

## **Fresno Tribal Grants Writing Training Report June 9-10, 2010**

On June 8<sup>th</sup>, 2010 I took a day of travel to Fresno, California. There I was to attend a Tribal Grants Writing Training for two days, June 9<sup>th</sup>-10<sup>th</sup>. There had been 87 attendees, which is a good turnout for people wanting to learn about tribal grant writing. As I got more and more into the training, I found that it wasn't really about "Tribal Grant Writing" at all, the instructor had focused on what kind of grants are out for a lot of small businesses, what kind of attitude or direction grants review boards will have when they review your grant, and what the federal government and HUD (Dept. of Housing Urban Development) have to offer.

### Day One:

- Expectations:
  - Non-Profit Development Overview
  - Tips on funding your organization
  - What does federal government/HUD have to offer?
  - Knowing your options
  - First steps + 1
  - Preparing for technical assistance
  - PARTNERSHIPS
- Tribal Grants
  - 638- used specifically for Tribal Organizations
  - 501 (c)(3)-for non-profit organizations
    - Stages of Development
      - An organization's stage of development is determined by the work *completed* in getting organization established. (Includes, not limited to; state charter or incorporation, 501 c 3 designation, business policies, strategic plan, etc.
  - Program Development
    - Identify 1-2 programs to implement
    - Program implementation- integration of evaluation standards into program design
  - Marketing and Public Relations
    - (E) Introduction to organizational marketing
    - (I) Development of a PR Plan
    - (A) Implementation of PR Plan
  - Being a good board member
    - DOER- getting things done
    - Personal/corporate/financial influences
    - Demonstrated commitment and/or sacrifice
    - Leads by example

## Day Two:

- Financial Training: Capacity building for Non-Profits
  - Financial activities
  - Planning & budgeting
    - 10 Steps:
      - St 1: Set Framework
      - St 2: Outline goals & activities
      - St 3: Allocate costs
      - St 4: Estimate Revenue
      - St 5: Adjustments
      - St 6: Cash Flow
      - St 7: Approval
      - St 8: Implementation
      - St 9: Monitoring
      - St 10: Amendments
  - Key tasks
  - Audit Trails
  - Budget Building
  - Cost Sharing/Matching
    - Means that you or the community must provide cash or in-kind good or services.
    - Often required in federal grants programs.