



South Shore Community Partners in Prevention

South Shore Community Partners in Prevention (CHNA 23)

Wednesday, March 9, 2022

8:55 A.M. to 10:15 A.M.

Zoom Meeting

Minutes

In attendance: Bill Abbate, Gosnold; Charlette Tarsi, Plymouth County HUB; Erin Cohen, Road to Responsibility; Rhiannon Thai, Plymouth Schools; Kathleen Considine, SSCPP Steering Committee, NAMI; Dora Teague, Case Management Coordinator, South Shore Community Action Council; Vicky Butler, Program Director for Plymouth County Outreach and SSCPP Steering Committee Member; Ann Burke, Fenway Health's Violence Recovery Program; Sam Correia, Community Engagement Librarian, Duxbury Free Library; Alexis Spencer, KDC Healthy Families; Malissa Kenney, Healthy Plymouth and Cape Cod Collaborative Arts Network; Maureen Doherty, BID Plymouth; Barbara Anglin, South Shore Community Action Council; Louisa Stringer; Katelyn McSweeney, High Point Prevention Services; Kathleen Gately, Herring Pond Wampanoag Tribe; Jenn Hoadley Regional Manager for Southeastern MA for the Alzheimer's Association; Kathleen Dunn, Chair Plymouth Affordable Housing Trust; Mike Jackman, Congressman Keating's Office/SSCPP Chair; Kim Scotland, United Way/SSCPP Coordinator; Kate Harrell, Salient Health Solutions; Cristina Wilson, Old Colony YMCA; Jessica Gonsalves, Plymouth County Family Support; Gail Farrell, New Again; and Marianne Kirby

Mike kicked off meeting at 8:57am. All encouraged to introduce themselves and shared any questions related to grant writing for the main speaker, Kate Harrell.

All in attendance approved the February meeting minutes.

SSCPP will be hosting its annual **Health Literacy Awards on June 8th**. Nomination forms have been sent out and are also posted on the SSCPP [website](#). Encouraged all to check out the form. The deadline to send in nominations is April 29th. We hope to hold the event in person this June. More to come.

Mini Grant Outcomes Report: Independence Academy

Jennifer Secaur, Independence Academy Volunteer

- Jennifer shared an outcomes report. Received the grant and had to delay the program with the Soupman due to COVID. Were able to put together supplies in October of 2021.
- The grant allowed the school to purchase a large supply of toiletries for the homeless. Packaged with the students at the school and brought to the Soupman's warehouse in West Bridgewater.

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The Soupman has a bus in West Bridgewater and spoke to the kids pre-covid at the school. Have not been able to distribute with Soupman directly but hope to get out this spring. The business has taken off and the Soupman now delivers food to MA, ME, and RI. He also has portable showers. His motto is people helping people.

- Seven students participated in the project so far.
- Do have some funds remaining in the grant. Will reach out to SSCPP to see if they can be spent via a partnership with Mutual Aid Brockton.

Major Topic: Grant Writing Workshop

Presenter: Kate Harrell, Grant Writer, Salient Health Solutions

- Mike introduced Kate and shared some background. The DoN process has changed and so SSCPP is not planning to be able to distribute as much grant funding as it has in the past. The steering committee invited Kate to share some information with the membership to offer sustainability options. Often times, knowing where to look for the funds is half of the battle.
- Kate has been writing grants for nearly 20 years. She also works as an attorney and does grants as part of the legal process. The three main sources for grants are federal, state, and private foundation funding. She shared an overview of each. Kate will also share a resource guide following her presentation.
- **FEDERAL FUNDS:** It is helpful to go to the individual agencies to start federal research as it can be overwhelming. Kate also recommended starting at the Federal Grants Portal via www.grants.gov
- Foundation officers are friendly and you can give them a call to introduce your agency. Federal and state grants are VERY competitive. Often times many applications are received for only 2-10 awards total.
- Typically federal grants come out 2-3 months before the deadline and have a lot of materials you need to supply. Often times federal grants are cyclical, and organizations have the opportunity to reapply. Start early, create sustainable partnerships, and be sure grant material touches on all criteria.
- **STATE FUNDS:** Kate also recommends researching state funding through a particular agency and using COMMBUYS. Can sign up to get emails for funding opportunities. COMMBUYS is the state vendor that lists grants, and an organization has to be a registered vendor to participate. Not the friendliest of search tools. Similar to federal funding- make sure you are the eligibility type. Also look into other details such as if the funds require a match.
- **PRIVATE FUNDS:** The Foundation Center is a good service but does have a fee. Kate also recommends banks such as Rockland Trust, Eastern Bank, and Bank of America. Some places have specific trust grants. Good idea to contact project officer for the trust and have a conversation. Helpful to speak to the person and they might help you focus your idea. Can also google things like "south shore grant opportunities."
- Reporting: Many private grants have annual reporting requirements. Nice to create a long-term relationship with the funder. Often there is financial management and reporting requirements. Sometimes they are looking for a larger organization that has sustainable financial management processes in place. Sometimes with a smaller budget you can write a narrative as to how you will be able to support a larger grant budget.

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- Discussed the development of a grant program. It is helpful to look at opportunities biweekly or on a monthly basis- regular meetings to review opportunities are helpful.
- Can use language from other proposals and recycle it for the new funder's criteria. Can use the same sort of language but customize it for the specific app. Always helpful to have your 501c3 letter from IRS and audited financials easily available.
- Oftentimes people will say they meet half the criteria- if you are not meeting 90-95% of what the funder wants, the odds of getting funding are not high.
- Overhead- In terms of overhead, Kate suggests thinking about what it costs your org to implement a grant. Often you cannot submit for overhead but sometimes the grant will set an allowable percentage such as 10%. Can be very valuable for your sustainability. Want to be sure you are not expending too much to implement the grants.
- The best way to get more money from a past funder is to keep lines of communication open. Send them a card with pics from the event, etc. Those little touches make a difference.
- DEI question is asked so frequently now. Think through as an org, think of how to become a more diverse group and explain to funder that you are working toward it. Language such as "we recognize that other perspectives at the table are important". Reference a strategic plan or how it is a strategic priority. Also show how the people you are serving meet the criteria.
- Sustainability in grants is a topic Kate hears a lot. Tell in applicant you are an org with an operating budget of x and how well you are fiscally managed. In order to sustain this program, we would need additional grant funds. Show you are proactively looking such as "we have reached out to 5 other foundations to sustain". Some funding does not always need to be sustained and you can say this.
- Showing impact through evaluation is critical.
- Opened for Q&A.

Mike shared last month we heard from the Community Art Collaborative. Having an event on March 31st at the school office on Lincoln Street in Plymouth at 4pm. This is the grand unveiling of their honeycomb project funded in part by SSCPP!

SSCPP health literacy committee is working on a film club discussion on the topic of mindfulness. Will be sending word out about that in the next few weeks.

Opened for any other announcements from membership.

Next meeting is April 13th.

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