

MAKING GRANTS OURS WEBINAR – CHAT BOX

LINKS

Jamboard:

<https://jamboard.google.com/d/1oOQCYkHqdl61MxEnFIYJQqnEuWBGunB6B3RVnxf8oeo/viewer?f=0>

For funders / grant-makers in attendance, here is a link to Soul Fire Farm's Equity Guidelines for Donors & Foundations... and USDA, I'll add:

<https://docs.google.com/document/d/1UU4JIR596m5r8Ai8q2CgbngXg4GNVkaLAcEJGbf5y2w/edit>

CHAT

INTRODUCTIONS

From Susan Schempf to Everyone 12:03 PM

Hey all! Raining again here in New Orleans

From Robin Kelson to Everyone 12:03 PM

Robin Kelson, AERO, Montana(!)

From Rachel Bair to Everyone 12:03 PM

Hi! Rachel Bair and Delia Baker here in Kalamazoo, Michigan. We see a beautiful sunny day in the garden outside the window.

From Alex Zipparo (they/them) to Everyone 12:03 PM

Hi everyone, I'm Alex Zipparo from Island Institute in Maine, calling from South Newcastle

From Renee Page to Everyone 12:03 PM

Renee Page, s/h, Healthy Communities of the Capital Area in Maine, welcoming some long overdue cooler temps!

From Andrew carberry (he/him) Wallace Center to Everyone 12:03 PM

Hey this is Andrew from the Wallace Center calling in from Arkansas, looking out to see what my neighbor's cat is up to

From Travis Hearn to Everyone 12:03 PM

Travis Hearn, Virginia. Cloudy but hot outside

From Margaret Christie to Everyone 12:03 PM

Margaret Christie, western MA, where it is STILL not raining.

From Ellie Bomstein (she/her) to Everyone 12:03 PM

hi friends! this is ellie from wallace center calling from DC-- looking out my window at a plum tree with a few ripe plums still hanging in there!

From Marissa Wilson to Everyone 12:04 PM

Marissa Wilson, she/her, Alaska Marine Conservation Council and I'm smoking sea salt with green alder outside my window!

From Lindsey Pratt to Everyone 12:04 PM

Lindsey from Sierra Harvest on unceded Nisenan land -- otherwise known as Nevada County, CA

From Melissa Hasart to Everyone 12:04 PM

Thank you for recording as I may need to hop off for a meeting with a new vendor. Sunny and warm with little birds in the tree outside my office window in Coos Bay, OR

From Beth Williams, she/her, Ecology Center to Everyone 12:04 PM

Hi! Beth, she/her, in Oakland, CA with the Ecology Center

From Aryn Blumenberg to Everyone 12:04 PM

Hello! Checking in with the Wallace Center from central AR!

From Kolia Souza to Everyone 12:04 PM

Hello - Kolia Souza (she/her), Michigan State University Center for Regional Food Systems. I'm looking out over my little backyard oasis on a beautiful, sunny, mild day in East Lansing, MI.

From Tiffany Cheung to Everyone 12:05 PM

Hello everyone! Tiffany Cheung (she/her) with the Center for Good Food Purchasing. It is a sunny, cloudless day in San Francisco today 🌞

From DANIEL ROSS to Everyone 12:05 PM

Daniel Ross (he/him), W MA, hi all, my daughter is belting out Olivia Newton-John songs in the background, RIP, hope she's not too loud when I come off mute

From Melony Edwards to Everyone 12:05 PM

Good day everyone, I am Melony (she/her) pronouns, new team member with the Wallace Center. Tuning in from Western Washington located in Port Townsend on the Olympic Peninsula on Coast Salish lands specifically the Klallam and Chimacum.

From Emily Lyons to Everyone 12:06 PM

Hello, Emily Lyons (she/her) Midland, MI Manager of Midland Area Farmers Market

From Hanna Schuler to Everyone 12:06 PM

Hanna Schuler (she/her), Food Justice Organizer with Coming Clean. Sunny day after a rare rainy night in San Diego, CA

From Andrew Collins-Anderson to Everyone 12:06 PM

Hi all! I'm Andrew (he/him) with the Oregon Community Food Systems Network. I'm calling from traditional Kalapuya lands (Eugene, OR). I'm enjoying watching carrot and beet sprouts grow out my window.

From Willow Aray to Everyone 12:07 PM

Hi all, Willow Aray calling in from the lands of the Cherokee Nation. My vision board is right by my desk.

From Me to Everyone 12:08 PM

So great to see everyone here! The session is being recorded and will be sent via email to all registrants and archived on the FSLN's website (<https://foodsystemsleadershipnetwork.org/>)

From Jennifer Hashley to Everyone 12:09 PM

Jennifer Hashley, she/her, New Entry Sustainable Farming project in eastern Massachusetts on colonized Pawtucket and Massa-Anchi-es-et ancestral lands. Enjoying too little rain that barely wet the dust on the ground. Rain has been a tease this season!

From A Moco Powell to Everyone 12:09 PM

TY

From Nicole Johnson to Everyone 12:09 PM

Hello Everyone! Nicole Johnson (she/her), Washington. Equity Policy Advisor at Washington State Department of Agriculture. Sitting at my home office desk.

From Daniel Horst to Everyone 12:10 PM

Hi everyone - Daniel (he/him) working on building the new equity-centered Delridge Farmers Market and culturally relevant food access programs with African Community Housing & Development (ACHD SeaTac). Calling in from Coast Salish- Duwamish territory

DISCUSSION

From CL Dukes to Everyone 12:14 PM

by race, do you mean "whiteness"?

white people?

From Marissa Wilson to Everyone 12:16 PM

Brilliant speech, how is it accessible?

From CL Dukes to Everyone 12:16 PM

if we are talking about equity, how and why does whiteness remain invisible and unstated?

From A Moco Powell to Everyone 12:17 PM

Shout out for naming how academia and their land grab institutions benefit from this inequitable system, see this a ton on the West Coast ...often they're supporting policies and political agendas that

leave out grassroots, general public, and disproportionately impacted communities esp rural, low income, and people of global majority

From CL Dukes to Everyone 12:17 PM

none is new information

From Melanie McQuinn to Everyone 12:18 PM

im white from midwest and still unable to get federal grants.

From Tracey Boulandi to Everyone 12:18 PM

Not new to me but I had to go to grad school to learn this, it's not in everyday history class

From A Mocerro Powell to Everyone 12:18 PM

Though now <mentioned entities above> are trying to check the box with “participatory” research initiatives etc

From Willow Aray to Everyone 12:18 PM

yes, of course it shows up today in grant experience and in the overall philanthropic sector.

From Milo Nicholas (they/them) to Everyone 12:18 PM

None is new. It just reminds me of how grant funding fuels scarcity complex and lateral violence in communities who compete for chump change funding

From Daniel Horst to Everyone 12:18 PM

The timelines and specific policies are new information but I had a general sense that grantmaking, like every other system in this country, was founded on white supremacist colonial settler practices

From Jess Gerrior to Everyone 12:18 PM

Somewhat familiar, but in the context of grants, I am just beginning to learn the relevance

From Ellie Bomstein (she/her) to Everyone 12:18 PM

the information is all familiar but hadn't made the direct tie to the roots of colonialism in the US to how federal grants are designed and allocated today

From Christie Balch to Everyone 12:18 PM

This history totally shows up in my experience with grants but I have not been able to articulate it clearly and so I really appreciate this opportunity. I've written USDA grants for years and really had to figure this out and am now ready to share how small food orgs can get this \$\$\$. Another thing - I have always been struck by how funders want to know how shitty it is for your clients or community and don't want an assets-based answer.

From Robin Kelson to Everyone 12:19 PM

Info is not new; I often feel like we are talking two different languages; I end up having to learn "grant speak" to get money - rather than get them to see what we see

From Susan (she/her) - Wallace Center to Everyone 12:19 PM

most resourced still getting all the resources - the leg up - while everyone else is expected to use them bootstraps

From CL Dukes to Everyone 12:19 PM

is imperialist an equivalency to colonialism? and where is the doctrine of discovery by the catholic church by a papal bull 1492 for the land grab of discovery

From A Mocerro Powell to Everyone 12:19 PM

+1 Robin on code switching or learning different lexicons to play the game

From CL Dukes to Everyone 12:20 PM

like whiteness is code switched to brown and black bodies?

From Ashley Hess to Everyone 12:20 PM

New-ish info to me, always learning more about the history. This history shows up for me in the language and confusing, unsupported systems that are difficult to navigate with paid support.

From A Mocerro Powell to Everyone 12:22 PM

I also find that a lot of the federal funding goes to larger, urban city centers (doesn't mean it's equitably distributed once there)

From CL Dukes to Everyone 12:22 PM

academia is part of the system of domination and oppression along with the government as a function of supporting the structure of systemic white supremacy ...

From A Mocerro Powell to Everyone 12:22 PM

Though if you live in smaller municipalities or rural - hard chance you'll have support or staff within your local government to help you access the funding

From Marissa Wilson to Everyone 12:24 PM

Federal grants seem to now look on the surface, through language, to be more "equitable" - but they're deeply rooted in capitalist ideals and western philosophies. In a recent USDA application I suggested to my staff that we just incorporate "workforce development" into each paragraph even though we're trying to build structures around capitalism that are rooted in shared infrastructure and gift economy. We didn't, and we weren't selected (:

From CL Dukes to Everyone 12:25 PM

nonprofits tend to be white dominant as well ...

From Milo Nicholas (they/them) to Everyone 12:27 PM

Bingo. nonprofit legal status is deeply entrenched in systems of white supremacy and grooming/molding grassroots orgs into operating in ways that align with the current status quo

From A Mocerro Powell to Everyone 12:28 PM

That's a whole webinar series in itself though - navigating 🤝 working with academics that don't just tokenize and extract from community based and led orgs and/or frontline communities

I've have my fair share of headaches, pains, and real oppression in these type of spaces

From S. Maham Rizvi, she/they (DAISA) to Everyone 12:28 PM

Yes to all these comments ^ 🙏

From Jess Gerior to Everyone 12:29 PM

Thoughts on organizations reaching out to a funder to communicate why they chose *not* to apply to them?

From A Mocerro Powell to Everyone 12:29 PM

Do you have advice for fiscally sponsored community groups and orgs? I feel this is confusing and different than those with npo status (for one example)

From Tiffany Cheung to Everyone 12:31 PM

+ to that. bc we are fiscally sponsored and we owe them a % fee of incoming grants (and they're capped at a certain % of indirect costs), we will never be fully reimbursed for the true cost of our project with federal funds

From DANIEL ROSS to Everyone 12:32 PM

Good idea to reach out to funders to let them know why you didn't apply, if you have the time. Sometimes they listen (often they don't).

From Ellie Bomstein (she/her) to Everyone 12:32 PM

another thing to keep in mind about the timeline is lots of federal grants are fairly predictable in when they're released so applicants can start getting ready before the RFA comes out!

From Christie Balch to Everyone 12:32 PM

to give funders feedback you could post to <https://grantadvisor.org/>

From A Mocerro Powell to Everyone 12:34 PM

Can you elaborate more on that point @Ellie (and if someone could grab for notes to registrants? Sadly I have to hop off for another meeting)

Thanks for having this conversation and webinar

From Ellie Bomstein (she/her) to Everyone 12:35 PM

definitely-- feel free to shoot me an email if you'd like ellie.bomstein@winrock.org. but in general, for example, LFPP and FMPP tend to open up in the spring with a May or June deadline and the application is usually pretty similar year over year

From Renee Page to Everyone 12:36 PM

I think all funders (public and philanthropic) need to recognize and respond appropriately to overall rising costs of doing this work. I can't think of a grant program that has increased its funding threshold. For example, our organization receives a Drug Free Communities grant (formerly SAMHSA, now US CDC). It is a \$125K grant per year and has been since the program's inception in 1998! The grant amount has NEVER increased. So we're expected to do the same work at current wages, org fixed costs, etc. Often when grant programs expand, they just offer more grants, they don't increase the amount of the grants.

From Me to Everyone 12:36 PM

<https://jamboard.google.com/d/1oOQCyKHqDL61MxEnFIYJQqEuWBGunB6B3RVnxf8oeo/viewer?f=0>

From Lindsey Pratt to Everyone 12:37 PM

totally agree Renee

From Melissa Hasart to Everyone 12:38 PM

Thank you for all the information. Sorry, I need to hop off for a vendor meeting. Thank you again for recording and sending the slides.

From Melony | Wallace Center | she/her to Everyone 12:41 PM

I would recommend that if you have capacity to do so, before applying for USDA funding – try to be a grant reviewer to gain understanding of the process and you will learn a lot from reading other people's proposals and how they frame their work.

From Christie Balch to Everyone 12:42 PM

+1 Melony - and oftentimes they are paid opportunities (not a ton, but something!)

From Ellie Bomstein (she/her) to Everyone 12:42 PM

plus it can be super powerful to have community minded and equity oriented reviewers-- they have a lot of power in how the grant funding is allocated!

From DANIEL ROSS to Everyone 12:49 PM

Fiscal sponsorship can be a great choice for younger organizations, or even longer-term, to avoid building up financial personnel. But you need to make sure sponsor is an org that you trust, will be responsive to your needs, is helping you grow. And in the grant proposals, highlight the primary organization's experiences and strengths to make sure funder doesn't assume lack of knowledge/expertise in the work, explain how your relationship works in the personnel/org capacity section.

From Susan (she/her) - Wallace Center to Everyone 12:50 PM

+1 daniel. many well established, well known food systems orgs have fiscal sponsors!

From Me to Everyone 12:51 PM

For funders / grant-makers in attendance, here is a link to Soul Fire Farm's Equity Guidelines for Donors & Foundations... and USDA, I'll add:

<https://docs.google.com/document/d/1UU4JIR596m5r8Ai8q2CgbngXg4GNVkaALAcEJGbf5y2w/edit>

From Lindsey Pratt to Everyone 12:53 PM

would love to know more about writing in equitable pay / benefits in to grants

From Rita Ordonez to Everyone 12:54 PM

short timelines, ridiculous outcome requirements

From Emily Lyons to Everyone 12:54 PM

We are ready to formal move a 70+ y/o Market and build a new location. We have always used local foundations in the past and now we need to ask for funding outside of our county.

From Ashley Hess to Everyone 12:55 PM

great resource for living wage by county: <https://livingwage.mit.edu/>

From S. Maham Rizvi, she/they (DAISA) to Everyone 12:56 PM

Thank you, Ashley, for that resource share.

From Susan (she/her) - Wallace Center to Everyone 12:56 PM

you can also include honoraria and stipends for program participants - we have done this successfully in USDA grants under "other direct costs"

From Ashley Hess to Everyone 12:57 PM

I'd love to know if anyone is familiar with work groups or cohorts for active recipients of federal grants to help trouble shoot reporting, budgeting and applying challenges?

From Daniel Horst to Everyone 12:58 PM

One thing we've been pushing for at ACHD is shifting reporting requirements for food access programs away from purely quantitative reporting on lbs of food, meals served, etc and instead to seek qualitative responses to short form questionnaires, to better ascertain sentiments on and barriers to culturally relevant food access, in our case for the African Diaspora community. We've had varying levels of success and consensus on the importance of this from funders. Curious if anyone else has had success in moving away from purely quantitative reporting requirements?

From Robin Kelson to Everyone 12:58 PM

have to jump off. THANK YOU!!!!!!

From Amy Kincaid to Everyone 01:00 PM

Best help, I honestly think, is workign with someone who's been thru it before. These things are CHALLENGING.

It takes weeks to put these things together. But the grants themselves do not cover this kind of help and support.

From Lovepreet Kaur to Everyone 01:00 PM

They've also started doing webinars explaining requirements and breaking them down. It might be helpful to join them when available.

From Amy Kincaid to Everyone 01:01 PM

Inaccessible by desing.

you're not crazy. they are! lol

From Jennifer Hashley to Everyone 01:01 PM

Have to hop off but super helpful, thank you!

From Amy Kincaid to Everyone 01:01 PM

Do all the registrations now even before you see an rfp to go for.

From Marissa Wilson to Everyone 01:01 PM

I also have to go, thank you for holding this space

From Andrew carberry (he/him) Wallace Center to Everyone 01:01 PM

@Daniel Horst- we have tried some things around more qualitative reporting, one that has worked is including 'value creation stories' as part of our evaluation plan. They are short interviews or narratives from program participants that share their perspective on the experience.

From Milo Nicholas (they/them) to Everyone 01:02 PM

Leveraging white fragility has been helpful in my own work, connecting with funders and saying "I don't understand what this means or is asking" forces them to sit with themselves and their own intent. Often, they can reframe for you can give a breakdown.... and if they don't.... well, then you know you more than likely don't want to work with them anyway

From Lori Tsuruda to Everyone 01:04 PM

Can someone speak to the infrastructure of managing federal grants once one's organization is awarded it. We have avoided federal grants since we don't have the staffing and expertise/capacity to manage reimbursements and financial reporting. Likewise, we don't even apply for grants less than \$10,000 if they have complicated management/reporting issues since we'll waste 10-20 total hours on those unless someone shows us how to record expenses in QuickBooks that will enable us to generate required reports in order to be paid.

From Susan (she/her) - Wallace Center to Everyone 01:07 PM

you can include a subcontract/subaward for capacity support

From Daniel Horst to Everyone 01:07 PM

@Andrew thank you for sharing, great ideas

From Amy Kincaid to Everyone 01:08 PM

Specific Q related: do you (daisa w clients and wallace) do you all put a finance officer in the budget in a personnel line —because this would be additional capacity nec to do this grant project — or do you not mention and presume it is under the indirectw (10%)

or contractor for additional accounting, grants compliance capacity?

From Shoko Kumagai to Everyone 01:08 PM

The federal grant also has specific audit requirements based on the award amount i.e. 750K or more that require annual Single Audit.

From Molly Notarianni (Farmers Market Fund) she/her to Everyone 01:08 PM

In addition to the challenges of pretty rigorous financial management, if you distribute more than \$750K of any federal funds in one year (via one grant or across multiple grants), you need to conduct a federal single audit of grant funds. I did not know this and wish I had just written my grant budgets a little differently to prevent the audit.

From Renee Page to Everyone 01:09 PM

@AmyKincaid We budget for all staff, including program staff, ED, and finance admin under personnel, not part of indirect

From Amy Kincaid to Everyone 01:09 PM

thx, renee

From DANIEL ROSS to Everyone 01:09 PM

@Amy - can build some of the management into program staff/personnel + indirect.

From Amy Kincaid to Everyone 01:10 PM

good pt, daniel. thx

From Susan (she/her) - Wallace Center to Everyone 01:10 PM

@Amy - yes, we have done that. Different funders have different definitions of indirect - sometimes worth asking

From Amy Kincaid to Everyone 01:10 PM

Susan my <3 do not even get me started on that topic. ahaha

From Renee Page to Everyone 01:10 PM

@Amy, but of course this is a major issue going back to my previous comment about flat funding year after year. VERY difficult to maintain living/competitive wages and benefits

From Tiffany Cheung to Everyone 01:11 PM

++

From Susan (she/her) - Wallace Center to Everyone 01:11 PM

We would love to host something like that if we could find the funding and partners to help us do it!

From Amy Kincaid to Everyone 01:11 PM

And resources for program design/grantwriting!

From Renee Page to Everyone 01:12 PM

Resources = funds too. if they want orgs to have all this expertise from program staff to grant management, fund it

From Lori Tsuruda to Everyone 01:13 PM

@Shoko Ty

From Julius Buzzard to Everyone 01:19 PM

Are you in Midland?

That's my home town.

From Susan (she/her) - Wallace Center to Everyone 01:19 PM

Infrastructure can be tough to raise federal funds for. Keep an eye out for new 'supply chain infrastructure' grants that will likely be rolled out later this year from USDA-AMS

From Julius Buzzard to Everyone 01:20 PM

We run the markets in a Ypsi and I'd love to connect. julius@growinghope.net

From Amy Kincaid to Everyone 01:20 PM

penguins

From Milo Nicholas (they/them) to Everyone 01:21 PM

Re: the "building relationships with funders" bullet on one of the slides. I'm curious how this has gone for folks- especially with the palpable tensions that exist within power dynamics

From Emily Lyons to Everyone 01:21 PM

@susan- Thank you!

From Renee Page to Everyone 01:24 PM

in communities

the local level at least)