RECONNECT

Data and Money: How to build killer grant proposals to fund your program

RISE2020 Virtual

Tuesday, May 26th, 2020

Welcome

HOUSEKEEPING

• All participants are muted.

• If you have any questions, please put them in the chat.

• There will be a Q&A at the end of the presentation.

• If you are having difficulties hearing or seeing the panelists:
  • Try a different browser
  • Try calling in
  • Drop the issue in the chat and a tech will reach out to you.

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Rani Singh

ASSISTANT DISTRICT ATTORNEY

For over two decades, Rani Singh has dedicated her life to the city of San Francisco as an Assistant District Attorney. She currently serves as assistant district attorney in San Francisco, and since 2016 has been managing attorney for both the Domestic Violence Unit and the Collaborative Courts and Mental Health Units at the D.A.'s office. Rani's approach to criminal justice reform has been revolutionary in both the juvenile and adult court system. She takes a holistic approach to public safety by providing accountability and services at the same time. She has also in the community and at the local, and state level in areas of collaborative courts about mental health, human trafficking, juvenile issues, and domestic violence.

Katelyn Michaud

PROGRAM MANAGER – GRANTMAKING, MAINE CANCER FOUNDATION

Katelyn Michaud is the Program Manager at Maine Cancer Foundation. Maine Cancer Foundation is a fundraising foundation that awards 2-3 million dollars annually to organizations working to reduce the impact of cancer in Maine. In her role, Katelyn develops strategy for how the organization invests its funds, administers the grantmaking program, and works collaboratively with applicants and grantees to best address cancer reduction in Maine. She has spent the last five years at the Foundation developing meaningful relationships with a variety of grantee partners throughout the state, ranging from community-based programs to clinical settings and large health systems. Prior to her work at Maine Cancer Foundation, Katelyn served in a variety of nonprofit roles in New Jersey and Maine in grant writing, fundraising and development, and communications.

Effective Grant Building

Rani Singh

ASSISTANT DISTRICT ATTORNEY

Issues Presented

How to be successful at data entry for getting grants

Describing 2-3 examples of SF Collaborative Court Access databases.

How are these the same? How do they differ? Which team member enters the data?

What makes these databases challenging and why?
(i.e. consistent data input)

How does SF publicize their data to garner the most success in accessing funding (i.e. quarterly reports; for legislature; for grants)

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Data collection is very important to successfully earn grant funding and maintain grants

Consistency in Data Collection = Success

Collaborative Court template/format
- Access database – split format
    - Databases accessed through Citrix application
    - Data tables housed on Court server
    - Easy accessibility to data at all times

- Access allows the court to make edits without cost/wait time via outside provider
    - New reports, fields, forms, etc.
    - Grant reporting requirements
    - New legislation
    - Tracking new challenges – i.e. COVID-19

Following Best Practices

Best practices data

Demographics, Phases, Case Management, Case/Charges Information, Court Events, Progress Reports, Assessments, Treatment information, Sanctions/Incentives, UA testing

Report capabilities in real time

Active/pending clients, weekly court reports, open bench warrants, clients assigned by case manager, phases, etc.

Weekly Court Reports

• Comprehensive, detailed report on each client's progress for case conferencing

Justice Partners All Take A Piece Of The Data

Data entry

Designated team members enter data – data responsibility varies by court

District Attorney	Case/Charge information New Referrals Court Events

Adult Probation	Probation information Weekly progress update for court

Assigned Case Manager/Clinical Staff (from various city agencies and partners)	Demographic information Assessment(s)

Justice Partners All Take a Piece Of The Data (Pt 2)

Assigned Case Manager/Clinical Staff
(from various city agencies and partners)

- Demographic information
- Assessment(s)
- Treatment information
- Phase information
- Weekly Progress Updates for court
- Graduation information
- Court Events
- Close-out

Administrative Staff

- Citations
- Arraignments
- New Referrals
- Court Events
- Close-outs

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Differences in Data That Help with Grant Funding Needs

Differences in court databases/data

- Treatment information

- Assessment tools

- Reports

- Court specific data points/forms

EXAMPLES
- Young Adult Court has a separate form for "Wellness Care Plan" – unique form to track goals/outcomes
- Drug Court – detailed Urinalysis form

- Progress Reports/Updates:
  - Each court has custom tailored weekly progress reports according to Judge/Team specifications

- Staff size/capability

Data Challenges

Establishing data responsibility – each team must agree as to who enters what

Data Entry accountability

- One Collaborative Courts database administrator/analyst for 6 different databases/teams
  - Data clean up/entry
  - Analysis
  - Database development and edits
  - Database administration
- Supervisory oversight with team data entry

Accurate data entered in a timely manner

- Missing demographic information
- Missing information regarding custody status, residential treatment wait time/entry/exit, living situation entry/during/exit
- Updated case information – dispositions, new arrests
- Client status not being updated i.e. closing a client's file, referral, etc.

Employee turnover

- Administrative staff, clinicians, and case managers change frequently

San Francisco Collaborative Court Data

- Annual Report/Annual Fact sheets
  - Distributed to city partners and agencies
  - Published on the San Francisco Superior Court website

- Specialty fact sheets and reports
  - Homelessness
  - Cost Study
  - Recidivism

- Quarterly grant reports for active BJA, JCC grants

- Quarterly/Bi-Annual for Collaborative Court teams

- Monthly data dashboards

- Miscellaneous data requests to partner and city agencies, media

Securing Grant Funding
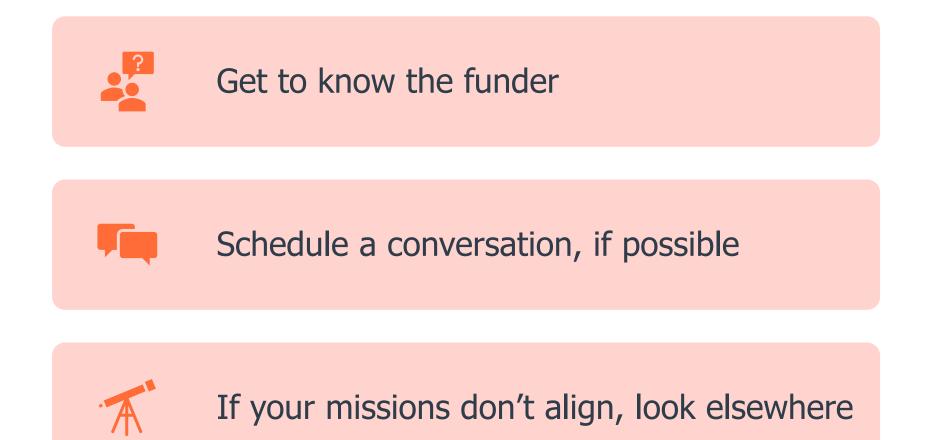
Tips for Building Strong Proposals

Katelyn Michaud

PROGRAM MANAGER, MAINE CANCER FOUNDATION

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Maine Cancer Foundation's Grantmaking Philosophy

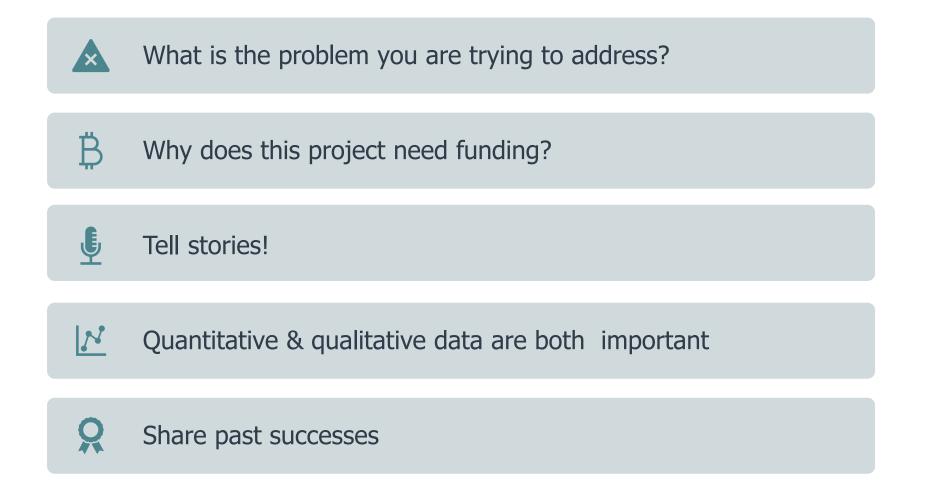**Mission:** to reduce the impact of cancer in Maine though grants and coalition-building.

Independent, fundraising foundation, not tied to state or federal government

Committed to equitable grantmaking

Do Your Research

Get to know the funder

Schedule a conversation, if possible

If your missions don't align, look elsewhere

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Demonstrate Need

What is the problem you are trying to address?

Why does this project need funding?

Tell stories!

Quantitative & qualitative data are both important

Share past successes

Show Your Unique Value

What does your organization and/or project bring to the table?

Use data to back it up

Why are you best suited to carry out the work AND which partners will help you do it?

Be Clear

Write for an audience that has never heard of your organization or your work.

Show how your request aligns with the funder's mission

Be concise:

What activities will you carry out?
Who will be served/impacted?
Who will do the work?
How will you evaluate?
What results do you expect?
How much will it cost?

Sometimes, Less is More

Your program can't be everything to everyone

Streamline your grant request

Know that what you're doing has value and be confident in that fact!

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Ask for Feedback

When a proposal doesn't move forward, respectfully ask for feedback.

It can help with future applications to the organization and to other funders as well.

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Thank you!

Katelyn Michaud

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Questions?

Disclosure of Interest

Rani Singh

- I have no relevant financial or nonfinancial relationship(s) within the products or services described, reviewed, evaluated or compared in this presentation.

Katelyn Michaud

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