



Community Development Grant Workshop

2017 COLLABORATIVE GRANT ORIENTATION

OCTOBER 14, 2016



RISE'S MISSION

We partner with communities to build stronger, more equitable St. Louis area neighborhoods.



AGENDA

CDC Capacity Building and Collaborative Grant Program Overview

Applicant Eligibility

Program Timeline and Process

Question/Answer Session



PURPOSE

Provide an overview of the 2017 Collaborative Grant Program and offer technical assistance that fosters organizational capacity-building and effective grant-seeking strategies.

COLLABORATIVE GRANT PROGRAM OVERVIEW





PROGRAM SUMMARY

Rise seeks to partner with local Community Development Corporations to identify those neighborhoods that could benefit from our work.





APPLICANT ELIGIBILITY

Community Development Corporations (CDCs) with a place-based mission, serving St. Louis County, the City of St. Louis, Madison County, IL and St. Clair County, IL.

The Collaborative Grant Program is designed to support place-based projects and collaborations, not general operating costs.

APPLICANT ELIGIBILITY



- Critique of eligibility relative to:
 - Compatibility of your organization's mission with your collaborative grant request
 - Place-based community need/population served
 - Organizational leadership and participation
 - Collaboration (Networking or referrals is not collaboration)
 - Track record
 - Financial accountability (accurate budgeting is a factor)
 - Potential place-based impact and outcomes
 - Firm and committed leveraging

COMMUNITY DEVELOPMENT CORPORATION



Broadly used and defined term but Rise and its current funders of the program identify it being consistent as a nonprofit organization with a 501(c)(3) status that serves and has a place-based strategy for a defined target area.

The primary purpose is to encourage and promote the industrial, economic, entrepreneurial, commercial and civic development or redevelopment of a community or area, including the provision of housing and community economic development projects that benefit low-income individuals and communities.

PLACE-BASED APPROACH



Place-based initiatives take a comprehensive approach to community development and aim to revitalize multiple aspects of an entire neighborhood to create lasting measurable change for its residents.

GENERAL GUIDANCE



Purpose of Collaborative funding is to:

- Advance organization's mission
- Support projects and programs consistent with strategic plan
- Strengthen a CDC's financial and/or organizational capacity
- Foster stronger networks and collaborations

ELIGIBLE ACTIVITIES



- Previously funded place-based initiatives under the Collaborative Grant Program
- **Example 1** – Grantee’s summer youth employment and neighborhood beautification program (targeted geographic area where there was a need to address several issues – physical appearance, seniors, service delivery, public safety, costs, community engagement, jobs and employment training skills).
 - ✓ Rise’s technical assistance and capacity building activities included – customer satisfaction surveys and analysis, data management system for tracking and auditing (human resource management), youth pre – and post test self-esteem assessment tool to help determine job readiness and skill development.



ELIGIBLE ACTIVITIES

- **Example 2** – Property management software and conversion.
- Grantee has a portfolio of market rate and affordable rental housing in specific neighborhoods. The software is able to help the organization with its accounting systems and reporting, process maintenance orders faster and electronically reducing response and turnaround time for repairs.
- ✓ Rise technical assistance capacity building was provided to the Grantee on integrating the software, development of data management systems, producing better property management reports. The increased capacity is allowing the Grantee to be more competitive as a property management firm, specifically with its market rate units because of a better operating performance.

ELIGIBLE ACTIVITIES



- **Example 3 – LIHTC to Homeownership Conversion**
- The Grantee used Collaborative Grant funds that helped leverage a larger source of funds in collaboration with a local credit union. The combined funds are helping the Grantee with capital improvements to its Low Income Housing Tax Credit homes that have gone through the 15 year compliance period in addition to providing mortgage and closing cost assistance allowing the homes to be sold to the current residents that are in good standing.
- ✓ Rise technical assistance capacity building was provided to assist the Grantee with its LIHTC to homeownership conversion program ensuring compliance with the state's housing finance agency.

BUDGET





BUDGET GUIDELINES

- Provide an itemized budget including all funding leveraging the proposed Collaborative grant.
 - Describe how you will leverage Rise Collaborative Grant funds to increase the scope of the activity being funded. Be specific about the amounts and sources of other funds to be used.
- Indicate whether proposed leveraging funds are approved or pending applications.
 - Budgeted expenses must equal budgeted revenues. Co-applicants may be, but are not required to be, other CDCs and/or community-based non-profit organizations.
- Please provide an itemized project budget.
- Also, please provide a 2017 proposed operating budget which identifies all proposed revenue sources and expenses.



SAMPLE PROJECT BUDGET

SOURCE	COMMITTED (yes or no)	AMOUNT
Collaborative Grant Request (should equal amount of application)		
Secured Funds		
Pending Funds		
Total Sources		

EXPENSE	AMOUNT
Salaries and Benefits	
Supplies	
Printing and Publication	
Other	
Other	
Total Expenses	



PARTNERSHIPS & COLLABORATIONS

Applications from two or more organizations are encouraged. If you are proposing a collaboration or partnership initiative with this application, please describe the roles of each partner in completing the project.

Required for consideration:

- Commitment Letter(s) from any partnering or collaborating organizations referenced in this application



FORMING STRONG COLLABORATIONS

- Ensure collaboration is mutually beneficial and aligns with each organization's mission, strategic plan and/or objectives
- Come to an agreement on shared goals and how to measure progress
- Seek out partners who bring unique strengths to the collaboration
- Consider a formal Memorandum of Understanding (MOU) to solidify the partnership and clarify expectations. (This is not required).



FISCAL AGENTS

- If an applicant is partnering with another organization, the lead applicant will serve as fiscal agent for the grant.



CO-APPLICANT ELIGIBILITY

- Co-applicants may be, but are not required to be, other CDCs and/or community-based non-profit organizations.
- If your organization does not meet the eligibility requirements to be a lead applicant, you must partner with an eligible place-based CDC with complementary goals.

APPLICATION REVIEW





COMMUNITY NEED

Collaborative grants will be awarded to organizations for activities that address a specific community need.

- In this section, please describe the critical community need(s) your organization is currently facing, the specific community need you are addressing, the grant funded activity and the associated outcomes your organization will seek to accomplish in 2017.

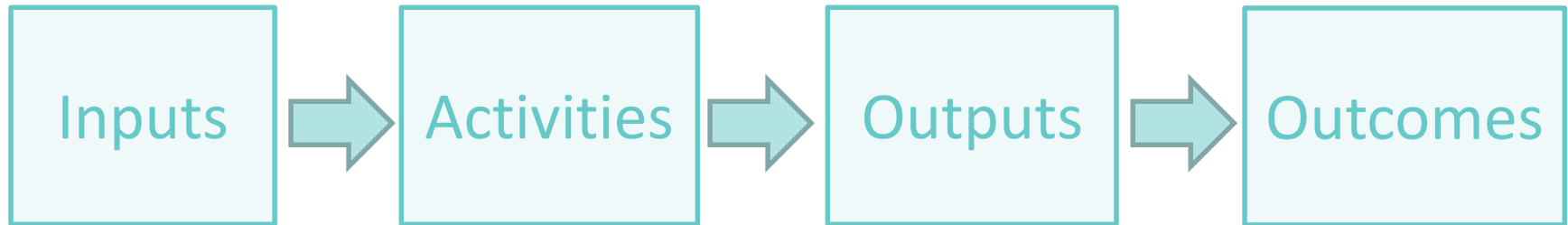


OUTCOMES: ACTIVITIES VS RESULTS

- Conducting an activity is NOT the same as achieving desired results – although both are important.
- Studying (activity) for ten hours (output) is NOT the same as understanding a subject (outcome) well enough to pass a test (measure)
- Outcomes should be related to the initial needs identified.



A BASIC LOGIC MODEL



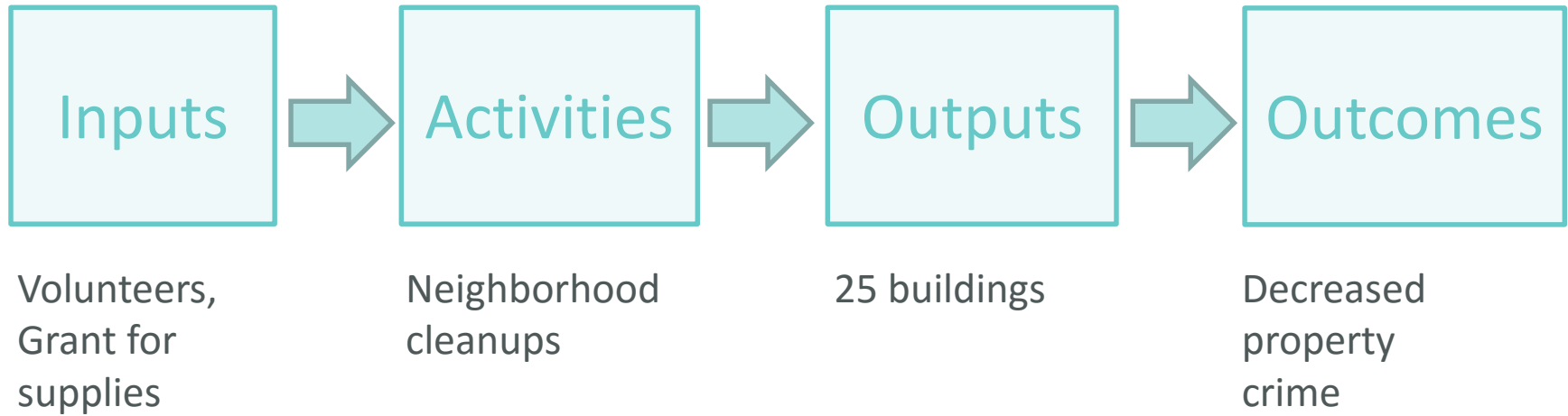
What resources do you have to bring to an activity?
Financial resources?
Staff skill sets?
Community strengths?

What are you planning to do?

Did you implement your planned activities? How many persons, households, or housing units did you serve? Were you efficient?

What was the result of your activities being implemented? Were you effective?
NOTE: Should tie back into needs identified

A BASIC LOGIC MODEL





OUTCOMES MUST BE MEASURABLE

You must have systems in place to measure outcomes. Keep in mind:

- What data is available (or can be created via surveys, pre/post tests, etc.)?
- How often that data will be updated?
- How you will track it and how much time/money that will cost?

APPLICATION PROCESS AND TIMELINE





APPLICATION PROCESS AND TIMELINE

October 14	Grant Workshop
*October 21	Letters of Intent Proposal Due (Mandatory)
October 28	Receive written feedback from Rise staff on Letters of Intent
November 22	Full Applications of <u>approved Letter of Intent proposals</u> due
December 14	Oversight Committee will meet to decide on staff recommendations
December 20	Grant Awards Announced

Applicants may submit questions via email or by phone until application deadline. Responses will be uploaded to Rise's website until one day before the full application is due.



QUESTION/ANSWER SESSION

Please submit further questions to Brian Hurd,
Technical Assistance Program Manager –

(314) 333-7012

brian@risestl.org