

Mentored  
Internship  
Program



# Learning Collaborative Series

## Grant Writing

Heather Fox, MSW



Behavioral  
Health  
Workforce  
Development



**AIP**  
Advocates for  
Human Potential, Inc.

**DHCS**

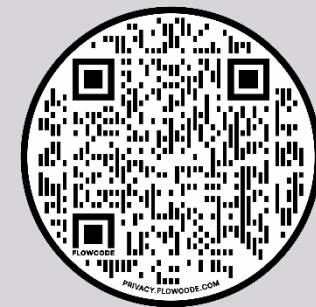
# Indigenous Land Acknowledgement

- We respectfully acknowledge that we live and work in territories where indigenous nations and Tribal groups are traditional stewards of the land. Our California office resides in Tongva territory.
- Please join us in supporting efforts to affirm Tribal sovereignty across what is now known as California and in displaying respect, honor, and gratitude for all indigenous people.

## Whose land are you on?

Option 1: Enter your location at [Native Land CA](#)

Option 2: Access Native Land website via QR Code





# Advocates for Human Potential, Inc. (AHP) MIP, Round 1 and Round 2 Team



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Tiffany Malone  
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*Operations Manager*



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*BHWD Data and  
Analyses Manager*



Caitlin Storm  
*Quality Assurance  
Coordinator*



Christian Citlali  
*Lead Grantee Coach*



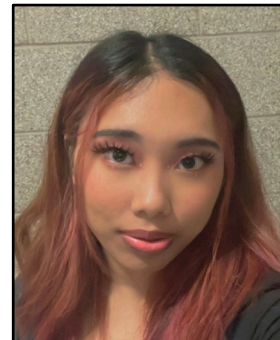
Xiomara Romero  
*Grantee Coach*



Aida Natalie Castro  
*Grantee Coach*



Amanda Flores  
*Grantee Coach*



Vic Walker  
*Operations Specialist*



Krislyn LaCroix  
*Operations Specialist*

# MIP HUB and Past Events

Looking for past event recordings? Want to register for future events?

**MIP HUB**

**Username: mipgrantee**

**Password: 2miP@hp**

Heather Fox, MSW

# Our Learning Objectives

Participants will be able to:

- Identify the four types of funding available.
- Search for a variety of grants (Federal, State, and Private/Corporate).
- Develop a list of key words for grant searches.
- Evaluate grants for fit and appropriateness for their organization.

How/Why is this important to me?

# Four Types of Funding

- General Support
  - Sometimes called unrestricted funding or operating support
- Special Project
- Capacity Building
- Capital
  - Includes equipment



# Types of Funders/Grants

- Federal Grants
  - SAMHSA
  - HRSA
- State Grants
  - DHCS, for example
- Foundation Grants
  - Corporate and private foundations
- County Funding
  - Often a pass-through for state or federal funds
  - More a competitive contracting process, but falls under grant writing

# Evaluating Grants

- Agency Readiness
  - Administrative infrastructure for oversight (fiscal, data collection, grant reporting)
  - Program staffing—recruit and hire, or reassign current staff
  - Expertise
  - Location
- Other Considerations
  - Amount of grant (compared with need, or compared with agency budget)
  - Sustainability
  - Alignment with agency mission
  - Alignment with strategic plan

# Grant Search Key Words

- Population(s) of Focus
  - Demographic (age, race, ethnicity, income)
  - Group affiliation (LGBTQ+, BIPOC, children, SUD, TAY)
- Geographic Location
  - Rural/urban
  - City, county, state, region, other (SPAs)
- Problem/Issue to Address
  - Mental health, homelessness, housing, SUD, prevention
- Intervention/Activity
  - How you plan to address the issue

# Consider...

- A thorough funder search is time consuming.
- A funder search should involve a variety of sources (e.g., directory, individual corporate sites, Google searches, other NPOs).
- A funder search should be developed alongside a grant calendar..

# Federal Grants

- Go to [Grants.gov](https://www.Grants.gov).
- Go to Search Grants (does not require login).
- Narrow search by keywords, type of funding, eligibility, and other parameters.
- Do an internal review:
- Eligibility
  - Estimated funding
  - Award ceiling and award floor (for an idea of how competitive the opportunity is)
- Find the full announcement under related documents (MUST have Adobe Acrobat Reader).

# California State Grants

- Go to [CA Grants.gov](https://ca.grants.gov).
- Find your opportunity:
  - Choose applicant type (nonprofit).
  - Choose one or more grant category.
  - Choose your time frame (recommend Any Timeframe).
  - Choose show me opportunities OR show me everything.

# County and Local Funding

- Periscope SG2 (formerly Bidsync)
  - Requires a subscription. Provide a list of key words, and Periscope will send you opportunities for the state.
- Individual county sites
  - Free access, but time consuming if you are monitoring multiple counties.
- Local foundations
- Local philanthropy groups

# Corporate and Private Foundation Grants

- FOUNDATION DIRECTORY ONLINE
  - [Foundation Center Directory](#)
- Large database of private and corporate foundations
- Helpful in completing an initial search
- Less helpful in areas that are more rural (fewer opportunities available)
- Subscription required
  - May be free through your library or university



# Grants for Students/Interns/Employees

- Most grants are not for individuals.
- In the last five years, there has been more money to pay off student loans, pay tuition, and recruit/retain employees.
- California Department of Health Care Access and Information (HCAI)
  - [HCAI](#)
  - Go to: Loan Repayments, Scholarships & Grants
- Federal funding for schools to pay interns/students.

# Tips

- Create a checklist for complicated grants (example provided).
- DO NOT wait to the last day to submit.
  - Set an internal deadline and stick to it.
- Online applications:
  - Create Microsoft Word document and complete offline.
  - Copy and paste into the online form when ready to submit.
- Ask for feedback—always!
- Spell out all acronyms.
- Give the document the “great aunt” test.

# Breakout Rooms

## Ed Partners

- What is your institution's process for applying for a grant to support your students/interns?
- Who must be engaged for you to apply for a grant? On-campus? Off-campus?
- Who would lead writing the application?
- Who would coordinate the grant, if awarded?
- What access do they have to data for writing the grant and for grant reporting?

## Mentors

- Discuss how funding affects your direct service work. How might you bridge your intern's understanding of funding on their work as a mental health professional?
- Are there opportunities for your student intern to participate in grant writing for a gap or need they identify? How could you support the intern in advocating for the need to be addressed?

## Interns

- Can you identify where to search for employers that may qualify for loan repayment in your area?
- Are you located in a Health Provider Shortage Area (HPSA)?
- How do you see funding affecting your agency? How does this affect the services you provide? How does this affect your clients?

## BH Orgs

- What are your organization's top three funding needs or priorities for the next year?
- How much funding does your organization need (minimum and maximum) to implement/grow/sustain these services?
- What key words or phrases can you use to search for funding opportunities that support those priorities?

# Big Room Discussion

- Ed partners
- Mentors
- Interns
- BH orgs

# Q&A

# Upcoming Events and Important Reminders

<b>November Continued Events</b>		
Mentor Open Office Hours	11/30/23	12-1 p.m.
Intern Open Office Hours	11/30/23	2-3 p.m.
<b>December Events</b>		
Webinar: Self-Care & Grief and Loss	12/5/23	12-1 p.m.
Continuing the Conversation	12/7/23	1-2 p.m.
Mentor Open Office Hours	12/14/23	12-1 p.m.
Intern Open Office Hours	12/14/23	2-3 p.m.

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