollution
- Transition To Organic Farming

Water Home
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What You Can Do

Resources for State and Local Governments

EPA Resources

You will need Adobe Reader to view some of the files on this page. See EPA's PDF page to learn more.

Environmental Financing Information Network (EFIN)

EFIN is an outreach service offering electronic access to many types of environmental financing information for state and local environmental programs and projects. EFIN maintains a Web site of environmental financial tools, including links to *A Guidebook of Financial Tools*, publications and links to resources elsewhere on the Internet.

Financing for Environmental Compliance

This website is designed to describe a step-by-step financial planning process that can help your community determine capital asset technical and financial needs and find available air, waste and water resources to meet your compliance goals.

Handbook on Coordinated Funding for Water and Wastewater Infrastructure (PDF) (78 pp, 1.26 MB)

Because there are numerous ways to coordinate funding for drinking water and wastewater infrastructure, the U.S. Environmental Protection Agency (EPA) surveyed six states - Arizona, California, Montana, New York, Pennsylvania, and Washington - to identify the keys to the success of their coordinated funding approaches. This handbook presents the lessons learned by these six states so that other states may understand the benefits and challenges of coordinating funding efforts.

Integrating Water and Waste Programs to Restore Watersheds: A Guide for Federal and State Project Managers

This manual provides a road map to conducting cross-programmatic watershed assessments and cleanups in watersheds with both water and waste program issues and presents innovative tools to enhance program integration. It also provides guidance on integrating assessment and cleanup activities to optimize available tools and resources and thus help restore contaminated waters and sediments efficiently and effectively.

Linking Wastewater Treatment with Water Resource Restoration (PDF) (2 pp, 27K)

This article provides a case study of how Ohio EPA has worked to fund both point and nonpoint source projects through

EFC

Environmental Finance Center

Stormwater Financing and Outreach Unit

Financing Feasibility Study for Stormwater Management in Berlin, Maryland released. More »

Agriculture Finance Unit

The Agriculture Finance Unit of the Environmental Finance Center provides innovative and effective finance expertise to rural communities and farm operations to improve their understanding, development and implementation of strategies to resolve problems and issues of environmental protection and restoration. Special areas of focus includes nutrient and sediment management, water quality

Stormwater Financing and Outreach

Like all infrastructure, stormwater management systems require long-term care and maintenance. The Stormwater Financing and Outreach Unit was created to address a community's stormwater financing questions and help craft a strategy that best meets local needs.

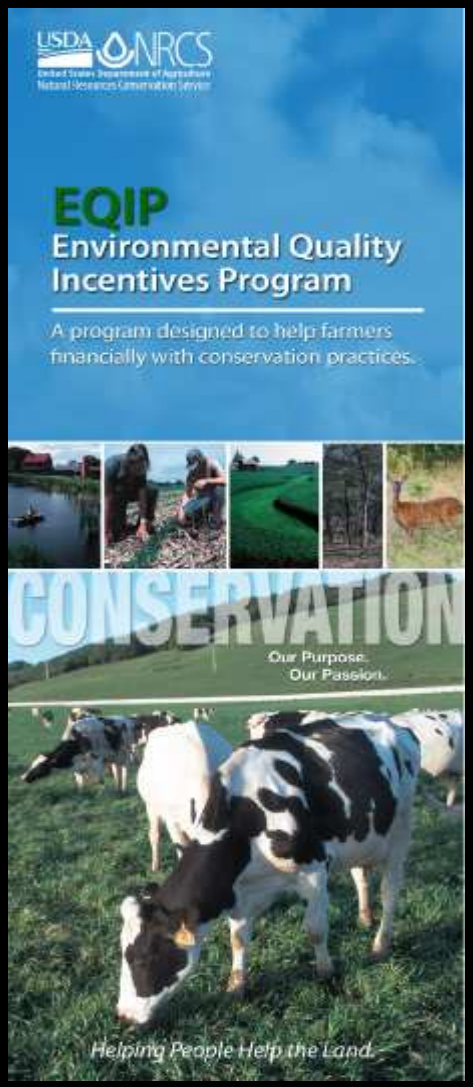
MORE »

Did You Know?

Marylanders drive 151 million miles a day and account for 30% of the emissions contributing to poor air quality in

Federal Funding Sources

- USDA NRCS
  - Wetland Reserve Program
  - Ag Mgmt Assistance Program
  - Conservation Reserve Program (Farm Service Agency)
  - Wildlife Habitat Incentives Program
  - Environmental Quality Incentives Program
  - See federal funding handout



State Funding Sources

- Delaware SRF Septic System Loans
- Delaware Forest Service
  - Community Forest Grants
- Delaware Coastal Mgmt Program
  - Coastal land and water quality protection
- DE Nonpoint Source Pollution Control
  - CWA Sec 319 (polluted runoff; non-NPDES)
- Clean Water Advisory Council
  - Surface Water Planning Grants
  - Wastewater Planning Grants

Private Sector Sources

- National Fish and Wildlife Foundation
  - Stormwater retrofits, channel stabilization, wetland restoration
- Gannett Foundation
  - Community Action Grants
- Pew Charitable Trusts
- The Conservation Fund
- Robert Wood Johnson Fund
- Lowe's, Wal-Mart, etc.

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serving the public good, shaping tomorrow's leaders

Water Resources Agency

Water Resources Agency

- Introduction
- Funding Support
- Public Service
- Education
- Research
- GIS at WRA
- Water Resources Staff

RELATED LINKS

- Where is WRA?
- State of Delaware
- New Castle County
- City of Newark
- City of Wilmington
- WRA Strategic Plan
- WRA informational flyer

http://www.ipa.udel.edu/wra/

Introduction

The mission of the **Water Resources Agency (WRA)** is to provide water resources planning and policy assistance to governments in Delaware, the Delaware Valley, and along the Eastern Seaboard through the University's land grant public service, education, and research role. Its goal is to be recognized as the best university water-resources planning and policy organization east of the Mississippi River.

> **See WRA informational flyer** (1.2MB PDF)

Funding support for WRA comes from federal, state, and local government partners, including the state of Delaware, New Castle County, the City of Newark, and the City of Wilmington as well as specific grants.

WRA provides **services** to Delaware's governments as the State Water Coordinator, through an appointment on the New Castle County Resource Protection Area Technical Advisory Committee, as a local Christina Basin watershed coordinator, and as the lead agency in charge of implementing a Source Water Protection Plan for Delaware's four drinking water intakes.

In an **education** role, WRA offers graduate-level courses in Regional Watershed Management and Geographic Information Systems and also sponsors water-resources fellowships for graduate students interested in the MPA and MA degrees in the **School of Public Policy & Administration**.

WRA faculty, staff, and students collaborate in **applied research** involving the University of Delaware Experimental Watershed, bottled-water attitudes, water rates, and the link between impervious cover and watershed health.

For more information, contact **Gerald Kauffman** (302-831-

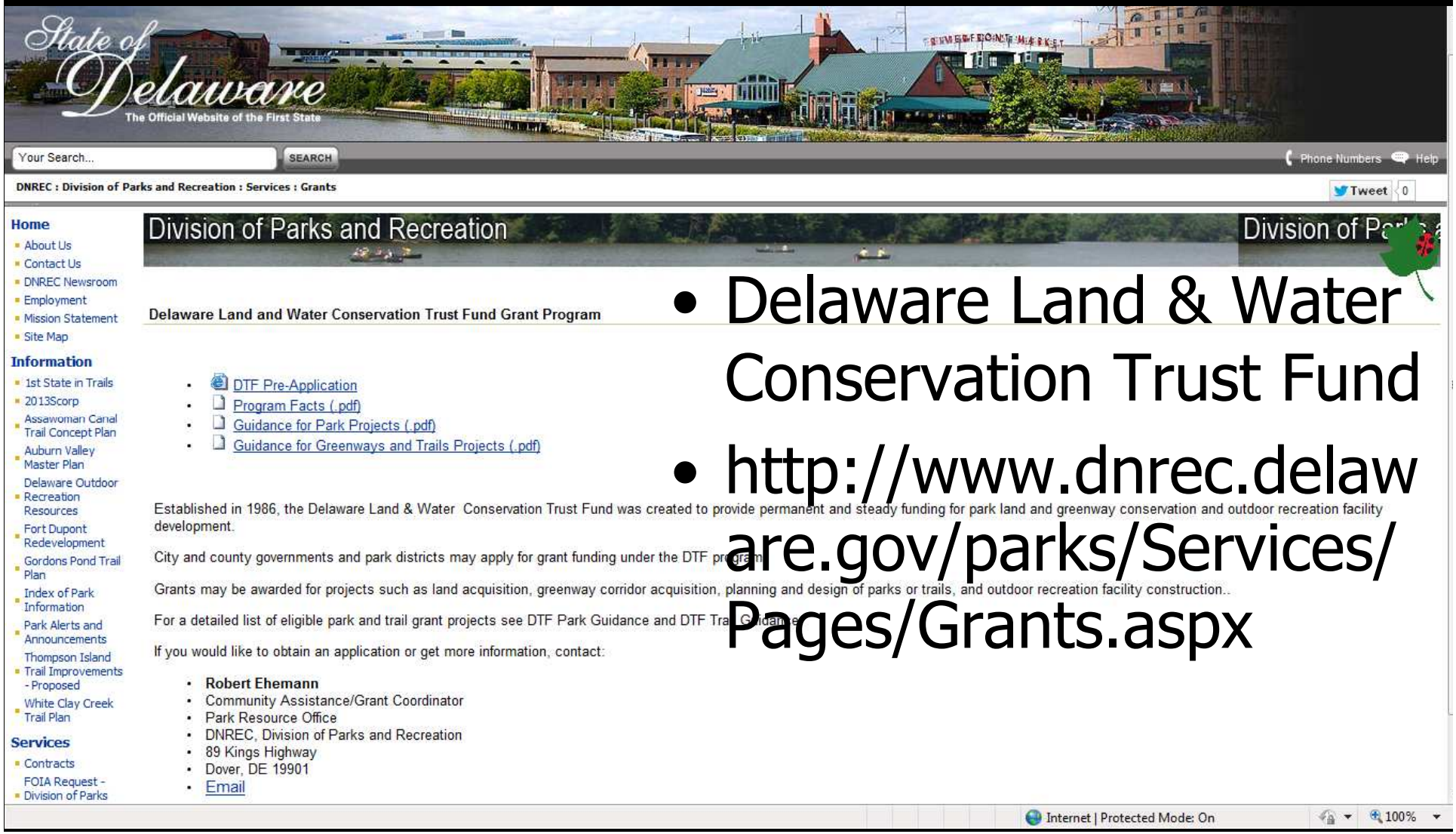
Project News/Reports

- **Economic Value of the Barnegat Bay Watershed published** (PDF)
- **White Clay Creek fish passage –restoration project**
- **WRA Strategic Plan 2012** (PDF)
- **WRA awarded $85,606 by American Rivers and NOAA for dam-removal project on White Clay Creek**
- **Flora of Delaware Database**
- **WRA FY12 Board Mtg. Presentation** (PDF)
- **UD Research article on Economic Value of Delaware Estuary**

What do they want?

- How to identify granting organization's priorities?
  - It's easy: they tell you!
  - Look at their web sites and other information
  - Find out their priorities
  - See what they've funded in the past
  - Shape your idea accordingly

Example: Public Agency



- Delaware Land & Water Conservation Trust Fund
- http://www.dnrec.delaware.gov/parks/Services/Pages/Grants.aspx

- Review their stuff CAREFULLY!
- Note their priorities
- Think about how you can shape your project to what they want
- If they offer (free!) assistance, take them up on it – opens the door . . .

Delaware Land & Water Conservation Trust Fund

Grants for Park, Greenway and Trail Projects

Delaware Land & Water Conservation Trust Fund

The Delaware Land & Water Conservation Trust Fund (DTF) is a matching grant program whose function it is to assist with park land acquisition and outdoor recreation facility development. The Trust Fund was established in June, 1986 as an investment of State funds keeping the Trust's principal intact. Trust-generated income is divided equally between Park and trail projects. Also, annually $1 million of Real Estate Transfer Tax is deposited into the Trust.

Eligible Grant Sponsors

County and municipal governments and park districts are eligible to apply for matching financial assistance. Up to 50% funding is available for project sponsored by municipalities or counties; up to 75% funding is available for park districts. A project sponsor must provide a source of match which may come from the sponsor's budget, other grants the sponsor has secured, in-kind sources and donations.

Grant Administration

The Division of Parks and Recreation, Department of Natural Resources and Environmental Control administers the DTF grant program. Every year, all eligible agencies are contacted requesting that they send the Division project proposals. After proposals are examined for eligibility and categorized as a greenway or park project, grant applications are forwarded to eligible agencies. Application due dates are specified at that time.

Eligible Projects

DTF assistance is available for parkland, open space or greenway acquisition, planning and outdoor recreation facility development projects. Sponsoring agencies must agree to dedicate the project site to public outdoor recreation use in perpetuity and assume responsibility for continuing operation and maintenance of the area.

DTF grants have been applied to the purchase of new parks or conservation areas or additions to these existing lands. Funds may also be applied to the development of playgrounds, ballfields, trails, picnic pavilions, and other active outdoor recreation facilities. Funds for indoor projects or park operations and maintenance are may not be funded through this program.

Technical Assistance

Staff from the Division of Parks and Recreation is available to assist eligible agencies in numerous ways: determining outdoor recreation needs within a specific community; park design; facility development; and operational and maintenance recommendations.

For more information about the DTF Program, visit our website at
http://www.dnrec.delaware.gov/parks/Services/Pages/Grants.aspx

Contact Information

Bob Ehemann
Division of Parks & Recreation,
89 Kings Highway, Dover, DE 19901
email: Robert.Ehemann@state.de.us
(voice) 302.739.9241
(fax) 302.739.3817

DELAWARE
LAND & WATER CONSERVATION TRUST FUND

Example: Private Sector

Walmart
Save money. Live better.

Journalists: Have questions? Ask us here: Email Media Relations

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Home > Community Giving > Apply for Grants

Community Giving

- Our Focus
- Apply for Grants
  - Local Giving Program
  - State Giving Program
  - National Giving Program
- Associate Scholarships
- Our Volunteers
- International Giving

Apply for Grants

Apply for local, state or national grants

Central to our commitment to operating globally and giving back locally are the grants we award to organizations of all sizes in communities around the globe.

Whether it's a small grant to a local school or a large grant to a hunger relief organization working across several states, we engage in opportunities that align with the Walmart Foundation's key areas of focus: Hunger Relief & Healthy Eating, Sustainability, Women's Economic Empowerment and Career Opportunity.

Globally, Walmart and the Walmart Foundation gave more than $958 million in cash and in-kind contributions during fiscal year ending Jan. 31, 2012. And, we did it one grant and one community at a time.

Share this page: Like 124 Send Tweet 25

- Up to $5k for local grants
- Up to $25k for state grants

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Wal-Mart "Sustainability"

- In addition to supporting rural farmers, The Walmart Foundation also works directly with farmers in big cities to support urban farms that are growing healthy food in sustainable ways.

  Growing Power is a national nonprofit that is training communities around the country in sustainable farming for urban and rural areas. The Walmart Foundation is supporting this effort, providing quality training in sustainable agriculture to community members, advocate for a locally based food system, and engage in the production and distribution of naturally grown food for everyone – especially low-income families.
- Any stormwater relevance here?????

Apply for a Grant | Become a Partner | Conservation Programs | Media Center | DONATE

NFWF

Who We Are | What We Do | Partnerships | Results

Home » Chesapeake Bay Stewardship Fund

search

What We Do

Example: Private Sector

QUICK LAUNCH

- Program Home
- Applying for Grants
- Tools for Current Grantees
- Chesapeake Bay Initiative
- Theme: Freshwater
- Theme: Oceans and Coasts

Chesapeake Estuary | Credit: Mike Land

Chesapeake Bay Stewardship Fund

NFWF's Chesapeake Bay Stewardship Fund is dedicated to protecting and restoring the Bay by helping local communities clean up and restore their polluted rivers and streams. We advance cost-effective and creative solutions through financial and technical assistance.

Working in partnership with government agencies and private corporations, the Stewardship Fund awards $8 million to $12 million per year in grants through two competitive grant programs and directed technical assistance. Through NFWF-sponsored forums and symposia, we also serve as a convener and thought leader on critical issues affecting the health of the Bay,

APPLICATION INFORMATION

2012 Chesapeake Bay Stewardship Fund RFP (Updated: 11/6/2012)

STAFF REPRESENTATIVES

Amanda Bassow
Program Director, Chesapeake Program

Mandy Chesnutt
Manager, Chesapeake Program

Elizabeth Nellums
Coordinator, Chesapeake Program

Julia Ela
Grant Administrator

PROGRAM INFORMATION

Our Conservation Strategy (Updated: 1/29/2013)

ANNOUNCEMENTS

10/22/2012
Coast Guard investigations help watershed projects flourish

9/25/2012
Delaware Projects to Restore Chesapeake Bay

8/28/2012
Chesapeake Restoration Grants Announced

DUE DATES

We expect to release a 2013 RFP in mid-March, with proposals due late May 2013.

FAQ

- What funding opportunities are available through the Chesapeake Bay Stewardship Fund?

We have one RFP for

Internet | Protected Mode: On

NFWF Grant Types

- Small Watershed Grants
  - $20-200k, protect Ches Bay waters
  - Citizen-based resource stewardship
  - 25% matching support required
- Innovative Nutrient/Sediment Reduction
  - $200-750k , with 50% match
  - For cost-effective & sustainable demos
- Both types must meet NFWF objectives

Ches Bay Stewardship Fund Objectives

- Restore and protect vital habitats
  - Restore forests/buffers, eroding banks, wetlands, oysters, reopen fish passage
- Improve conservation on private lands
  - Reduce nutrient and sediment runoff, restore wetlands/streams/buffers, target residential & commercial properties
- Improve urban stormwater management.
  - Retrofit existing development to retain stormwater on-site; e.g., bioretention and rain water harvesting

NFWF Evaluation Criteria

- Environmental Results – restores/protects water quality and living resources of the Bay & tribs (25 points)
- Citizen Engagement – engages citizens & landowners in land and natural resources stewardship (25 points)
- Work Plan – technically sound & feasible, clear, logical and achievable work plan (20 points)
- Partnership – appropriate for facilitating implementation and long-term project sustainability (10 points)
- Context – implements or complements established conservation / watershed management plan (10 points)
- Budget – is cost-effective, reasonable, and leverages other partner contributions (10 points)

DELAWARE COMMUNITY foundation

connecting people who care

About The DCF

The Delaware Community Foundation manages charitable funds for individuals, families, businesses and organizations, and distributes income from the funds as grants to humanitarian, educational, health and cultural entities throughout the First State. With 1,200 funds, more than $225 million in assets, and annual grants of about $15 million, the Foundation provides a lasting source of charitable funding to benefit Delawareans now and for generations to come. For 25 years, the Foundation has been connecting people who care with causes they care about, helping to make Delaware a better place to live.

Happy 25th Anniversary to Us!

DELAWARE COMMUNITY foundation

connecting people who care

- Home
- About DCF
- Ways To Give
- For Our Fundholders
- Apply For Grants
  - > Guidelines & Applications
  - > How To Apply
- Apply For Scholarships
- For Professional Advisors
- Event Registration
- Contact Us

Quick Links

- Login/Registration
- Make A Donation
- Donate to Friends Fund

cf NATIONAL STANDARDS

Confirmed in Compliance with National Standards for U.S. Community Foundations

Apply For Grants

Since inception in 1986, the Delaware Com
million, now averaging about $13 million ea
grants support innovative programs that ac
opportunities.

Grant Opportunities

Grant (Click for application/guidelines)			
Open now!	Equipment grants	Statewide. Portable items essential to the applicant organization's delivery of services.Typical award $2,000-$7,000, max. $10,000.	Jan. 31, 2013
Open now!	Capital grants	Statewide. Construction, renovation or repair of buildings, and/or land purchases. Typical award $5,000-$20,000; max. $25,000.	Jan. 31, 2013
	The Next Generation - Southern Delaware	Programs serving Kent & Sussex County. Child mental health	Information coming Spring 2013!
	The Next Generation - Northern Delaware	Programs supporting Science, Technology, Education and Mathematics (STEM) in New Castle County.	The 2012-13 cycle is now closed. 2013-14 applications will be available in October 2013.

DELAWARE COMMUNITY foundation
connecting people who care

2013 Guidelines for Capital Grants

What is the DCF?

The Delaware Community Foundation is a nonprofit, philanthropic organization that manages charitable funds and awards grants to community organizations. It was created in 1986 to provide a lasting source of charitable funding to benefit the people of Delaware. The Foundation works with other nonprofit organizations to assess and meet community needs.

The mission of the Delaware Community Foundation is to inspire and help people plan and create lasting philanthropic legacies in order to enhance the quality of life of Delawareans

Grant-making Policy

The Foundation's Grants Committee oversees all grant-making, subject to the approval of the Board of Directors. Only 501(c)3 nonprofit organizations within the State of Delaware and those outside the state that benefit Delawareans are eligible to apply. Agencies receiving DCF grants must serve the State of Delaware and its residents without discrimination based on race, religion, gender, age, disability, national origin, or sexual orientation.

We Are Interested in Initiatives that

- Address new and emerging needs or incorporate new approaches to current needs
- Demonstrate vision, effectiveness, good management and action for positive change
- Address diversity
- Encourage collaboration between agencies and reduce duplication of services
- Leverage funds from other sources
- Create a sense of community through neighborhood involvement and outreach

What We Don't Support

- Endowment
- Debt reduction
- Religious organizations for sectarian purposes *(However, projects that serve the entire community, regardless of religious affiliation, are eligible for support.)*
- Annual fundraising campaigns or general operating expenses
- Projects completed before June 30, 2013
- Sports clubs or leagues
- Educational institutions
- Purchase of vehicles
- Individuals
- Special events

Application Process

Grant proposals must be submitted on the appropriate DCF application form. One application (either capital **or** equipment) per organization will be accepted. Other proposal formats will not be accepted.

The Review Process

- The DCF staff evaluates all completed application forms for conformity with the Foundation's grant-making guidelines. Only qualified proposals are presented to the Grants Committee for consideration.
- The committee selects candidates for further evaluation and schedules site visits to some or all finalists.
- Each applicant organization is notified approximately 60 days following the application deadline about the status of its proposal, and if a finalist, whether a site visit will be conducted.
- The committee recommends a slate of grants for approval by the Board of Directors.
- Following Board action, the staff notifies all finalists, whether or not they received a grant.

Skin in The Game

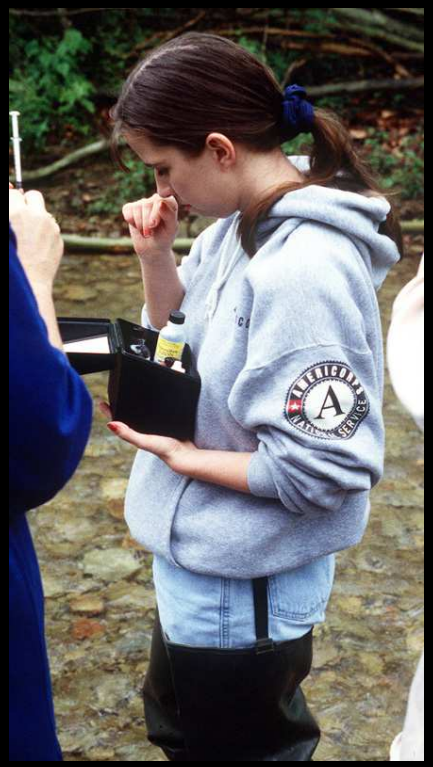
- Do you have partners?
  - Funders like group efforts
- What is their role?
  - Advisory, monitoring, work/services, etc.
- Show how they'll be involved in the project
  - Summarize on org chart

Skin in The Game

- What's your level of commitment to the proposed project?
  - Will you be contributing resources?
  - Are you expecting the grantor to fund the entire project?

Skin in The Game

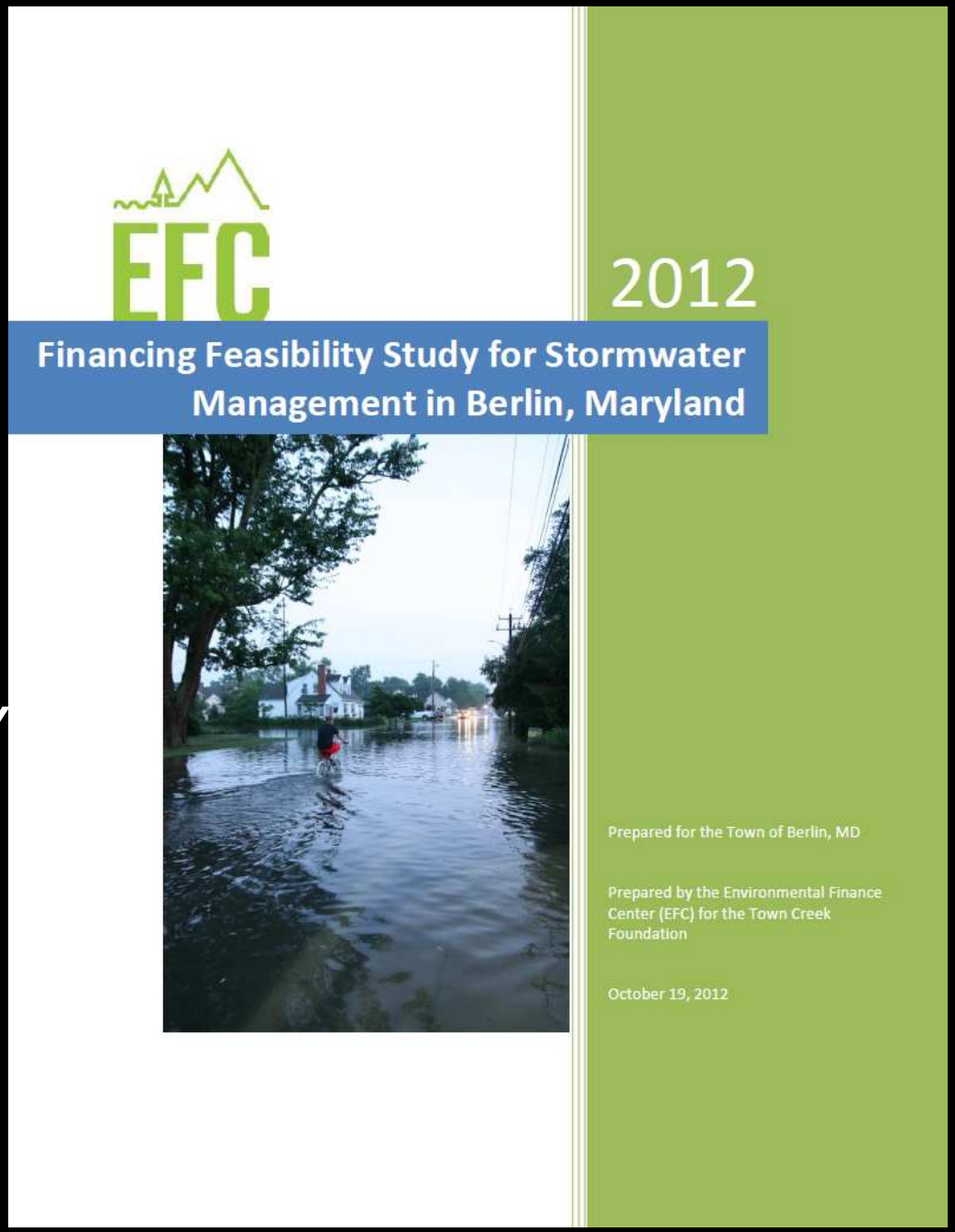
- Some funders require a certain percentage of "matching support"
- Match can be:
  - Cash: direct funding for part of the project
  - In-kind: assignment of staff, supervisory services, use of office space, use of equipment, volunteers, etc.
- Showing more than the minimum helps!



Skin In The Game Case Study:

Berlin, MD

DelMarVa Community



Town Creek Foundation

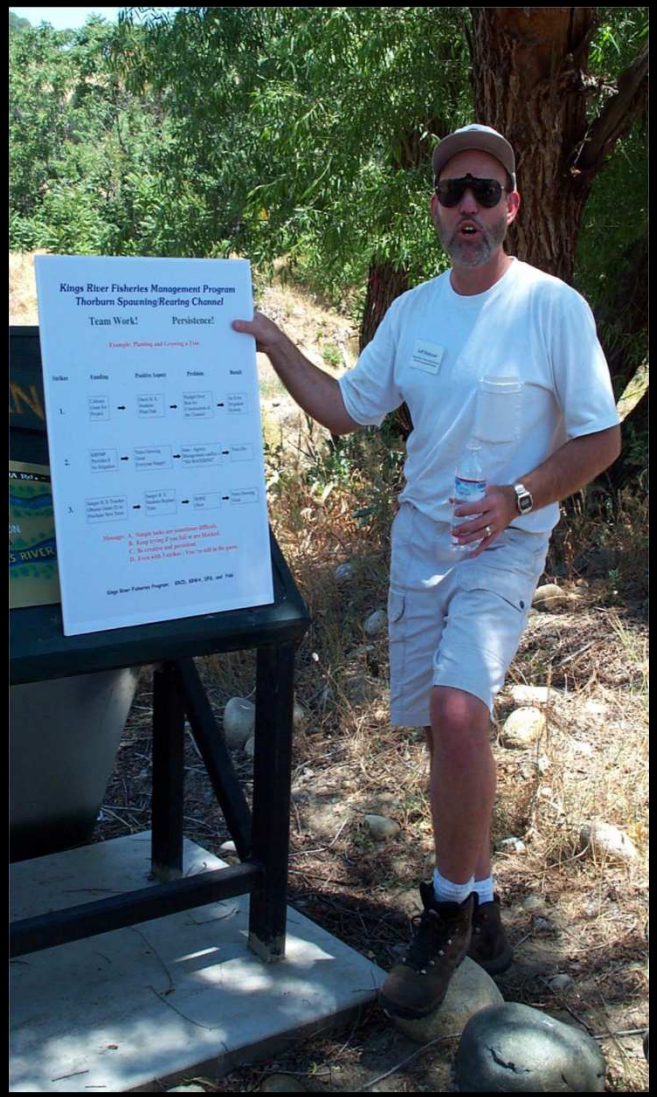
MARYLAND DEPARTMENT OF NATURAL RESOURCES

Case Study: Berlin MD

- Population is 4,035
- Town encompasses 3.2 sq mi
- Stormwater staff: One 20% FTE
- Stormwater budget: $20k (of $10m)
- Stakeholder group = study team
- Issues: Flooding, stormwater quality

Options Explored

- General needs:
  - Long term program funding
  - Flooding / water quality
- Funding sources studied:
  - Grants and loans
  - General fund allocations
  - Stormwater utility

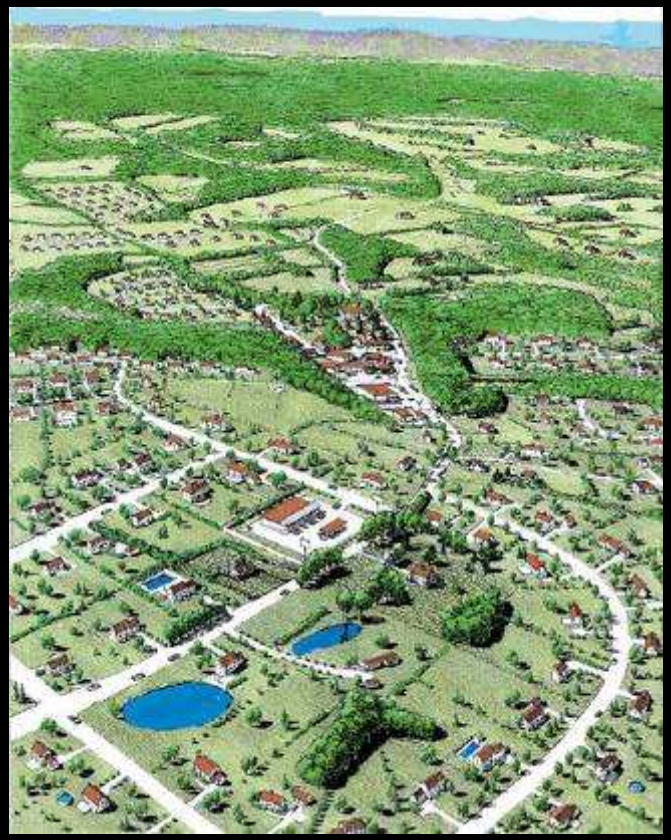


A Stormwater Utility would:

- Allocate the costs of stormwater management fairly and equitably
- Reduce stormwater runoff to address flooding and water quality issues
- Generate adequate revenues for stormwater management activities
- Provide stronger accountability for stormwater management spending
- Address and reduce water quality stressors

Stormwater Utility Details

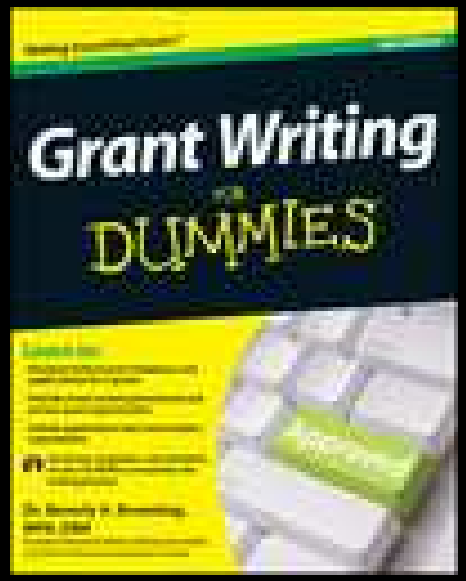
- Equivalent residential unit (ERU) based
- ERU = 2,100 sq ft
- ERU assessment:
  - $50 per year (1,400 residential properties)
  - $45 per year (290 non-residential properties)



Giving Them What They Want

- What do you want to do?
  - Can you describe it in 15 seconds or less?
- Is your project concept clearly organized as a plan of activities?
  - Do you have some idea of the sequence of activities?
  - Who will be doing the work – are they already on staff, or available locally, or will they be hired?
  - How much will the various project activities cost ?
- Tailoring your presentation
  - Who is your potential funding source?
  - Are you and your project eligible?
  - What are their priorities?
- Follow through: it won't happen by itself!

Writing effective proposals



- Start with a clear concept
- Tell a compelling story
- Provide back-up data
- Include grantor's lingo
- Cut the fluff – be brief & direct
- Use the chellspecker; find a proofreader
- Study successful proposals for examples

Common Proposal Components

- Exec summary
- Major objectives
- Detailed description
- Schedule/timeline
- Key personnel
- Budget

Tailor these elements to each funding source!

Budget Tips

- The project budget:
  - Presents proposal finances
  - Paints a clear picture
  - Allocates resources
  - Tells who will perform tasks, and what they need

- Expenses must relate to objectives!
  - Strike a reasonable balance

What Grant Reviewers Look For

- Clarity, brevity, organization, and common sense!
- Is the problem clearly stated?
- Does the team have a good plan to address the problem?
- Will the requested resources help to resolve the problem?
- Do they have a track record?
- Does the budget make sense?

Estimating Project Costs

Requested Amounts

- General categories
  - Capital
  - Labor
- How covered
  - Cash
  - In kind

Matching Support

- General categories
  - Capital
  - Labor
- How covered
  - Cash
  - In kind

Estimating the Value of Match

Dollar Value of a Volunteer Hour, by State: 2010

Please note that 2010 is the latest year for which state-by-state numbers are available. There is a lag of almost one year in the government's release of state level data which explains why the state volunteering values are one year behind the national value.

Alabama: $18.06	Indiana: $18.04	Nebraska: $16.86	South Carolina: $16.91
Alaska: $21.69	Iowa: $17.22	Nevada: $18.82	South Dakota: $15.60
Arizona: $19.71	Kansas: $18.13	New Hampshire: $21.29	Tennessee: $19.21
Arkansas: $16.48	Kentucky: $17.65	New Jersey: $25.64	Texas: $21.91
California: $24.18	Louisiana: $19.06	New Mexico: $17.44	Utah: $17.92
Colorado: $22.03	Maine: $16.84	New York: $27.32	Vermont: $17.77
Connecticut: $27.77	Maryland: $22.77	North Carolina: $18.80	Virginia: $22.60
Delaware: $22.34	Massachusetts: $26.84	North Dakota: $17.49	Washington: $21.01
Dist. of Columbia: $33.61	Michigan: $20.07	Ohio: $18.87	West Virginia: $17.01
Florida: $18.66	Minnesota: $21.62	Oklahoma: $17.49	Wisconsin: $18.20
Georgia: $20.38	Mississippi: $15.43	Oregon: $18.85	Wyoming: $18.97
Hawaii: $18.08	Missouri: $18.80	Pennsylvania: $20.86	Puerto Rico: $11.41
Idaho: $15.93	Montana: $15.28	Rhode Island: $19.57	Virgin Islands: $16.29
Illinois: $22.77			

http://independentsector.org/volunteer_time

Install 20 Rain Garden Demos:

Category	Requested Funds	Matching Support
Staff Costs		
Supervisor	0	6,200
Designer	6,000	2,000
Installers	14,000	6,000
Landscapers	7,500	7,500
Materials		
Rock	3,000	1,000
Mulch	2,800	3,000
Plants	1,600	3,000
Geotextile	1,700	0
Fuel	200	0
GPS Units	1,200	0
Perforated Pipe	800	400

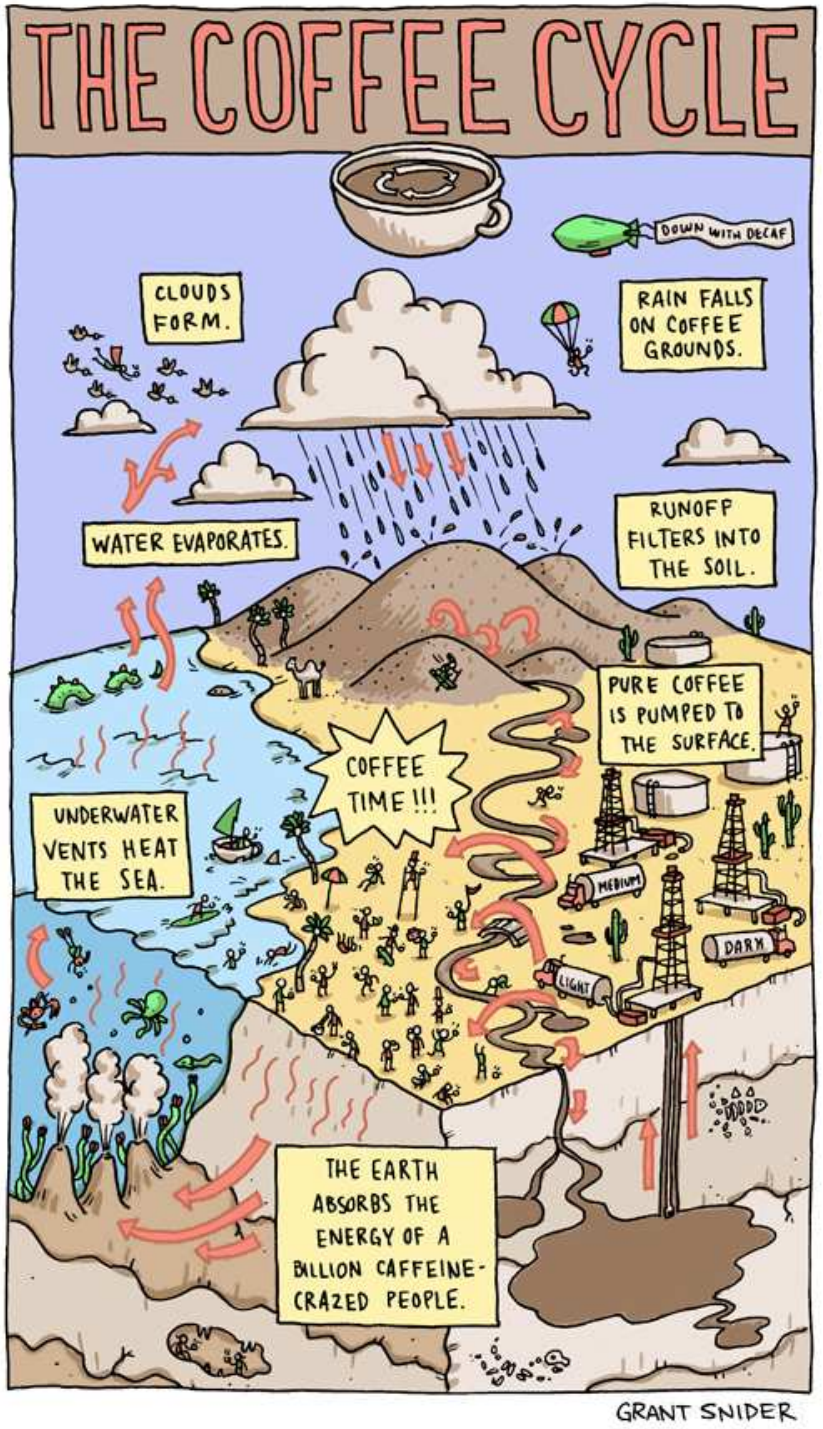
Install 20 Rain Garden Demos:

Category	Requested Funds	Matching Support
Staff Costs		
Supervisor	0	6,200
Designer	6,000	2,000
Installers	14,000	6,000
Landscapers	7,500	7,500
Materials		
Rock	3,000	1,000
Mulch	2,800	3,000
Plants	1,600	3,000
Geotextile	1,700	0
Fuel	200	0
GPS Units ?????	1,200	0
Perforated Pipe	800	400

Use appropriate units

Category	Requested Funds	Matching Support
Staff Costs		
Supervisor (0.1 FTE)	0	6,200
Designer (0.1 FTE)	6,000	2,000
Installers (1.5 FTEs)	14,000	6,000
Landscapers (1.0 FTE)	7,500	7,500
Materials		
Rock (100 tons @ $40)	3,000	1,000
Mulch (290 cu yd @ $20)	2,800	3,000
Plants ($460 per unit x 10)	1,600	3,000
Geotextile (2 rolls x $850)	1,700	0
Fuel (50 gallons diesel x $4)	200	0
GPS Units (3 @ $400)	1,200	0
Perforated Pipe (4 rolls x $300)	800	400

Networking Break!



Group Activity

- Organizing a project concept
  - Project summary
  - Key activities
  - Schedule
  - Personnel & other needs
  - Budget
  - Partners and matching support

INSERT OUR HANDOUTS FOR THE EXERCISE HERE

TO BE DEVELOPED….

Discussion

- How easy is it to develop organized projects from conceptual ideas?
- What are the key barriers or difficulties?
- Which parts are the hardest to work up?
- Who can help most with the write-up?

Grant Writing Tips … and Caveats!

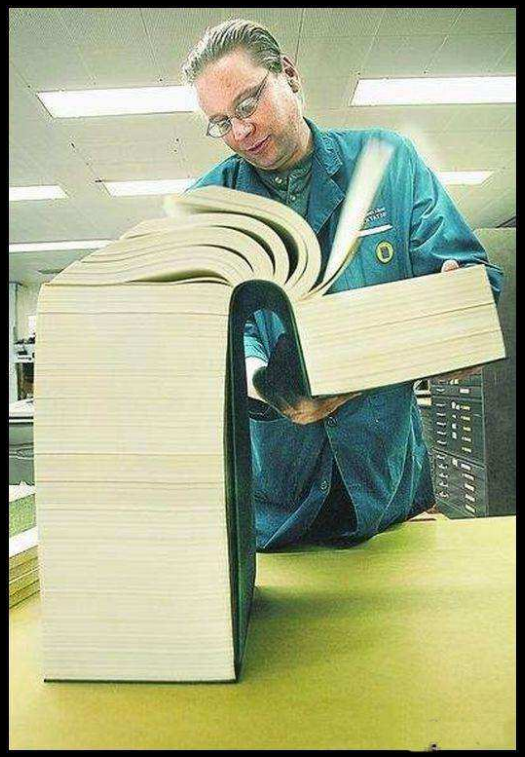
- **Have a SMART project**, and build support for it locally
- **Know the funding sources** and their policies/procedures
- **Follow directions** on forms, length, attachments, cost, match
- **Write clearly and concisely**; avoid jargon and acronyms
- **Personal contact** and relationships are important
- Realize that **"no"** often means **"not right now"**

SMART Project Elements

- Specific
- Measurable
- Achievable
- Relevant
- Time-sensitive

Know Your Target!

- Who are they?
- What do they fund?
- Where are they located?
- Why do they give out money?
- When are their deadlines?
- How do you apply for funding?



No means . . . . what?

DELAWARE COMMUNITY foundation
connecting people who care

If You Do Not Receive a DCF Grant

- Applicants for capital grants may apply the following year.

For Further Information

Contact Beth Bouchelle, Director of Grants, at 302.504.5239

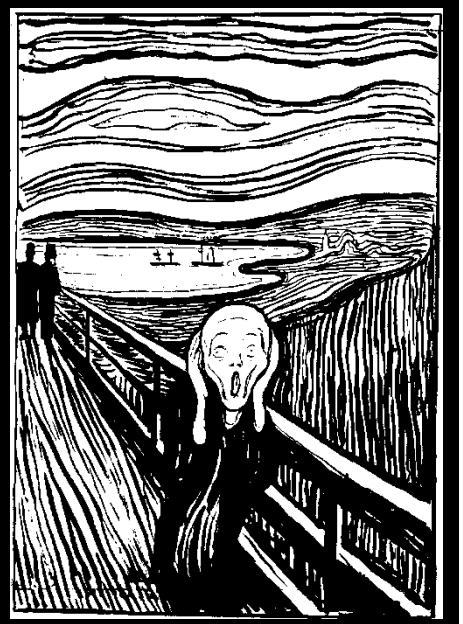
or bbouchelle@delcf.org.

Biggest Grant Mistakes

- Failing to follow directions
  - Application form, format, # of copies, letters of support, budget, job descriptions, etc.
- Lack of focus on grantor priorities
  - Do a little work and tailor your project to their needs
- No personal contacts with grant staff or board
  - Cold calls are always tough

Write clearly and concisely; avoid jargon and acronyms

- Tell a story; write clearly
- Use simple, declarative sentences
- None of this!
  - *After updating the FY2013 QAPP and IDDE workplan, MS4 staff noted additional BMPs are needed to achieve N, P, and TSS loads that meet DNREC's TMDL for PS and NPSs, including the POTW, which will likely see NPDES WQBELs . . .*



Personal contact and relationships are important

- See if they list a contact for FAQs
- Send them a (very) brief email
  - Describe your proposed project
  - Let them know you're applying
  - Ask for advice/feedback
- Make a (very) quick call when you submit your application
  - Be upbeat, positive, and excited about the possible opportunity

Thanks for Attending!

- Resources:

- Contacts: