Northeast Florida CoC

November 14, 2019
WELCOME
CoC Members!
What are you thankful for?
HMIS Lead Updates

- HMIS Capacity Grant
  - Hiring 2 part-time Data Entry Specialists
- Tableau Training
CoC Governance Board Update

• Planning a retreat in January 2020
Grant Writing: The Basics

WHY?

WHAT?

PLAN?
You have to know your why (mission, programs,) And has it changed? Do your best to keep your content (web, social, etc.) up to date. A lot of funding orgs. look to websites when considering applications.

Speaking of WHY – Simon Sinek and Start with Why “People don’t buy (of fund) what you do, they buy (fund) WHY you do it.”

What do you need to fund? Is it a current program? Is it a new program?
Current – you’ll have data – make the best use of what you do have
New – think it through, know what your goals/objectives are

Do you have a development plan?
You should be keeping track of your applications, LOIs and proposals. It helps with planning resources as well as your success rate. My professional opinion about success.
• Funded when not expected
• Not funded when used resources that should have ensured a great score
Grant Writing: Research

• Local
• State
• Federal
  • The Catalog of Federal Domestic Assistance
  • Grants.gov
• Foundation Center Online – Jax Public Library
Grant Writing: Research – notes

Google – search for your cause (homelessness, etc.)

Your Board – Do they have any connections?

Newsletters from funders? Other industry resources - Fundraising Authority, Nonprofit Quarterly

Grants.gov

• DUNS # (1 to 2 business days)
• Register with SAM (System Award Management) Must send notarized letter with EIN – 2 weeks, can take up to 5 weeks to acquire EIN
• Register with Grants.gov - Same day
Grant Writing: Application Time

- Great Fit
- Right Partners
- Necessary Requirements
Grant Writing: Application Time – notes

Fit – you’ve done the research. Made connections (attended training, participated in review panel, understand the ask)

Partners – Is there an area where you need additional expertise?

Requirements – Is there a checklist – have you reviewed it thoroughly to ensure you have everything?

Don’t wait until the last minute for surprises.
Grant Writing: Your Story
Grant Writing: Your Story

Your Org
• Background
• Milestones – you can partner with orgs where you lack experience – leverage partners to boost credibility

Need
• Data
• Visuals

Program Design
• Goals
• Objectives (SMART – specific, measurable, achievable, realistic, timely)
• Logic Model
• Evaluation (3rd party)

Budget
• All budgets are not the same
• We’re seeing a bigger emphasis on risk assessment – more intensive monitoring
News YOU can use
Events & Announcements

PERCEPTIONS OF POVERTY

OCT. 2 – JAN. 19
THE GALLERY AT MAIN
303 LAURA ST. N.
Events & Announcements

9th Annual Cardboard City
When: November 15th – 16th
5 pm to 8 am
Where: Southside United Methodist Church, 3120 Hendricks Avenue
Events & Announcements

**EMPTY BOWLS**

**TICKETS ON SALE NOW!**

**NOV 15, 2019**

11:30 AM - 1:00 PM

WJCT STUDIOS

Enjoy a meal of freshly prepared soups, breads, and desserts. Then take home a bowl crafted by local students of all ages.

**TICKETS & DONATIONS:**

[emptybowls2019.eventbrite.com](http://eventbrite.com)

Tickets $35 each
Events & Announcements

CLARA WHITE MISSION
93.3 THE BEAT / V101.5 RADIO STATIONS
AND CELEBRATION CHURCH
SPONSOR THE
ANNUAL “FEED THE CITY”
HOLIDAY LUNCH FOR THE
HOMELESS & LOW-INCOME FAMILIES
(CLOTHES GIVE AWAY, BIKE REPAIR AND HAIRCUTS)
SATURDAY, NOVEMBER 16TH 2019
11:00 A.M. UNTIL 1:00 P.M.
CLARA WHITE MISSION
613 WEST ASHLEY STREET
JACKSONVILLE, FL 32202
FOR MORE INFORMATION CALL 904-644-1414
ON THEIR WEBSITE AT
WWW.THECLARAWHITEMISSION.ORG
Events & Announcements

Changing Homelessness Open House
November 21, 2019 • 5 - 7 PM • 660 Park St.
Events & Announcements

SAVE THE DATE
City Rescue Mission’s 5th Annual Difference Maker’s Banquet
Featuring New York Times Best Selling Author, Charles Martin
February 20, 2020 at The Lexington Hotel & Conference Center
Tables and individual tickets go on sale October 1.
For more information or if your business is interested in sponsoring this special event, please contact Angela Washington: awashington@crmjax.org or 904-421-5147.
Thank you!

Dawn Gillman, CEO
904.354.1100 | dgilman@changinghomelessness.org