

**FOC ad hoc grants strategy committee meeting January 30, 1 p.m. at Moscow Chamber of Commerce (Kyran and Annette in person, Rick, Nils and Lynne via Zoom)**

**Purpose of meeting:** To understand how FOC is doing with regard to grant application process and how board members can be equipped to “jump in.”

**Outcomes:** 1) Agreement on **filing system**, with Krystal (with help from Annette and Kyran) making relevant documents accessible via board-only section of website, 2) Proposal to have board (perhaps including Chris N.) develop **screening questions for potential corporate funders**, 3) General recognition that **donor cultivation is far more complex, reliable and urgent** than focus on applying for grants.

**Next steps:** 1) **Kyran to be “orchestrating” grant application process**, asking Krystal to help build potential funder list with info about what’s possible/promising/needed. 2) We urgently need **functional communications “pieces”** like postcard/maps so Kyran can get on the road/meet with potential funders; we are not in a position to wait for “Linwood’s initiative” to be fully developed. 3) **Plan a next meeting to discuss donor cultivation strategy, as donors are the fastest and most reliable way to get money in the door. Need better plan for how Kyran can “get in front of” potential donors.**

**Notes**

**Check-in:** As desired outcome of meeting, participants primarily expressed wishes to: 1) Have a forum for asking questions about fundraising strategy, 2) Formalize a process for working on grants.

**Background on major applications to date:** Kyran described the process of applying for the non-compete \$75K “Thriving Communities” grant from Philanthropy Northwest. This had been a connection through Julian and Rich and involved creating a sam.gov account, but of course the funding landscape is greatly changed now. Kyran mentioned not having a good printout from this application but said he would post the Murdock first-round submission to the board-only part of the website as a resource for further applications.

**Current applications:** There was consensus that Kyran needs to serve as the “gatekeeper” for initiating applications and have others support him with the writing (as most of his bandwidth needs to go toward donor cultivation).

We are currently at a disadvantage for many grants because we are not very far along with specificity of projects. Nils is considering an application to Avista, not due until Oct. 1. Lynne described the LOI she’s working on as having a climate/environmental focus. Kyran mentioned on small-group work on Murdock and his current work on Innovia, which has a

“community/conservation economy” focus. It would be desirable to submit an Idaho County application for this one (via salmon initiative), but since we don’t have current partnerships (except Tribes), it’s hard to know how to “spin” it. We are currently positioning ourselves to find partners.

Nils emphasized that we need the one-pager and the postcard asap because some applications require very concise information. He also reminded us to stay away from grants that depend on other grants and instead seek out stand-alone pieces. Nils is currently looking at ICCU (support for community outreach/new member acquisition [highway cleanup project] to request funding for staff, travel, and physical resources to help us build “street cred”; he has also been looking at Smith-Barbieri for support of staff/travel/GIS [note: S-B has now temporarily paused grants process].

**Filing system/accessibility:** The group agreed to use the board-only section of the website for relevant documents, to be managed by Krystal (minutes are already there and can be consulted easily). By-laws and four-pager should all be there, plus spreadsheets of potential donors/partners (password-protected) as well as potential funders (described as the “usual suspects” plus Kyran’s additions, to be sorted by deadline but also with indication of which are highest priority/most attractive). Documents to be uploaded also include LOI’s currently in process and recently submitted requests to Murdock, Paul Allen, Temper of the Times.

**Open questions:** Are there some funders that we are not eligible for but could become eligible for? Campion, for example: is by invitation only, need to find someone with business or issue connection, need to get their attention on us. Rick emphasized that we need clarity about what kind of assistance is needed – for example, staff from Idaho Community Foundation might be able to help us “get in front of” more people – in other words, serve as outside advisors.