Weekly Webinar #1





Navigating Federal Funding in a Time of COVID-19

calbis@gobiz.ca.gov state.clearinghouse@opr.ca.gov





Welcome & Thank You

Kaina Pereira

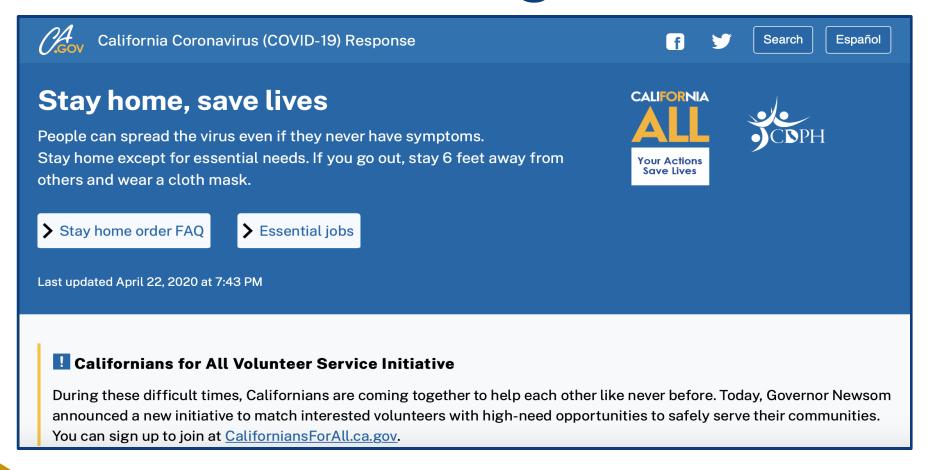
Deputy Director, GO-Biz

CalBIS, International Affairs and Trade, and Office of

Permit Assistance

Daily Updates and COVID-19 Webpage

 Governor is providing daily COVID-19 updates at noon, live on both Twitter and Facebook. Follow @CAGovernor.



Agenda

- Governor's Office of Business and Economic Development
 - Trelynd Bradley, Senior Business Development Specialist
- Governor's Office of Planning and Research
 - Amy Miller, Federal Grants Administrator
- U.S. Department of Housing and Urban Development
 - Erich Yost, Management Analyst (Community Initiatives)
- Grants Republic
 - Heather Fukunaga, Partner
 - Stan Saunders, Partner

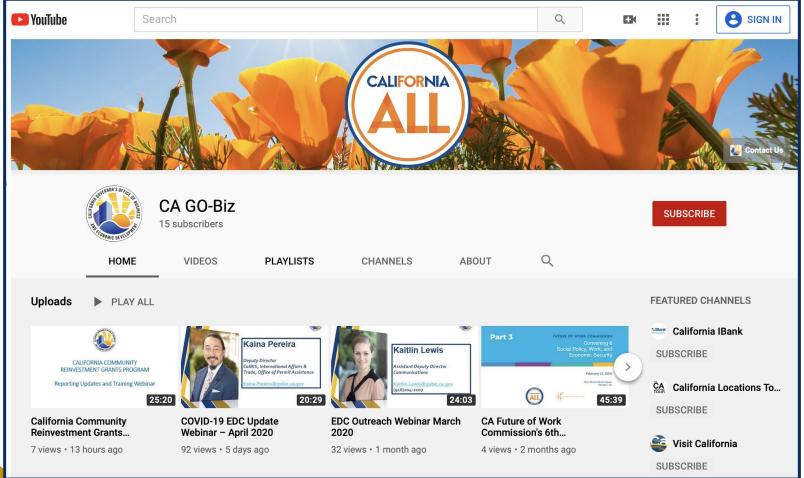
Weekly Webinars & Program Impacts

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- Four Weekly Webinars over four weeks
 - Partnership with OPR and Federal Agencies in California
 - Coordinating on sharing new funding opportunities and resources
- Eight Program Impact Videos
 - Shorter, micro learning videos to be recorded and posted separately
 - Featuring State & Federal programs in partnership with agencies
 - Designed to provide deeper dive into program in 15-30 minutes
- All are designed to be flexible given COVID-19
 - All partners are here to collaborate and provide support

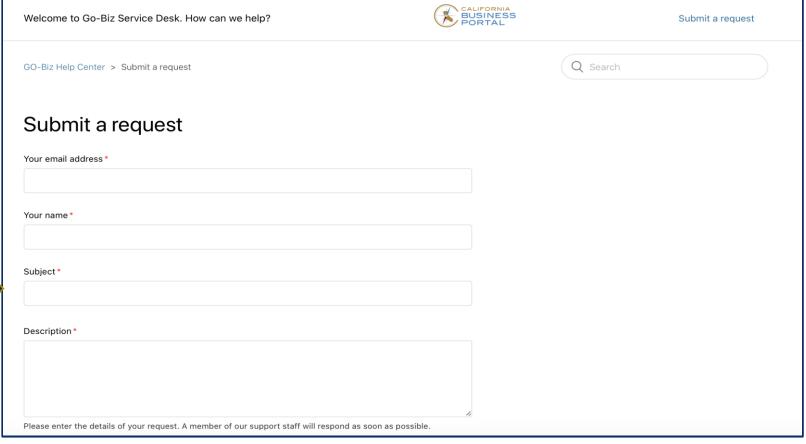
Recording

Posted on YouTube and on Website



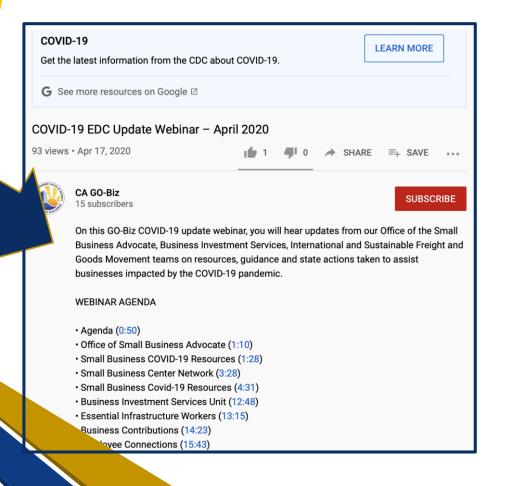
Questions

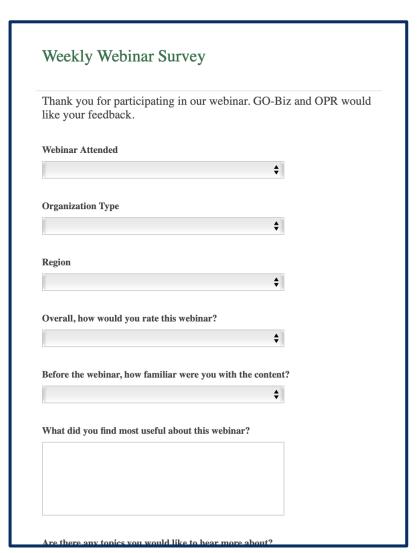
Indicate "Webinar or Video" in Subject on ZenDesk





Survey







GO-Biz COVID-19 Resource Page

business.ca.gov/coronavirus-2019/

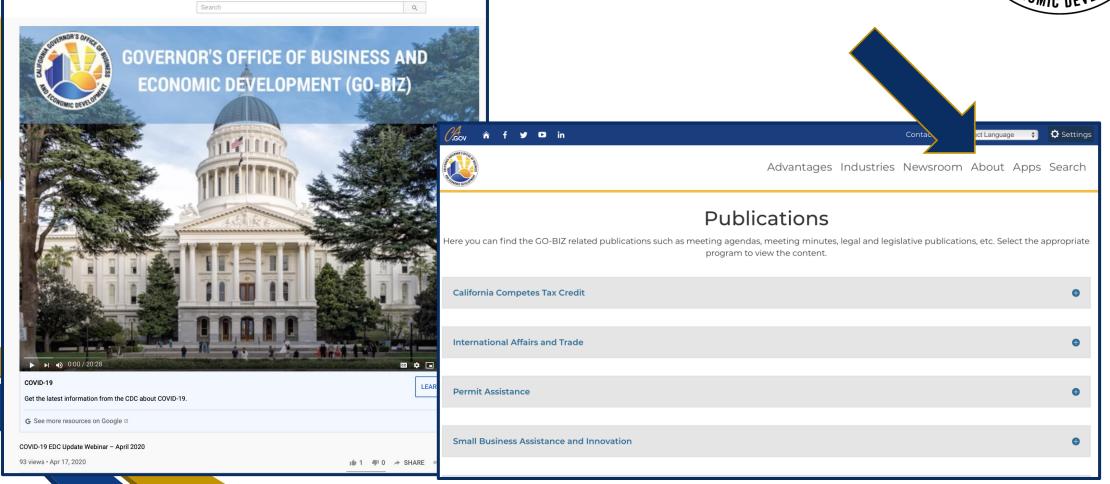




NEW COVID-19 EDC Update Webinar

https://business.ca.gov/about/publications/





Staying Connected & Save the Date

- OPR Federal Grants in 2020 | 10:00AM 11:30AM | Wednesday April, 29th
- Weekly Webinar #2 | 10:30AM 12:00PM | Thursday, April 30th
- Weekly Webinar #3 | II:00AM I2:00PM | Thursday, May 7th
- Weekly Webinar #4 | 10:30AM 12:00PM | Thursday, May 14th

- Subscribe to GO-Biz's YouTube Channel and OPR's YouTube Channel.
- Follow @CAGOBIZ on Twitter and @CAL_OPR on Twitter
- Subscribe to GO-Biz's Newsletter and OPR's Federal Grants E-List



State Clearinghouse

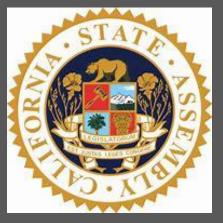
State Clearinghouse and Federal Assistance





Executive Order 12372: Intergovernmental review of Federal programs

- Single Point of Contact
- "Federal agencies shall provide opportunities for consultation by elected officials of those State and local governments"
- States "develop their own processes"

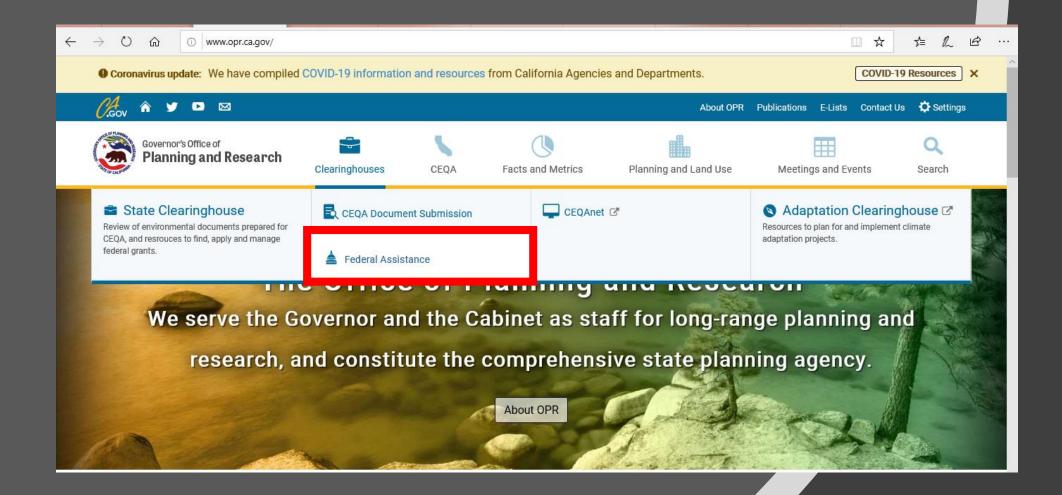


Assembly Bill No. 1348

- Establishes federal grant administrator role
- "Work with... interested parties on applying for and managing federal grants."
- Summary of federal grant funding

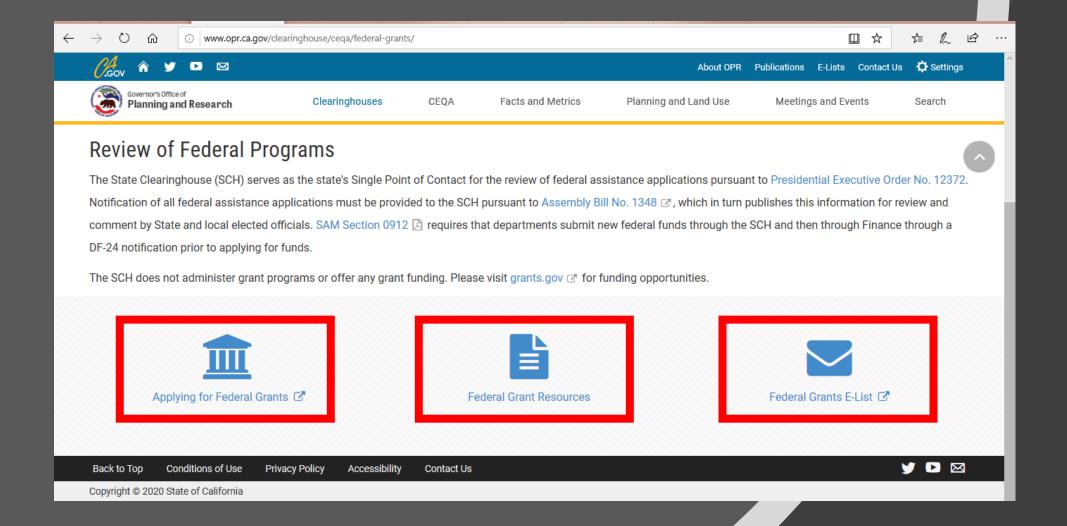
Federal Assistance



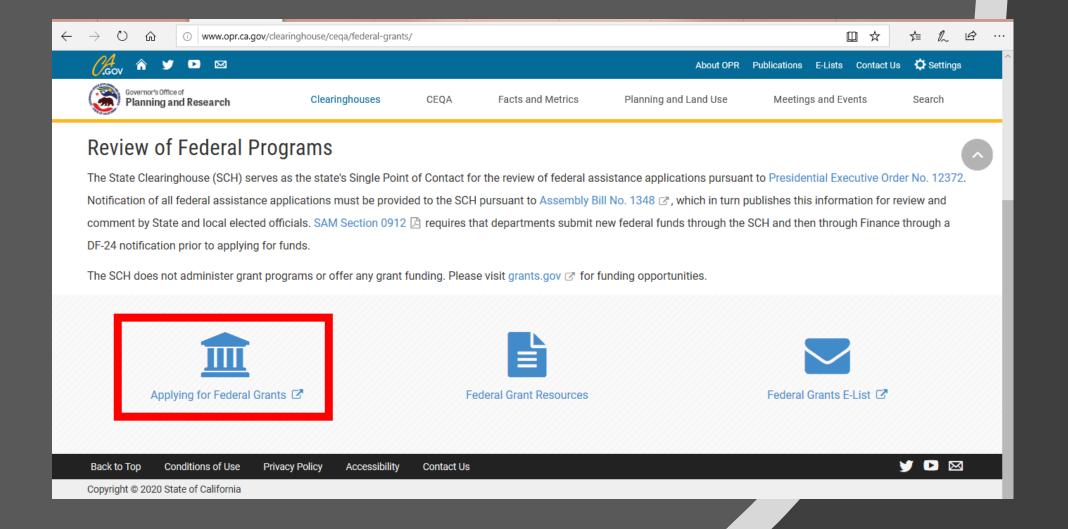


Federal Assistance





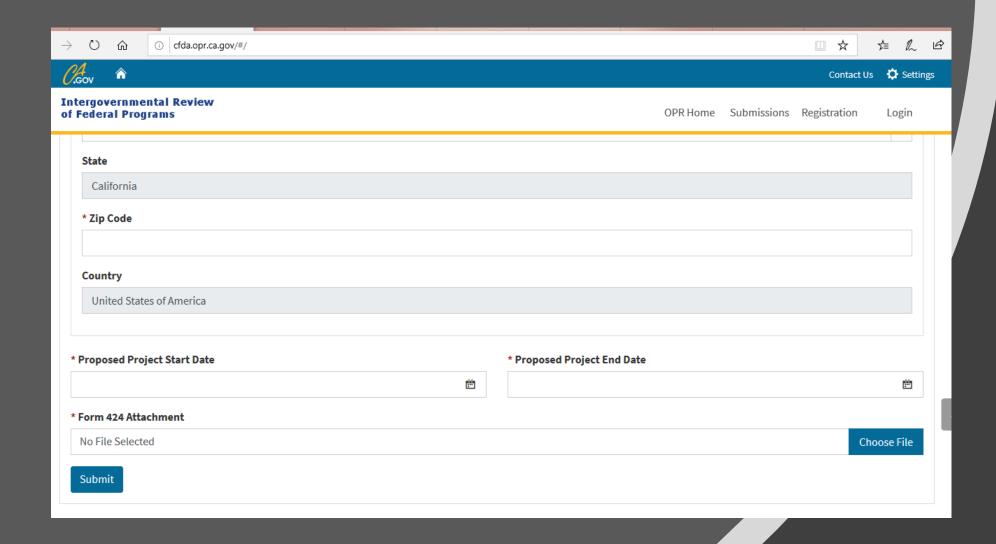


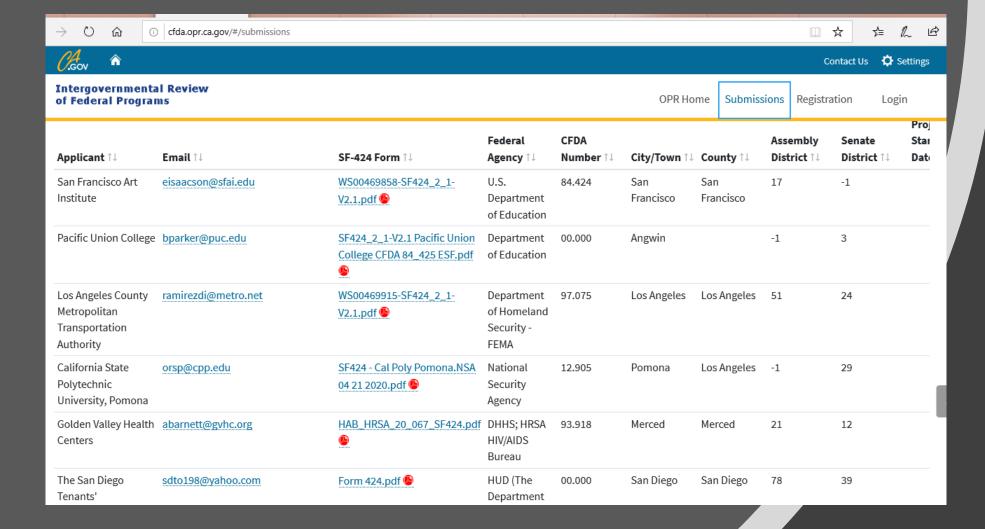




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| Federa | al Assi: | stand | ce Applicatio | n | | | | | | | | | | | | | | | | | |
| To apply | | | assistance pro | gram, please u | pload a c | copy of yo | our appli | lication c | cover fo | form (Sta | ndard Fo | orm 424) | to the SCI | H. DO NOT se | nd yo | ur full applic | cation | packag | ge or a | ny oth | er |
| | | | ox on Form 424, plication to the | | | | e applicat | ation was | as made | le availab | le for sta | te review | v under th | e Executive (| Order : | 12372 proce | ss bet | fore sub | mittir | g your | |
| * Organ | ization | Nam | e | | | | | | | | | | | | | | | | | | |
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| * Catalo | gue of | Feder | ral Domestic A | ssistance (CFD |)A) | | | | | | | | | | | | | | | | • |
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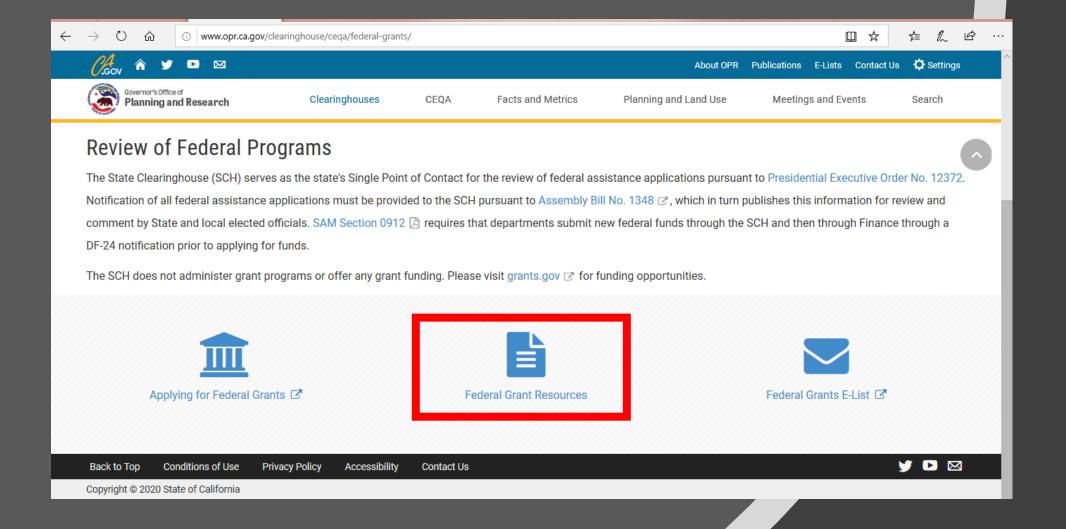


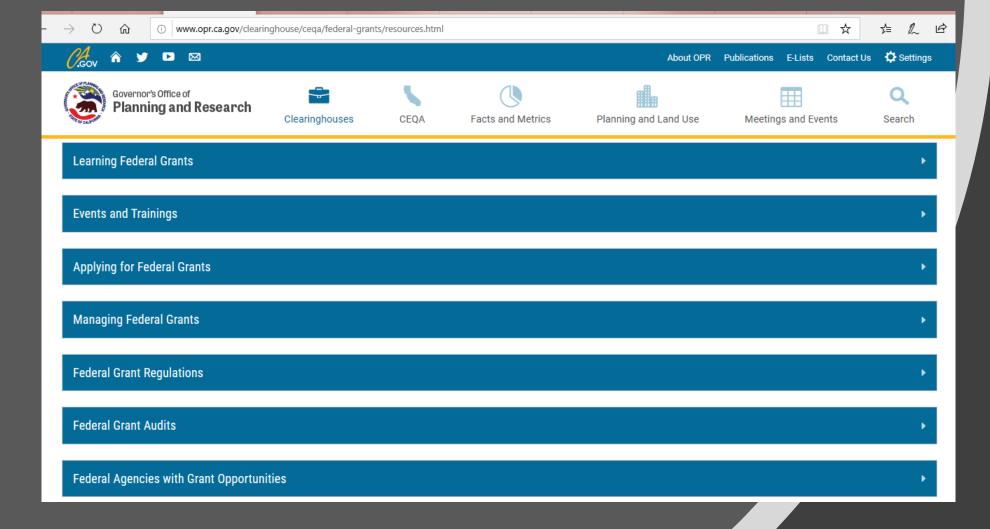
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| * Email | | | | | | | |
| STATE AND LOCAL ELECTED OFFICIALS: Select an area to request email notifications of submitted appl | ications for federal assistance in yo | our region. | | | | | |
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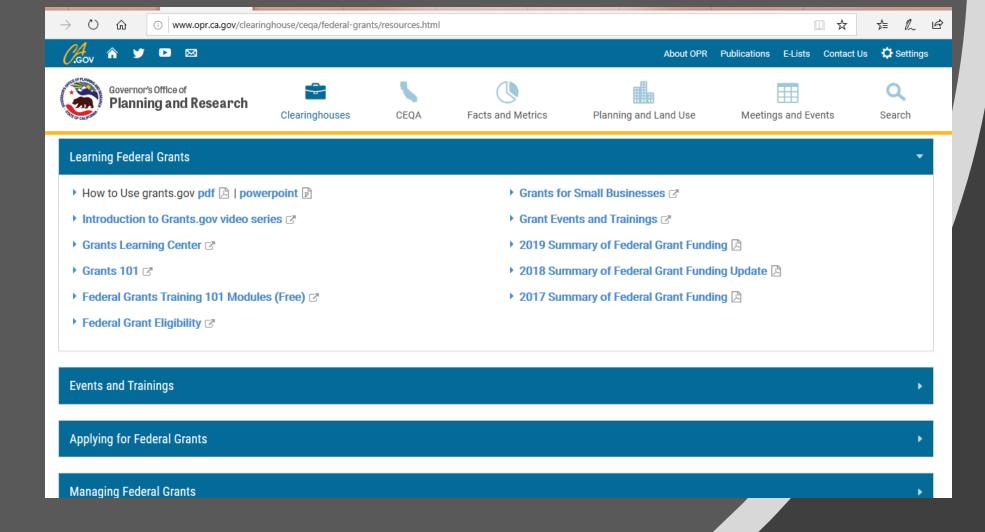
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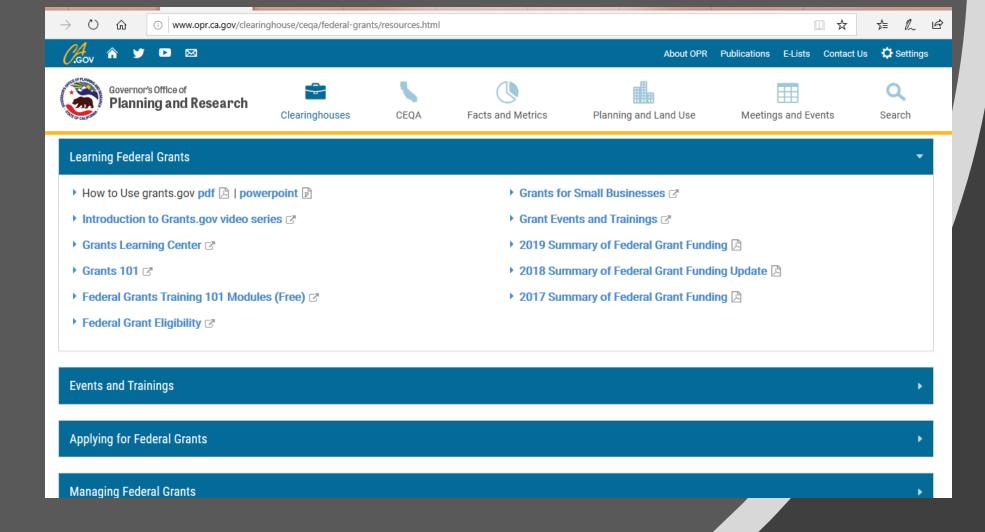




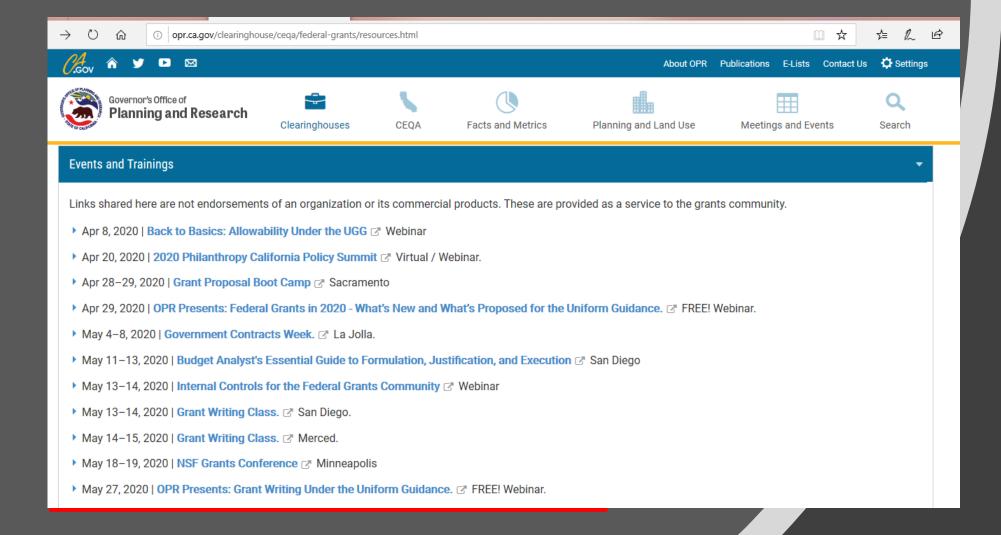




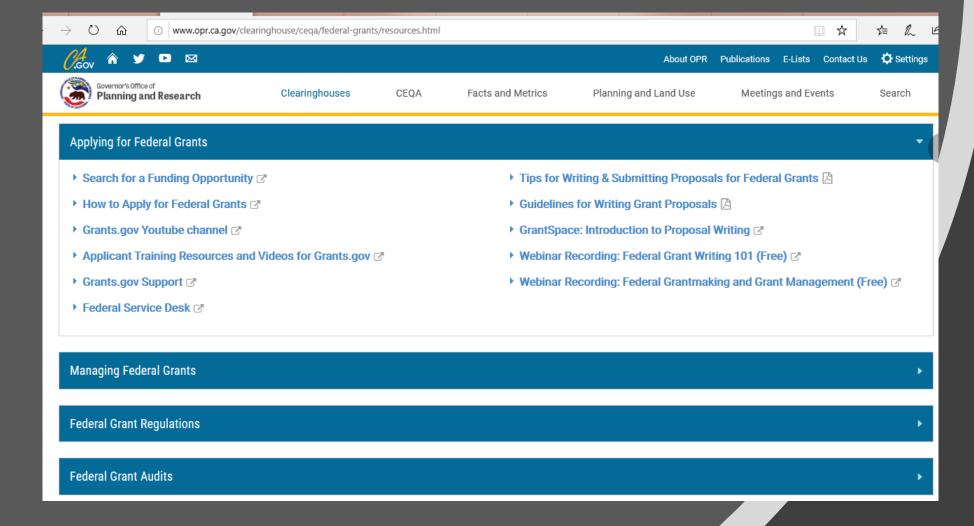




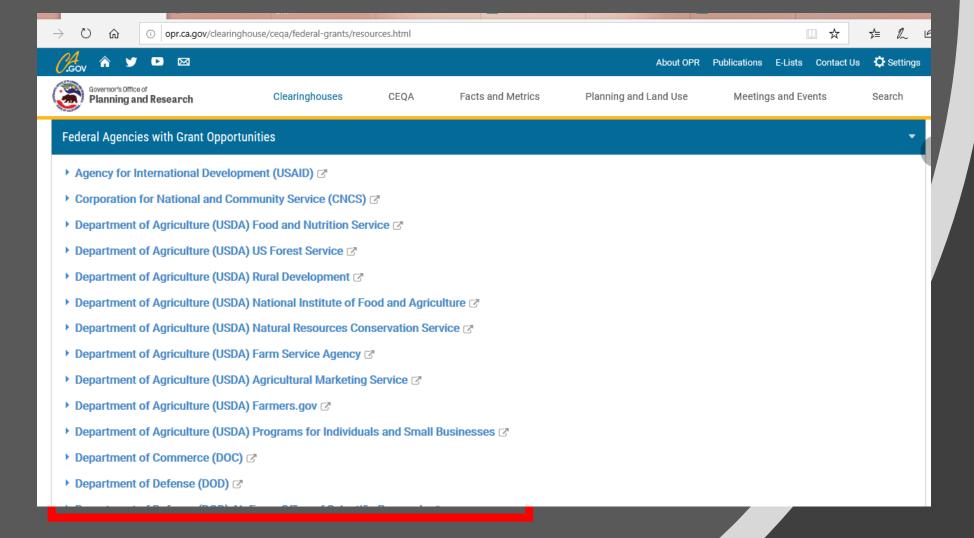






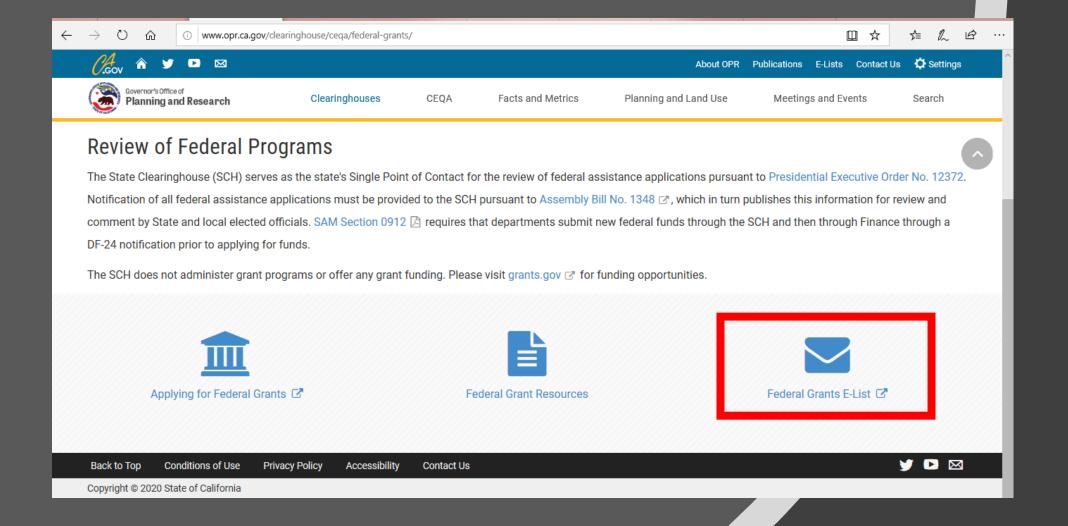


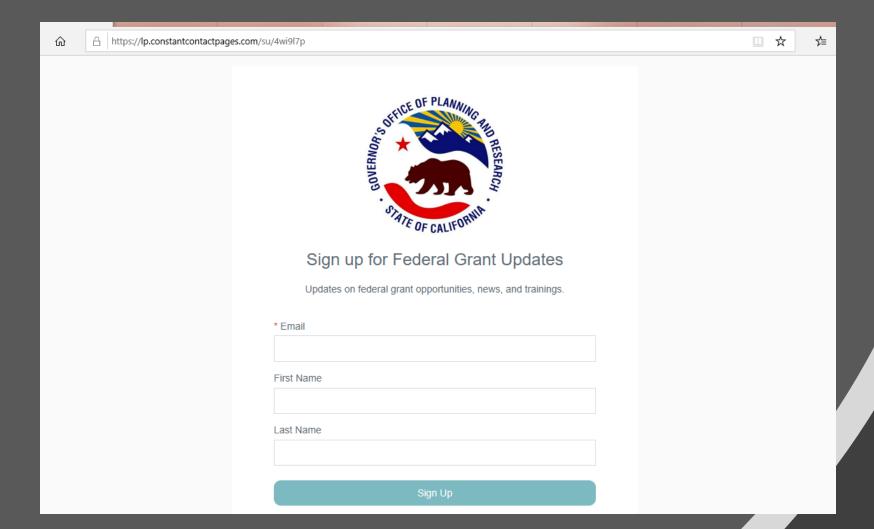


















As California's Single Point of Contact for federal grants, the Governor's Office of Planning and Research (OPR) is here to share the latest on federal grant opportunities, workshops, and events.

Submit notice of your application for federal assistance online.



New Federal Grant Opportunities

Many more opportunities are at grants.gov.

COVID-19 Response Grants



Distance Learning and Telemedicine Grants

To support the use of telecommunicationsenabled information, audio and video equipment, and related advanced technologies by students, teachers, medical professionals, and rural residents.

Due: July 13, 2020

<u>Learn more</u>

Other Grant Opportunities



California Cultural and Paleontological Resource Management

To establish partnerships that collaboratively encourage the public to learn about and engage with heritage resources in California, with the goals of building a meaningful conservation stewardship legacy through expanding public access for recreation opportunities on public lands.



COVID-19 Information

- One-stop state website: <u>www.covid19.ca.gov</u>
- CA State Treasurer's Office <u>COVID-19 Resources</u>
- USDA <u>Rural Resource Guide</u>
- United States Conference of Mayors <u>CARES Act Resource Center</u>
- Government Finance Officers Association <u>COVID-19 Response</u>
 Resource Center
- Committee for a Responsible Federal Budget <u>COVID Money</u> <u>Tracker</u>

Webinar Wednesdays

OPR presents a series of **FREE** webinars on best practices for federal grant applications and administration

Apr 29: Federal Grants in 2020

May 27: Grant Writing Under the Uniform Guidance

Jun 24: Evaluation and Logic Models

More to come...



Upcoming Grant Workshops and Events

Links shared here are not endorsements of an organization or its commercial products. These are provided as a service to the grants community.

Apr 29. OPR Presents: Federal Grants in 2020 - What's New and What's Proposed for the Uniform Guidance . **FREE!** Webinar.

May 11-13. <u>Budget Analyst's Essential Guide to Formulation</u>, <u>Justification</u>, and Execution. Webinar.

May 13-14. <u>Internal Controls for the Federal Grants Community</u>. Webinar.

May 27: OPR Presents: Grant Writing Under the Uniform Guidance . **FREE!** Webinar.

May 28-29. Grant Writing Class . Redding.

May 29. <u>Grantwriting Fundamentals</u> . Bayside (Humboldt County).

Jun 4-5. Grant Management Class. Camarillo.

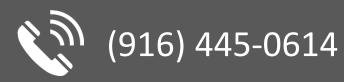
Jun 5. How to Apply for Project Grants? Sacramento.

Jun 10. Introduction to Proposal Writing . FREE! San Francisco.

Jun 10-11. Grant Writing Class. Oakland.

Contact Us







state.clearinghouse@opr.ca.gov



Federal Grants During the COVID-19 Crisis



April 23, 2020

Erich Yost

Management Analyst (Community Initiatives)

U.S. Department of Housing and Urban Development

Office of Field Policy & Management Los Angeles Field Office





Take-Aways During COVID-19 Crisis

1: Searching for Federal Grants

2: COVID-19 CARES Act Grants

3: Federal Grant Deadlines during COVID-19

4: Creating a Federal Grants Action Plan

5: Grant Cycle and Ensuring Successful Application



26 Granting Federal Agencies

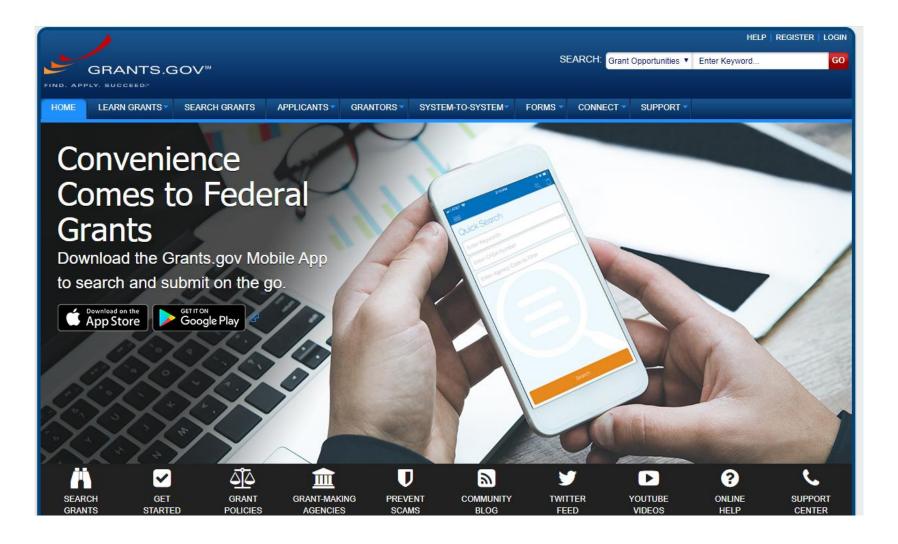
Thousands of Grants Annually

Subject to Annual Federal Appropriations and

Legislation (Such as CARES Act)



WWW.GRANTS.GOV





Grant Searching and Alignment

All successful grant recipients have an action plan

A GRANT ACTION PLAN

- What are the needs or your organization?
- How do we search for Federal Grants?
- Which Federal Grants should we Submit?
- How do we Apply for a Federal Grant?



Find \$ Fast for Greatest Needs whether CARES Act funding or other Federal Grant





Getting Started





Learn

Go to the Grants Learning Center for an overview of grants.



Check

Make sure you are eligible before applying.



Search

Find federal grants that align with your work.



Register

Sign up with Grants.gov to apply using Workspace.



Apply

Complete and submit your application using Workspace.



Track

Enter your Grants.gov tracking number(s) for submission status.



Getting Started Checklist

- ☐ Familiarize yourself with the grants lifecycle
- ☐ Identify the right types of funding opportunities for you
- ☐ Learn about the reporting requirements that you will need to comply with if awarded
- ☐ Search for the specific grant you will apply for
- ☐ Confirm your eligibility
- ☐ Register with grants.gov
- ☐ Apply for the grant





Notice of Funding Available (NOFA)



• Eligible applicants

Amount available for funding

Acceptable activities

Application process and requirements

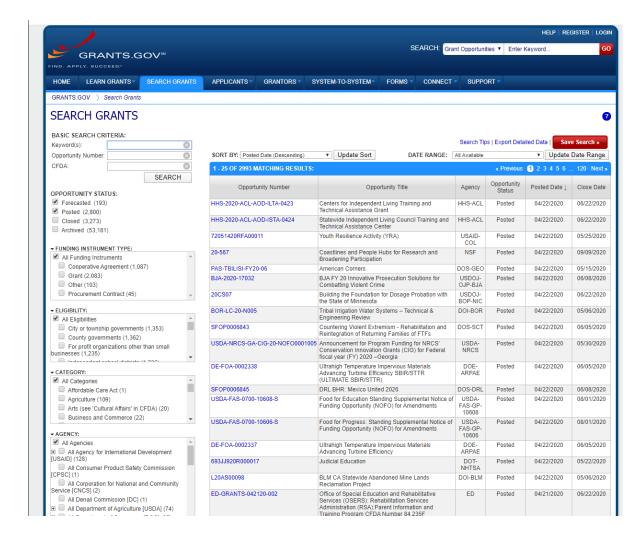
• Pre-established factors used to evaluate funding request

Selection process





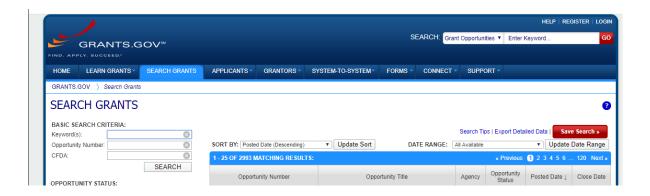
Federal Grants Searching Tips







Federal Grants Searching Tips



Simple Search Tips:

- 1. Use Keywords of Interest
- 2. Then filter by Eligibility

COVID-19 / Coronavirus Grants:

- 1. Use Keyword "COVID-19" then filter by eligibility
- 2. Use Keyword "Coronavirus" then filter by eligibility



Federal Grants with Opportunity Zone Benefits

Search

Benefits to Grants Applications in California

- 1. California has 879 Opportunity Zones, designated low-income census tracts eligible for not just tax incentives for investors but also for Federal benefits for Federal Grants
- 2. To date 225 Federal grants form 16 Federal agencies have offered Opportunity Zone benefits to Applicants who focus efforts in Opportunity Zones or work in collaboration with Opportunity Zone investments in the community.
- 3. Currently there are 68 Federal grants open with Opportunity Zone benefits.
- 4. The comprehensive list of all Federal grants and programs with Opportunity Zone benefits is posted on www.OpportunityZones.gov
- 5. However, grants are posted daily so it is important to search Grants.gov for the most current open Federal grants.



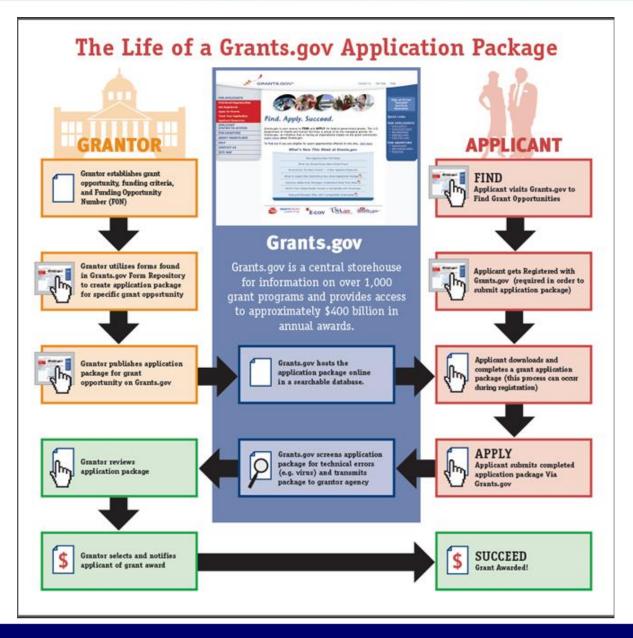


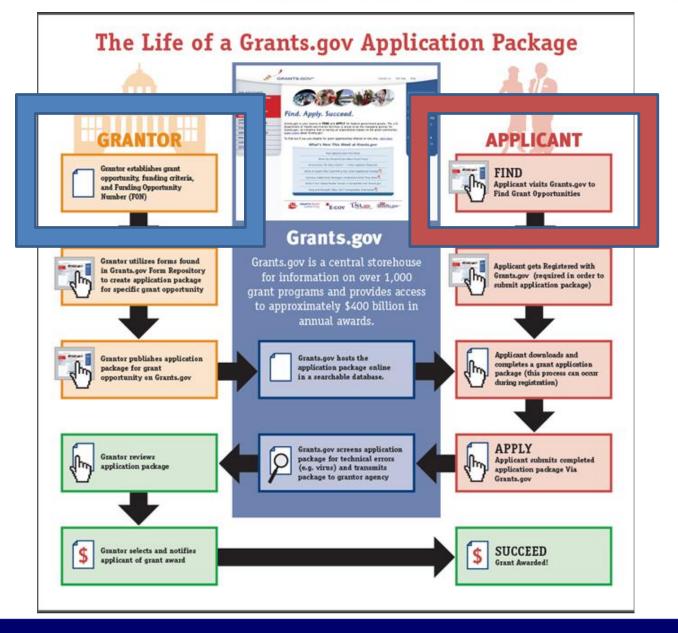


Key Observations about Federal Grants during COVID-19 Crisis

- Many Federal agencies are extending their grant deadlines.
- No simple way to be notified of grant deadline extensions. Diligently check deadline dates on Grants.gov.
- Many of the CARES-Act discretionary grants are have rolling deadlines, thus subject to available funding. Apply now.
- Some Federal grants are being released with Appropriations Authority for disaster efforts.
- As with existing Federal grants many agencies as directed by the CARES Act are offering waivers for uses of funds. Important to also check to see if respective agency has offered waivers for open grants similar to existing grants.







Responsibilities

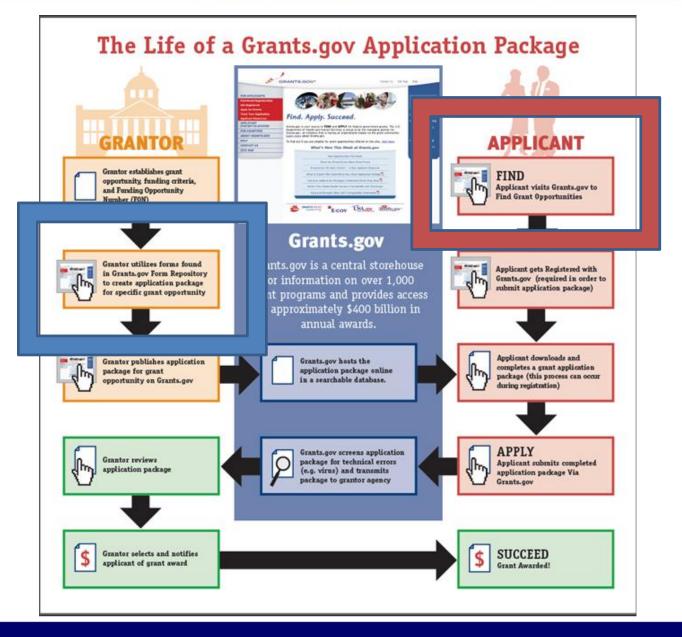
Grantor (Federal Government)

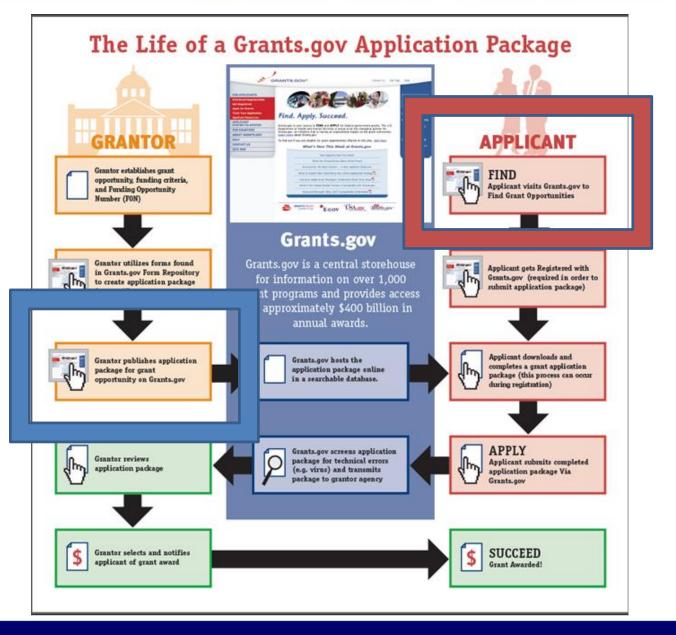
- Administration of grant
- Review progress and process
- Conduct compliance inspection

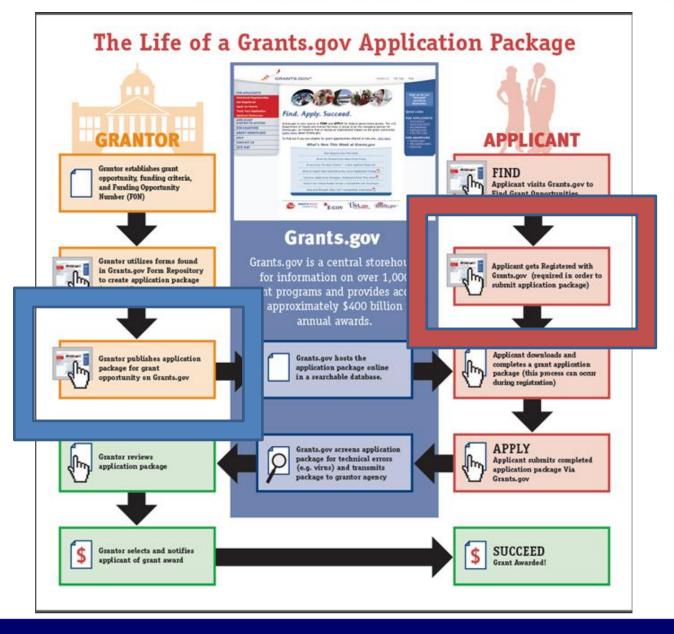
Grantee (Applicant)

- Oversight/Accountability
- Expenditures for eligible activities
- Implementation procedures
- Record-keeping
- Reporting











Grants.Gov Process



Obtain a DUNS Number

Register with System Award Management (SAM)

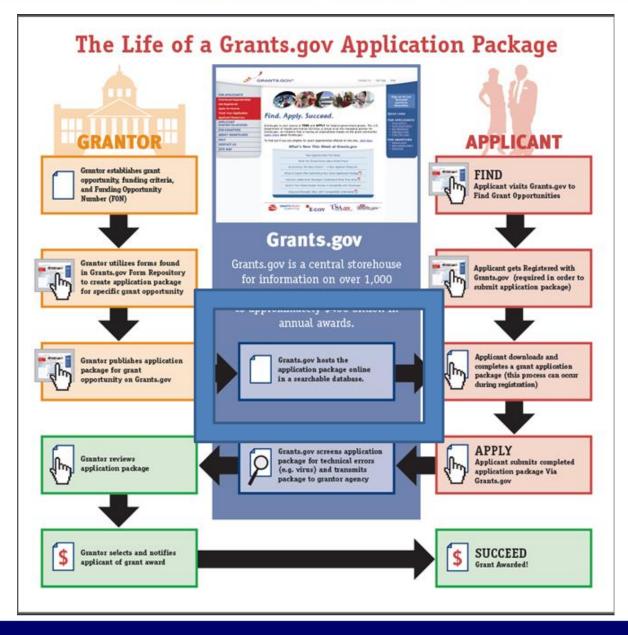
Create a grants.gov username and password

EBiz POC authorizes grants.gov roles

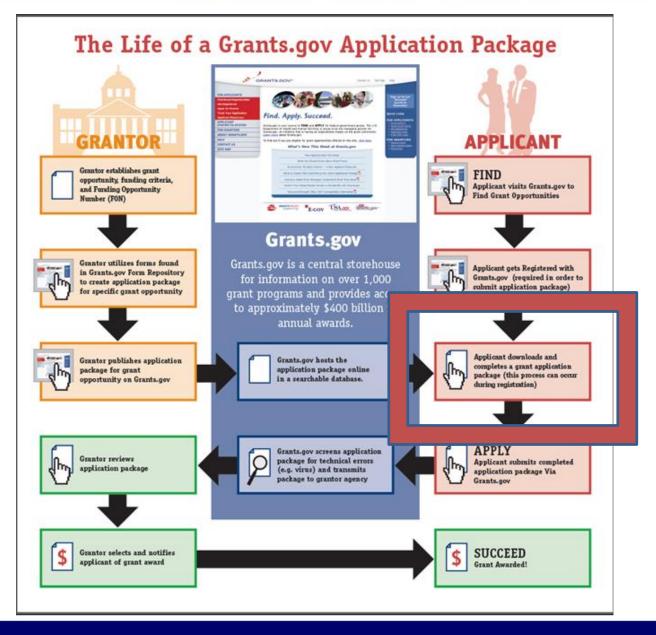
Track Role Request Status

- Call 1-866-705-5711 or http://fedgov.dnb.com/webform/displayHomePage.do
- 1-2 business days
- https://www.sam.gov
- Authorizing official of organization and Employer Identification Number (EIN)
- 7-10 business days (2 more weeks for EIN)
- Need organization's DUNS number
- Same day
- EBiz POC log into grants.gov to confirm roles request
- Same day
- Grants.gov → Applicant Center welcome box
- Same day

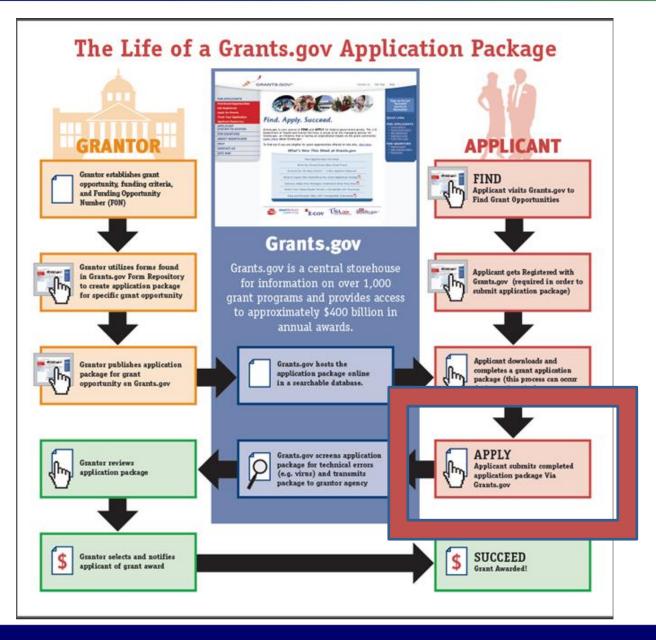


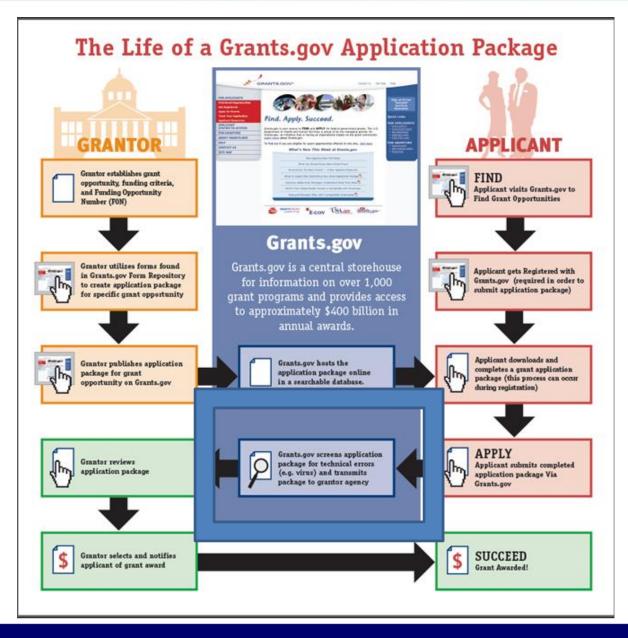




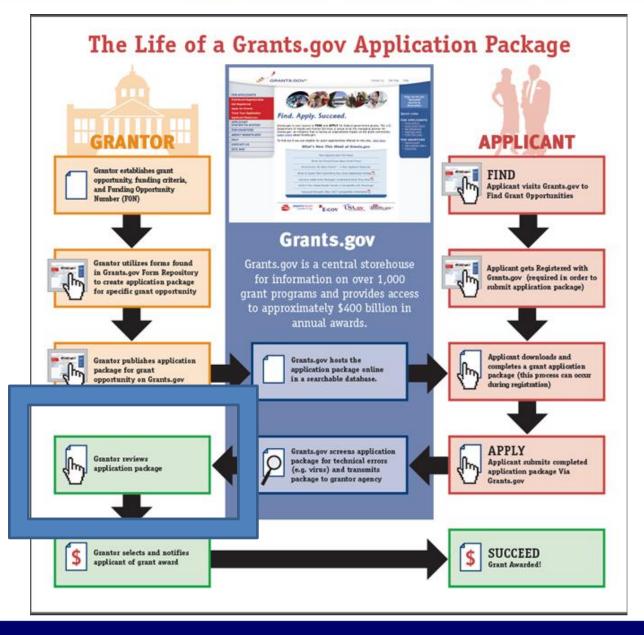




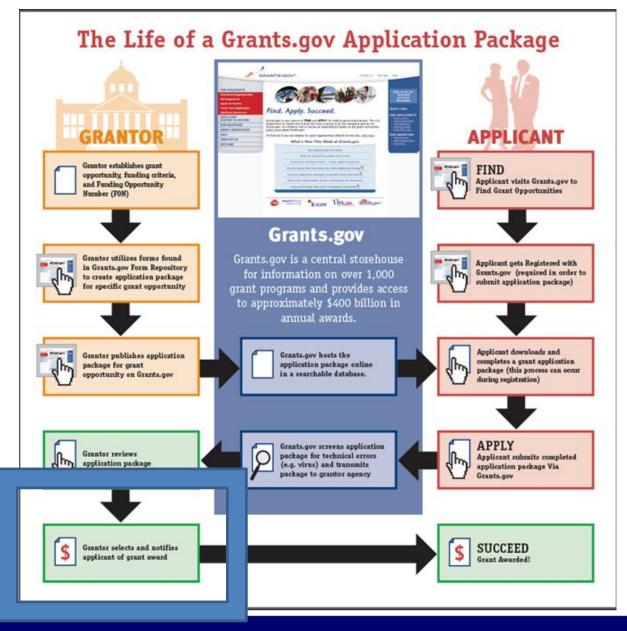




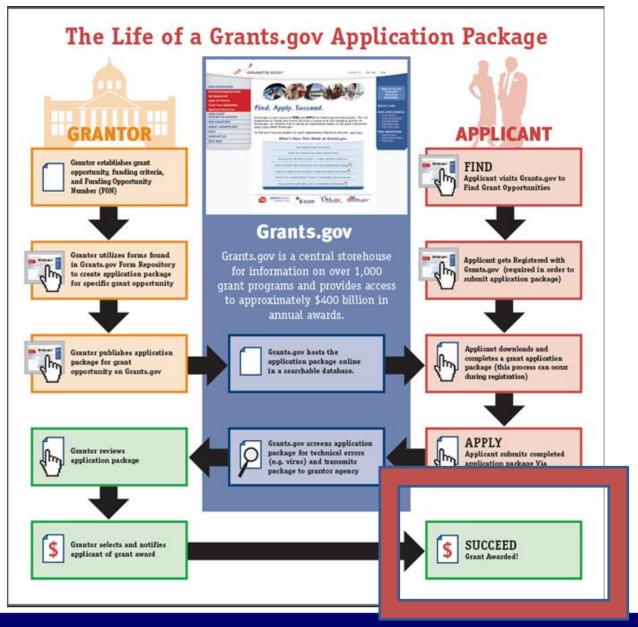














Debriefing

If grant was not awarded request a debriefing to discuss deficiencies and strengths in the application





Your Action Steps

- ☐ Identify benchmarks for measuring progress.
- ☐ Identify methodology to measure success.
- ☐ Describe specific reporting tools.
- ☐ Describe benefits to be achieved.



Contact Information

Erich Yost

U.S. Department of Housing and Urban Development

Office of Field Policy and Management Management Analyst (Community Initiatives)





Erich.M.Yost@hud.gov





NAVIGATING

FEDERAL FUNDING

IN A TIME OF COVID-19

Getting ready for federal proposals... Quick Tips

SAM

(System for Award Management)

Registration required to do business with the federal government

Is your username and password active?

Is account active? If renewal is in next two months, renew now.

grants.gov

Portal where you upload and submit applications

Is E-Biz Point of Contact username and password active?

Is the Authorized Organization Representative (AOR) username and password active?

Getting ready for federal proposals... Quick Tips

Know your Request for Proposal (RFP)

High quality proposals are the completion of a series of mundane but very specific steps

Have ONE person assigned the project lead

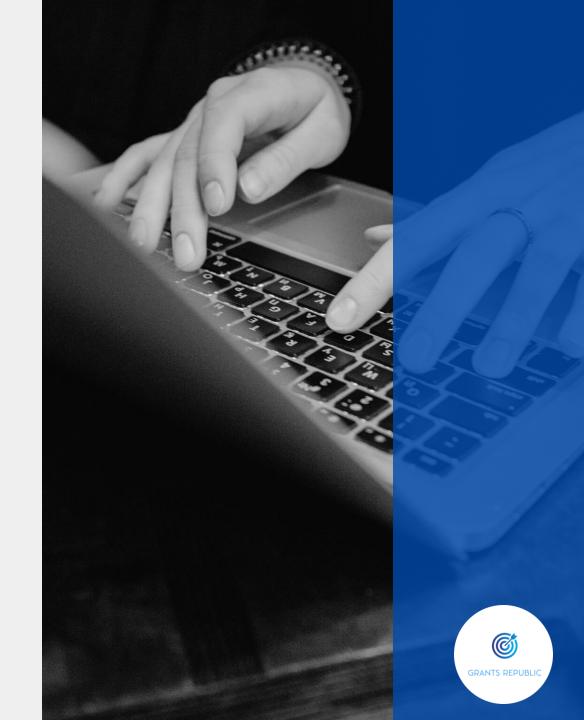
Proposal Planning: logic model

| Need | Resources/ Inputs | Activities | Outputs | Outcomes |
|------------------|--|---|------------------------------------|---|
| Middle School do | Grant funding to hire math tutors | passing algebra, provided 3 times per week for 1 hour | 300 students receive math | 80% of students who receive tutoring pass Algebra |



Proposal Planning

Budgeting



Proposal Planning

Narrative Outline



RFP Headings



Points to break down page limits



Formatting

Partnerships

Who are your partners?

Many federal proposal require partners, and most will be more competitive with partners.

Where can they be plugged in to projects?

Understand your partners' strengths and capacity.

Are your partners ready?

Can they provide a support letter or sign an MOU under a short deadline?

Tracking partners

Ensure clear communications and timely deliverables.

Partnerships

| Partner Agency | Outreach Email Sent | Call Scheduled For: | MOU draft sent | Signed MOU receive d | Contact | Contact Email |
|-------------------|---------------------------|---------------------------|----------------------|-------------------------------|--------------|--------------------|
| ABC Academy | Sent 4/1/20 | 4/7/20 | 4/8/20 | X | Sally Smith | ssmith@abc.com |
| XYZ | 4/1/20 | 4/1/20 | +/0/20 | X | Carry Crimer | 33111111 @ abc.com |
| Community | Sent | | | | | |
| Services | 4/4/20 | 4/8/20 | 4/9/20 | | Jose Lopez | jlopez@xyz.com |





Stay apprised of local guidelines
Be ready to build into proposals



Plan for different scenarios

Develop project design alternatives



Budget flexibly

Be prepared to adapt

Federal Grants & COVID-19





Navigating Federal Funding GRANTS REPUBLIC

Questions? Contact us at info@grantsrepublic.com

Sign up for our funding newsletter *The Portal* at GrantsRepublic.com

Immediate Action Items to Take

| I. Sign up for the Governor's Office of Planning and Research e-list for Federal Grant Updates https://lp.constantcontactpages.com/su/4wi917 |
|---|
| 2. Sign up for the Governor's Office of Business and Economic Development (GO-Biz) e newsletter for updates https://tinyurl.com/wqzj9pt |
| 3. Follow GO-Biz on Twitter and on YouTube. Follow OPR on Twitter and on YouTube. |
| 4. Register to receive notices of Federal grant applications submitted in your jurisdiction or area or interest on the Governor's OPR website http://cfda.opr.ca.gov/#/registration |
| 5. If you don't have a Profile in Grants.gov Register as a New User https://apply07.grants.gov/apply/register.faces |
| 6. Subscribe to Grants.gov to receive Federal grant notifications for either: |
| ☐ All new Federal grant opportunities or |
| ☐ Saved Search for Federal grant opportunities: Once you Logon to your account go to the "Subscribe to Saved Searches" and create one or several different saved search |
| |

Closing





- Questions
- Survey
- Share and Stay Connected





Thank you!





calbis@gobiz.ca.gov state.clearinghouse@opr.ca.gov erich.m.yost@hud.gov 76 info@grantsrepublic.com



