

FINISHED FILE
MCN
MAY 22, 2020
10:00 A.M. CST

Services Provided By:

Caption First, Inc.
P.O Box 3066
Monument, CO 80132
1-877-825-5234
+001-719-481-9835
Www.captionfirst.com

This text, document, or file is based on live transcription. Communication Access Realtime Translation (CART), captioning, and/or live transcription are provided in order to facilitate communication accessibility and may not be a totally verbatim record of the proceedings. This text, document or file is not to be distributed or used in any way that may violate copyright law.

>> SONDRRA REIS: Good morning, everyone. This is Sondra Reis. I am the director of e-learning for the Minnesota Nonprofits. We are glad that you have joined us for this event this morning. Welcome to Minnesota Foundation's 2020, our special edition GrantSeeking and management and disruption, featuring my colleagues Kari Aanestad, Terri Allred, Grace Fogland and Jon Pratt. I want to call your attention to the tools we will be using today to help you engage in this session. To use these tools I invite you now to scroll to the bottom of your screen and there you are going to see a toolbar that I have also captured for you underneath No. 2. So scroll to the bottom of your screen and then on the toolbar I invite you to click on both the chat and Q and A. And then we -- you will want to have those tools available to you throughout the session. You are going to see another tool that's not pictured on this slide and that is the realtime captioning tool that's closed caption on it, CC. So if you click on that, and then go to show subtitle you will also see the live captioning for this event. We are also live

captioning at a URL that I will put in the chat momentarily. That's two different ways that you can participate and view those captions as they come through.

If you have any technical issues during this event in the lower right-hand corner go ahead and let me know via private chat by selecting all panelists. We do encourage you as you chat throughout the session to let everyone know. In the chat bar you will see two options, you can chat just the panelists and those of you who are seeking during the session and you can do it to all panelists and attendees. If you have realtime knowledge to share go ahead and share it to all attendees. If you have questions for our panelists today we are going to ask those questions using the Q and A tab. You can use that tool as you see pictured here, you can send us questions about what's going on or about specific foundations. If you send us questions about specific foundations we are going to handle those via text. And so that's why it is so important to use that tool. Whichever panelist is talking about the foundation that you have questions about, we can go ahead and answer those in this Q and A tool via text. If it is a more global question we will answer that at the end. If there is a question that you like there is ways to give a thumbs up.

And so with those announcements, I am going to turn it over to my colleague, Kari Aanestad.

>> KARI AANESTAD: Thank you, Sondra. And good morning, everyone. And welcome to Minnesota Foundations 2020, our special edition. I wanted to start by offering a word of thanks to you all. In one minute you are going to see a couple of silly memes. So COVID-19 has presented a public health crisis to us, our families, our coworkers, our Nonprofits and communities. And Nonprofit organizations like the ones that you represent are key groups that are at the front lines. Whether you are in health care or human services or arts organizations, you are providing essential community services for Minnesota's communities. And you have probably faced some significant disruptions over the past eight weeks and not only that, but you as grant writers or people involved in Grantwriting are under unique pressures. There will be some magical thinking that maybe grant funding will solve some of our financial woes. I want to say a word of thanks, that we recognize and see the hard work that you are doing and on behalf of all Minnesotans thank you for your hard work.

Reach out to the next slide, there. There is the -- you can see all the funny memes. You write a grant on building a report and you don't talk to other humans for a couple of days. Silly. Why are we all here today? This is a screen shot from a different webinar that happened about a week ago. A thousand grant writers came together and said what are their greatest concerns. No. 1 is grant makers are shifting their priorities. And everyone is sort of trying to respond in crisis, it is even harder. The goal of today's event is to get you the latest information both about potentially new funding

opportunities and also shifts in process or protocols or priorities. We've also seen that there is some reduction in grant funding already. Maybe some of you saw the impact report that MCN released about two weeks ago. And we are currently doing a second round survey. If you are an executive director or finance professional look for an e-mail from us yesterday inviting you to participate.

About 20% of people are seeing reductions in grant funding and 30% are expecting to see a reduction in the next few months. So there is apprehension around this topic. We are in it together. So today's presentation is going to be divided in to two parts which you can see on the next slide. So we are going to spend about an hour with a panel sharing latest information based on about 30 of the top grant makers both private foundations and State Departments, and offering tips and tricks for how to work together. And then we are going to spend the last about 30 minutes talking about Grantwriting and Grants Management and disruption.

So this is going to be a brief presentation that's crowdsourced knowledge. It is based on merging observations of MCN staff and webinars from across the country and insights from you all. We have gathered all those tips and tricks. And we will be sharing those out. So just to echo what Sondra said earlier, guidelines for this event, please feel free to introduce yourselves in the chat. It is helpful to know who else is in the virtual room. And the spirit of this event is to be information generous. Our panelists have done research and bring expertise and insight and you have insight in to the people we are talking about. Encourage you to share or supplement anything that you know or want to -- you think that others would benefit from knowing.

Finally the content is going to go pretty fast. So be prepared to take notes. Our panelists are going to pause for a few seconds when we advance slides and it gives you a chance to settle to hear about the next funder and it will go fast. If you do miss something, it is going to be recorded. You can always come back.

I want to highlight a couple of free resources. So Special Edition Grants Directory, Grace Fogland who is one of our panelists here has been our key hero on getting the 5.0 version of this directory. So we have offered five different updates to this document and released it on Wednesday. It is available online and you can access it. Our impact report is available online. And then, of course, GrantAdvisor.org it is helpful for understanding other people's experiences with these funders or getting something off your chest.

A quick promotion of a few upcoming events. We are going to be offering an intermediate Grantwriting virtual workshop in June which is an opportunity to get peer feedback and really dive in to actual cases. We have an evaluation for grant seekers event coming up also in June. And then finally ACTCon which is the blend of our communications technology

conference and fundraising will be happening now in September and virtually. We are keeping you safe and socially distanced.

We can jump to the next slide. So those are those paid events that we just mentioned. And then the next one, so we are going to be covering about 30 funders today, most of them are in our Special Edition Grants Directory but we are not covering a lot who are in the directory. This is a brief list of everyone else who we are not talking about today. It gives you a sense of the other opportunities that are available in that directory. And really encourage you to check that out if you haven't already.

And before I turn it over to the panelists I just want to do a big tip of the hat to all of the Minnesota funders who have contributed to the Minnesota Disaster Recovery Fund which is a pooled fund that was launched and is coordinated by the Minnesota Council on Foundations. We will hear more about them during the presentation. But they have been able to raise over a 11 million dollars and granted out 6 million in to the community. Incredible quick response and mobilize this fund and a special word of gratitude for the advising committee that is working hard and hundreds of hours to review proposals and make sure they get funds out to the community. We are in this opportunity and we can't do this together.

Without further ado, it is my honor to introduce today's panelists. So I am going to be joined by Terri Allred who is our Greater Minnesota and Southeast coordinator; Grace Fogland, Jon Pratt who is MCN's executive director. We are going to turn our attention to the Blandin Foundation with Terri.

>> TERRI ALLRED: Hi everyone. So I spoke with Sonya Merrill at the Blandin Foundation and just to give you a reminder about the Blandin Foundation, it is one of only a handful of private foundations in the U.S. entirely committed to rural grant making. They serve rural communities with a population of 35,000 or less and 70% of their grant making goes toward Itaska County. Also want to take a moment to congratulate them on the hiring of their new president and CEO Talia Palmer. Their first grant of the COVID-19 was to the Minnesota Disaster Fund. Because of their commitment to Leach Lake Nation they also made emergency grants of \$50,000 to all rural native nations. So far to date their entire giving has been 2.5 million dollars with 1.7 million of that going to the Nonprofits in Itaska County.

The Blandin Foundation is not a disaster relief organization. And they have mobilized so much already outside of their normal giving. Sonya is not sure they are going to be making any more grants. She said if they did it would be to the organizations run by and serving by pop communities. She said people are free to contact them through their online portal and to send an inquiry with everyone working from home right now, that's the best way to reach them. You can find that portal on their website. They review every single query weekly and they respond to every one. That's the best

way to seek information about compatibility in the future.

>> GRACE FOGLAND: The BlueCross and BlueShield Foundation, they have three program officers on the staff and I spoke to Bilal Alkatout. It focuses on like food and security, housing and security, childhood care and education are areas that are being hit particularly hard during there pandemic. Told me that BlueCross/BlueShield has approached their response, a broad one directed towards the whole state through investing in the Minnesota Disaster Relief Fund and Headwater Foundation for Justice. And the other way being more focused as shown through their changes in criteria and eligibility for their regular early childhood fund grant opportunity since things obviously look much differently now than they have. Obligations have closed and recipients will be announced in early June for this early childhood fund grant opportunity. Blue Cross/Blue Shield has also opened a response fund within the first couple of weeks of \$750,000. Bilal Alkatout told me that initially they had anticipated it being a multi-round funding opportunity, but quickly learned that the need far exceeded available funds. They received over \$4 million in requests after that first week and a half and had to close it after one round. They still have \$250,000 of recovery funds left.

They are aiming to distribute these funds in September and it will not be an open process. Folks can reach out to Bilal Alkatout via e-mail which you can see on your screens. Something he would like me to note to all of you is that Blue Cross/Blue Shield is not a responsive funder. They are traditionally more long-term focused on structural and systemic changes. So this response in funding is new to them. However, he wants me to assure everyone they work diligently to continue strategizing around ways to partner with the community, prioritizing the most vulnerable communities. On to the next foundation.

>> JON PRATT: Hey. Good morning, everyone. I spoke with Brian and he is one of the three CEOs and trustees of the Otto Bremer Trust and many people have followed that Otto Bremer Trust announced a \$50 million emergency fund and they are doing this through an LLC they created last year. There is a link at their website. Drawing your attention, there is a bar at the top of their website which will directly take you there. They are continuing the regular grant making. So Bremer funds about \$50 million a year in four states. And then the emergency fund is perhaps an additional 50 million dollars for loans and/or grants. So the regular grant making will continue in the same way. So there will be no changes there. Same deadlines and criteria and same level of rigor and financial commitment and they are continuing to grow.

And then for the emergency fund, actually for the first time a Minnesota funder put out a PSA letting the public know about it, that's -- there is a 30 second public service announcement available online and also aired on WCCO in Care 11. So the emergency fund is set up to help Otto Bremer

Trust communities provide more than just grants. So this -- they have an application process. It is intended as an emergency loan but also could be -- you could request it to receive it as a grant.

The first step in the application process is to submit an initial inquiry. So this is that first part, that set of questions asking you to report what services of your organization are in jeopardy, what funding has changed that affects this. How has COVID-19 affected your organization's finances. And if you receive an emergency loan, what resources would you use to repay it. And several other questions about your finances and your organization.

If you are already an Otto Bremer trustee that doesn't count against you. You can go ahead and apply. They decided that the staffing, sort of the decision making and staffing will be by the three trustees plus finance staff at the foundation. This will not be the regular program officers that you would deal with at the Otto Bremer Trust. They see this as evolving in three phases. First, the true emergency financial assistance. So not intended to be strategic. Not trauma informed. Not philanthropy. Purely responsive. But basically 100% is your organization in a financial crisis, how would you use these funds.

Then a second phase that would be sort of continuing but a little bit more looking at sort of the financial future of the organization. And then finally, a third phase which would be rebuilding, sort of recovery phase. And somewhat similar to the MCF's disaster recovery fund which is starting to look at what does the recovery phase look like. How will the world be different. If anyone who has submitted requests through this fund it would be great if you could chat in any comments. It appears that there -- you do -- you are assigned sort of an acknowledgement number, but there may not be much interaction afterward. They anticipate being overwhelmed and not being able to respond to everyone. But they will sort of follow up with people who they decide to make the next cut. So not clear exactly how that process would work and if anyone has experience with that, so far would be good to hear that. So it is still new.

Although they announced this on March 17th, so very early in this whole disaster response but it is still a work-in-progress. So we will be sort of following up with them and trying to get more information. And here is a comment, we applied to OBT and just this week received 25% of what they requested. And I'm not sure if that person was responding about the emergency fund or Otto Bremer, the regular trust. Yes, the emergency fund. Great.

Okay. And next is the Bush Foundation. The Bush Foundation is \$40 million a year grants and fellowships in three states, Minnesota, North Dakota and South Dakota and native nations. Changes they have made, they will sort of continue their focus on innovation and the -- their regular grant making. They canceled the Bush prize for community innovation which is the larger amounts up to \$500,000 or 25% of your budget and

redirected that to the MCF's disaster recovery fund. They are making a number of other changes including the canceled Bush Con for 2020. Will reschedule in to 2021 and this would have been October 5th. This is an event they hold every two years. And they will sort of continue to work with sort of artists and creatives who have been a part of that event to make sure that they sort of retain some business and support. They expect an incoming round of applicants for event sponsorships will be more for online events. They are very comfortable for that and they allowed event sponsorship folks to shift whatever they are doing and have encouraged people to contact program officers about flexibility on reporting and use of funds of current grant making. The -- and I think -- Bush overall is content neutral in their supportive innovation and leadership. They don't see necessarily the crisis as sort of requiring a wholesale shift. They wanted to be part of the disaster recovery fund. But their overall grant making approach will continue to be relevant, although they anticipate that people will be sort of adapting to this new situation and that they will be hearing about it. They encourage anyone who is interested in funding sort of their regular advice is and their staff have been rated as very accessible to contact people and have a phone conversation.

So next we will go to Greater Twin Cities United Way and Kari.

>> KARI AANESTAD: Thanks, Jon. I am seeing some great comments coming in to chat. Before you send it make sure that's going to all panelists and attendees. We want to make sure that everyone is getting to see this great information.

All right. So the Greater Twin Cities United Way made about \$54 million in grants in 2018, largely to Nonprofit organizations based in the Southern County Twin Cities metro area. I had a chance to speak to Ann Soto and she is leading the special projects team during nonCOVID-19 times under the community impact umbrella. She is one of two teams. There is community impact that's more general operating, three-year grants and two teams that did more special projects. Olivia Jefferson is the director. She is one team and Olivia is the other one. Ann is the other one. Olivia is the best point of contact for COVID response funding. In mid March they launched a recovery fund and they were able to fundraise from the community to be able to make three rounds of grants. So so far with three rounds of funding since mid March they have gotten \$1.2 million of grants for COVID-19 relief efforts to 110 organizations.

So the first one focused on emergency shelter and food. The second one was on early childcare providers. And those first two rounds of funding that was closed to existing grantees. So they were able to get funds out within two weeks because they were looking at people who had already had a funding relationship with.

The third round they defined it kind of priority around an immediate list of needs. So food, shelter, direct financial assistance and benefits navigation

and medical equipment. That third round went to about half the people who were funded by the United Way and half who were not. They are planning a round four that's going to be focused on stabilization and kind of recovery. And organizations should sign up on their website to be notified for any notices about funding opportunities. They are expecting that this information is going to come up probably around the end of the summer. They do use an online grant application form for this COVID 19 responsive grant making and for any of you who are emotionally scarred from the 1819 form, the good news they completely redesigned and they heard feedback from the community, but that online form was quite cumbersome and a barrier for some groups. They will only be asking for information that needs to make fair and smart decisions.

Overall they continue to have a focus on race and socioeconomic status and trying to disrupt inequity. And they have been prioritizing organizations who serve high numbers of black and indigenous and people of color and individuals who experience poverty, elderly populations and then individuals supporting health vulnerable groups and being defined by the Center for Disease Control.

Last kind of point that's interesting so there is mention that they are partnering with United Ways across Minnesota, both around their 211 hotline. So they are aggregating kind of calls that are coming in from across the state and using that data to inform the focus of each round of their grant making. So looking at themes, what kind of crisis are people facing and how are they using this hotline. And then also they have been working with some corporations who are based in Minnesota but maybe have a geographic presence in a community in greater Minnesota and then working to subgrant to United Ways based in those communities.

Tends to be metro focused through some of these corporate partnerships they are regranting to the United Ways in greater Minnesota. So more information probably coming out later this summer. And now we are going to turn to look at Headwaters Foundation for Justice which is page 18 of the directory and Terri.

>> TERRI ALLRED: Thank you. So just a reminder Headwaters Foundation for Justice has a participatory grant making program and they prioritized community organizing that is led by black people, indigenous people and people of color and sometimes abbreviated as BIPOC communities. When COVID-19 struck in March they set up the Communities First Fund and began fundraising for it. Within the first day they raised half of their one million dollar goal. And now they have surpassed that goal. The Communities First Fund applicants have been anticipated on a rolling basis but it is invitation only to apply for that grant. So far Headwaters has awarded 55 grants and the total amount awarded is \$770,000. The grants were made to organizations that support healing, solidarity and mutual aid. The organizations who help people build power

and organize around systems change, and organizations who strengthen organizational and community capacities to be their most resilient and creative. And so that's what we know about the Headwaters Foundation for Justice right now. And now over to Jon to talk about the McKnight Foundation.

>> JON PRATT: Thanks, Terri. So McKnight, \$90 million a year funder, Minnesota's second largest foundation is going through some changes. They just adapted a new strategic framework. They have position openings. They are looking for a new president and also for a vice-president, vibrant and equitable communities, program director I should say. The -- they have made several responses to the COVID-19 including certainly going all virtual as a virtual office. They were a major contributor to the disaster relief fund. They also made a \$100,000 grant to the Headwaters Foundation for Justice in support of the Communities First Fund and made a grant of \$50,000 to the Minnesota homeless fund for sort of direct relief to individuals.

They also supported the Spring Board for the Arts personal emergency relief fund. And this is sort of a new response both in the disaster recovery fund that some of the intermediary grantees are supporting individuals and also in the case of Spring Board for the Arts, supporting individual artists. And also made a grant to the intercultural relationship group. They also signed on a statement with the Asian Americans in philanthropy, against the Xenophobia, directed against the Asian American community. They approved an automatic three-month extension on all grant reports. And one of their part of their strategic framework which is still sort of evolving is sort of more statewide access, perhaps more availability for Nonprofits in greater Minnesota than was sort of the case in the past. Next up is the Minneapolis Foundation.

>> KARI AANESTAD: Thanks. So the Minneapolis Foundation provided \$69 million in grants in 2018 to Nonprofit organizations and that happened through a couple of different channels. I am going to talk about two of them today. So one channel is donors who work with the foundation to manage their charitable giving through endowed funds or donor advised funds and that's through the philanthropic services team. In 2018 grants going out to nonprofits accounted for 70% of the grants that went out total from the foundation. It is a significant source of their charitable giving. And then the other channels, the community impact team that oversees those open competitive grant making opportunities that go through defined strategic priority areas and then sometimes through hybrid initiatives such as the One Minneapolis Fund. Donors can contribute to that fund but the community foundation impact team staff oversees kind of the process for how those funds are distributed out to Nonprofit organizations.

So the community impact team on this side intends to focus on the seven county metro area but donor advise funds can really go to Minnesota or

beyond. Because it is really the advising of the donors who are working with the foundation to do their own charitable giving. So I looked quickly at their list of 2017 grantees, about one in five grants actually went outside of Minnesota, to Massachusetts and kind of all over. Because the name is Minneapolis Foundation and if you are not in Minneapolis don't write them off. I talked to Joanne Stately who is a director of impact strategy focused on economic vitality and Patrice Realford and we talked about the One Minneapolis Fund and donors can contribute and they help decide who they being the community impact staff helps decide how the Nonprofit organizations can apply and receive those funds. And that fund has been a primary vehicle through which the foundation has done grant making in response to COVID-19. And it is different from the Minnesota helps fund that deals with more disasters.

The One Minneapolis Fund originally was designed to address emerging issues and kind of help expand the foundation's work to advance racial and social and economic inequity. The first round was looking at housing and now they have pivoted and it is more COVID. So far in the COVID era they have completed three rounds of funding. The focus on these rounds was on basic needs and lost employment. And a round four is not yet scheduled but a committee is meeting in June to propose some sort of direction. And Joanne who wrote the next round of COVID response is moving away from initial emergency and basic need response. And we will be looking at what recovery looks like in the next 12 to 18 months. Sign up for their mailing list at their website and the link is on the slide. If a round four is made in the coming months Patrice Realford is a great contact. Get a sense whether your organization is a good firm.

The best way to share information about what organizations are experiencing is sometimes they solicit feedback through surveys. So be sure to participate in those surveys if asked to. They also sometimes host grantee convenings or community convenings which is another great way of building relationships with the foundation staff. And then you are encouraged to e-mail community impact team members like Joanne and Patrice. They are very accessible. They are doing some program related investments but working with CDFIs, NBC on lending. They are not in the business of issuing loan capital to Nonprofits but they are working with other groups to make that possible.

So that's kind of the One Minneapolis Fund, the community impact side. I also spoke to Stef Donnelly who is a philanthropic advisor and she had some great trends to share that she has seen emerge among the donor advise fund. One theme that she seen with kind of donors who are using Minneapolis to do their charitable giving is some donors are accelerating their gifts right now and she gave the example. If I give to Second Harvest Heartland in December I might actually make my gift now. And the foundation doesn't know if just because they are seeing these gifts come in

early if that means it is replacing the money that would have come in December or if it is actually an increase in payout, people are deciding to give more. It is yet to be seen, but either way the good news is that dollars are getting out in to the community now.

And she also is seeing donors doubling gifts or making extra. The stock market was performing well and benefitted a lot of the portfolios. She was seeing a lot of checks getting cut from the foundation, in the memo line that said extra gift or contribution. Folks who tend to have a particular focus area and be more limited in scope are starting to broaden that. She has seen memos on checks or letters say things to keep people fed and really trying help, be responsive to the community.

So typically in March and April it is a slower month for the Minneapolis Foundation because people are usually working with tax advisors and already done their year-end contributions for the previous year, but what they saw this past March was unprecedented. That's the buzz word of the year. They put out more grants in March this year than they have in any March ever in the foundation's history. So they usually put out about \$100,000 a month. This past March they put out \$11 million. I asked her what do you foresee happening over the next nine months. What does the future hold. A lot of new charitable assets are being created now. It is the current ones being deployed. Tweaks, she has seen a resurgence in broader discipline of charitable tools. There is some low interest rates happening, maybe assets depreciating in value. If you are not doing Grantwriting but more on the individual giving side, how funders might do donor giving decision making might be changing given the stock market and tax environment and then -- it is a public health crisis. Donors are thinking about our lives a little bit differently. Increased attention and focus to estate planning and plan givings.

Subtle undertone but we all want to make sure that our affairs are in order just in case the worst could happen. So she says as kind of a parting word of wisdom, in times where it is not as dire get to know the philanthropic services team. So if she has a donor who approaches her and says I am looking to support libraries Stef can go to her other team members and say who is who in your library, who is a strong Nonprofit organization who does library services. They do function as a bridge between donors and Nonprofit organizations and will sometimes help facilitate a site visit being scheduled. And she encouraged to get on their mailing list. That's another great way to build that relationship. And with that I will turn it over to Grace who is going to talk about the Minnesota Disaster Recovery Fund on page 26.

>> GRACE FOGLAND: Thank you, Kari. So I spoke with Catina Mortenson, the Minnesota Council, their work centers around supporting and uplifting the philanthropic community. In March the Minnesota Council on Foundations in partnership with the St. Paul & Minnesota Foundation created

the Minnesota Disaster Recovery Fund. Said that the Minnesota Council on Foundations was well positioned as a membership org to mobilize funder response and allow the dollars to be available quickly. To date 11 million has been raised and regranted funds to Nonprofits focused on immediate relief. I know there has been some confusion around this process.

So first off, intermediaries are organizations that have a proven history and capacity of supporting multiple Nonprofit organizations. An example includes but not limited to community foundations, Minnesota initiative foundations, tribal nations, coalitions, associations or technical assistance providers. Intermediaries apply to the fund where an advisor committee which is made up of a variety of different folks from different sectors, so Nonprofits, state foundation and that advisory committee provides recommendations on where and to whom funds should go and they help kind of review those applications and look at the need across the state. The money is then granted to their intermediaries who regrant to Nonprofit organizations to be disbursed in to the community they serve and provide technical assistance to those Nonprofits. I will actually after I'm done I will link an infographic in the chat that might be helpful for further understanding of how this process works.

So Catina told me this fund was set up in a manner of using these intermediaries because the Minnesota Council on Foundations is not a typical grantor. So they trust intermediaries to know their communities best and how to best distribute those funds quickly. Thus far there have been three rounds of grants distributed. Clues is a great example. They received \$400,000 and used them to support Latino families and organizations who needed financial support for basic needs statewide. And you can view some other examples on this screen. As well as visit their website to view all recipients and transparent information about how much they were awarded, geographic location and what purpose those funds were used for. But also might be helpful if you are kind of doing some prospect research and what MCF has funded in the past and what they might continue to fund.

I know some intermediaries have been turned down and that the amount of asks from intermediaries so far exceeded the amount available and advisory committee is viewing each application with an equity lens and making sure that money is being -- money is going across the state.

The next deadline for intermediaries to apply to this fund is actually today, May 22 at 5 p.m. This next round will focus on Nonprofit recovery across the state. There is no boundary on focused areas. Catina told me the overall goal with the second round is to support the entire Nonprofit sector to make sure the sector is strong and vibrant. Check to the website for the most current updates. And again just to reiterate this application is only for intermediaries to apply to. If you have any questions or concerns about this fund direct them to the e-mail or view staff contact information on the website. Now we are going to turn it back to Terri.

>> JON PRATT: Maybe I can add a short comment, that I saw a comment on the chat of where organizations or intermediaries are spending the dollars on their own program. The first step is getting the fund to the communities with the need or the organizations. But it is -- and then different organizations took different approaches. Some are supporting direct services to individuals as in the Clues example and others are supporting other Nonprofits in their specific community. One thing that hasn't been decided yet, but I know there is a lot of interest in this, is reporting people will want to see, where did the money go and how was it used. And whether it is MCF reporting that or the St. Paul Foundation which is hosting the fund is not decided yet. There is going to be a lot of interest if they make grants to other organizations seeing those grants less and having that made public. So sorry, Grace. Just wanted to add that.

>> GRACE FOGLAND: Yes, thank you for that additional information. On to Terri.

>> TERRI ALLRED: Hey. So I am going to be talking about the Minnesota Humanities Center. This opportunity is hot off the presses. We literally got the RFP yesterday afternoon. We hope this is information that will be helpful to some of you, particularly museums and arts organizations. They receive the \$500,000 through the Cares Act to provide funds to tribal nations and 503(c)s and includes libraries, arts organizations, historical societies and cultural organizations and museums in Minnesota who have a commitment to and history of humanities programming, including storytelling, literature, language, cultural preservation and education, community dialogue, and place-based learning. And those organizations are experiencing financial distress due to COVID-19.

So applicants can apply for up to \$20,000 and the requested funds can be used towards what they call organizational health. And all applicants will be given a status as to their application within ten days of submitting that application. Applications will be reviewed on a rolling basis until all the \$500,000 has been awarded. Institutional funding streams, including organizations whose budgets are less than \$500,000 and organizations who serve for justice, include BIPOC and focused organizations. They suggest that if you read through the frequently asked questions before you apply and they have a lovely application system. You can either apply online in written form in response to their application or you can send a voicemail or a voice memo and respond verbally to their RFP. So that's really lovely. Okay. Now we are going to go to Grace with the Mortenson Family Foundation.

>> GRACE FOGLAND: Thank you Terri. So Mortenson Family Foundation I was in contact with the executive director Donna Dalton who shared their website where they have outlined their plan. Notable actions to flag they have increased their total payout and made all 2020 grants unrestricted or modified and eliminated grant reporting requirement and

offering to wire or mail all grants. There are no plans for additional funding opportunities later on this year but are keeping 2021 open to all possibilities. Donna asked to e-mail or call to talk with staff if you have any questions or concerns as well as visit the site on your screen if you would like more in-depth information. Now on to Jon with the St. Paul & Minnesota Foundation.

>> JON PRATT: Thanks, Grace. I spoke with Ann who is the associate vice-president of community impact. Should note also a major new hire at St. Paul & Minnesota Foundation which is Beha Yang-Hoffman who is in Day Five of a new senior vice-president. St. Paul & Minnesota Foundation is a result of a merger. They used to be separate entities in January and they merged their finances and legal structure and are now working on rebranding. St. Paul & Minnesota Foundation is serving as sort of the host logistical role of receiving all the funds for the disaster recovery fund and distributing out to the grantees. They are following the guidelines and direction of the advisory committee for the foundations. They also help support the St. Paul bridge fund which was a special fund in the city of St. Paul which had individual and small business support, \$1,000 per family with children. And they could apply and businesses \$7500 each to get them through sort of that initial emergency. Applications are no longer being received for those funds. They increased the flexibility of current grants and need to contact your program officer. And one of their sort of next challenges and interests with this new merger is how to serve Nonprofits statewide more effectively and more activity in that area.

The next one is the Minnesota Women's Foundation which set up a special fund for the COVID-19 response. They raised \$250,000 and devoted \$250,000 of their own funds. They sped up the process and they usually have longer extended grant funds with extensive use of volunteers and activists involved in the women's foundation. This time they fast tracked the process and went through several rounds of grant making and so far disbursed \$366,000 with a focus on sort of gender-based older women's needs, general support for women and girls with intersexual equity lens and then also a focus on sort of who is affected. And they believe that a lot of their equity funding is going to be relevant no matter what in the -- regardless of the effects of COVID-19 knowing that many of the people, women and girls are disproportionately affected by COVID-19 both as caregivers and as people employed in jobs most affected by COVID-19. So the -- they will be continuing with a final third round but that probably will be to current grantees. So I would say in sort of -- they have supported a lot of research around status of women and girls and are using that research to inform sort of the direction of their funds and their focusing. They have a new president who was on the job for less than three weeks when they had to go to all remote. So is learning a new role. Gloria Perez Jordan used to be with the Jeremiah program years ago. We are going to

go to some state agencies and talking about how they are handling their grant making differently. Starting with the Department of Human services. So over to Terri.

>> TERRI ALLRED: Thanks, Jon. So as Jon said we are including the Department of Human Services and other state organizations for the first time in the funding overview. So the Department of Human Services there is two primary ways they have been supporting Nonprofits. The first is working with the governor's office and advising about executive orders to help them serve the most vulnerable in Minnesota by issuing or creating flexibility through the governor's orders. And so to date the governor's office has issued 39 waivers on a variety of human service issues including telehealth, licensing, fee waivers, and deadline notifications. So that Nonprofits who have contracts with the Department of Human services has flexibility to be able to serve those populations who are most vulnerable in our state.

For example, right away at the very beginning of the pandemic they issued waivers for food delivery Nonprofits. So that even though they were stay-at-home orders they could still be out serving people who needed food in their communities. They are meeting daily about what types of flexibility Nonprofits need to serve vulnerable Minnesotans and they are prioritizing health and human services.

As for funding opportunities, the Department of Health is a very large organization with many departments as you know. And grant seekers should sign up to receive their e-mail alerts and you can do that on their website. Their staff member who I have spoke with, Sebastian Stewart, who is the director of contracts in the legal compliance division told me that it is just really important to read the RFP closely and contact the person named and if you have any questions. As for current funding recipients most of you have probably already contacted your program officer to seek information about flexibility in your requirements.

So now we are going over to Grace to talk about DEED.

>> GRACE FOGLAND: Thank you, Terri. All right. So I spoke with Hans who is the deputy commissioner at DEED to get some background on the State Department. They are an agency of 29 tasked with growing the economy of the state. They work lots of diverse sectors and entities and industries to produce jobs and improve the quality of the state's workforce. Grant making looks different. DEED is implementing legislative funding which is more complex and works differently than our regular foundation process would. So to that end if you are a current grantee and you need a grant modification like extending your grant please reach out to your program officer. They are working very hard to stay nimble with grantees during these circumstances. Also wanted me to pass along that they all -- they are providing cash advances up to 10%, sometimes 50 which they typically don't do with state money. There is no opportunity for potential

grant seekers at this time but folks can reach out to Maureen Ramirez. Her contact information can be found on the screen. So I think we are going back to Terri with the Department of Health.

>> TERRI ALLRED: Thanks Grace. Okay. So just a little bit of background, in mid March Minnesota law makers passed an emergency law authorizing \$200 million in grant funding to subject eligible health care organizations in covering their costs related to planning for, preparing for, and responding to COVID-19. So the Minnesota Department of Health has issued two response grants, one of which is still open. The grant that's still open is the \$150 million COVID health care response grant. It is intended to cover costs related to the outbreak. And the funds are awarded through an RFP process. Applicants submit responses via an online application and the RFP and application for this grant program is still open as of this morning when I talked to them. And they recommend applying as soon as possible. They don't think they are going to have enough funds to meet all the requests. So eligibility includes ambulance, health care clinics, home health care, hospice, pharmacies and health care facilities. So if you fall in to those categories it is definitely worth checking out because they do still have funds available in that health care response grant.

The second funding is closed now, but I do want to tell you what they did. There is \$50 million in response grant for short term emergency funding. It was available in emergency based supervised cash flow relief to cover the highest priority needs. The grant process is closed. But they awarded \$50 million in emergency funding to about 350 organizations across the state. Grants ranged from several hundred dollars to \$5 million for that grant. So that is the Minnesota Department of Health. And now we are going back to Grace to talk about the Minnesota Department of Education.

>> GRACE FOGLAND: Thanks, Terri. So I spoke with Scott Bishof and Tim Larson at the Minnesota Department of Education. A little background on this department. They support Minnesota students, families, early learning programs such as Head Start, adult education programs like the GED and citizenship programs, teachers and school districts. Both Scott and Tim handle discretionary funds. And they said there is a lot of aid coming through from the government, but those funds are already pre-distributed. So most of it will go to school districts or charters. However they wanted me to draw your attention to the fact that they do have a competitive GrantSeeking program that Scott and Tim wanted me to share. You can find the link to that on the screen. Currently there is one open opportunity for Nonprofits, the comprehensive literacy state development grant for Nonprofit early childhood education programs and organizations. The deadline is today, May 22 at 3:30 p.m. You can visit that page and that's where you can find new and updated opportunities. Scott and Tim wanted me to share the statewide grant page which can be found on the additional page for grant resources. We are going back to

Terri.

>> TERRI ALLRED: Thanks, Grace. Okay. I spoke with Sue Gens and she just wanted me to let everyone know that the State Arts Board works with the Minnesota Regional Arts Council to make sure that arts continue to be an essential part of a vibrant society. On April 8th the Minnesota State Arts Board voted to suspend all but one of its existing grant programs for the fiscal year 2021 grant cycle. They are going to be offering new programs to help sustain the arts community through this uncertain time. More information on the fiscal year 2020-21 grants should be available any day. We were hoping that she might be able to give me the information to share today, but I think it is coming very soon.

Additionally the Minnesota State Arts Board has initiated a second grant funding called the Cares Grant and it will be supporting salary and administrative costs for arts Nonprofits. This information should be available any day now as well. For current grant recipients they have initiated a new flexibility which includes waiving cash matches and recipients to move to virtual programming and other different measures to try to support artists who are currently receiving their grant funding. If you are seeking funding, two new RFPs come out, Sue did have some instructions about how to increase your chances of success. The first thing she suggests is to review the overview and instructions document. And once you read that document and make sure you are eligible and formulate your question to contact the program officer who is responsible listed on their website. If you are not sure who to contact, Sue is happy to take your questions and direct you to the right person.

One of the things that she really wanted me to emphasize is a lot of people misunderstand and think that if they apply to a Regional Arts Council they can't apply to the Minnesota State Arts Board. But in fact, in one but grant category you can. She is encouraging folks who are in greater Minnesota to contact a program officer at the Minnesota State Arts Board if you have any questions about your eligibility because what she finds is that people are eligible and they don't know it. This year she wanted to caution they will have less funds available to grant. And it will be much more competitive than in past years. She suggests really to contact that program officer to walk through how you can be as clear as possible in your program application. And to think about how you are going to be able to stay connected to your target audiences and to think creative about that process. Good tips from Sue from the Minnesota State Arts Board. And I would sign up for their e-mails to get an alert when funding opportunities will be offered. I think will be in the next two weeks based on my conversations with Sue. So now let's go back to Grace for MRAC.

>> GRACE FOGLAND: Thanks, Terri. So Metropolitan Regional Arts Council, I spoke with Kathy, the executive director. She gave me some insight on to the organization itself. So the Metropolitan Regional Arts

Council is part of 11 Regional Arts Councils throughout the state and includes small arts organizations with budgets under \$400,000 for those small arts orgs. Contributions from their fund came from a reallocation of their own grant funds, foundations like the Minneapolis Foundation as well as other contributions. The emergency relief funds, funded 209 groups. The fund itself is now closed due to the high need but still holding on to applications they have received and haven't declined anyone yet as they try to raise more resources.

Once those funds are secured, they plan on letting folks know via their website, social media and newsletter. As everything is changing daily and things definitely look different now than they have, MRAC is in the process of rethinking their funding opportunities. But they are planning and determining how to be as responsive and helpful as possible in this shifting environment. Kathy's advice for funders is to be honest about your situations. Funders need to hear honest stories and what orgs need to survive now more than ever. It is time to be "really vulnerable and upfront about what you need". I will now turn it over to Kari for the next portion of the presentation.

>> KARI AANESTAD: Thank you. With about 20 minutes left it is my honor to share some tips and tricks and insights on how Grantwriting and seeking and management has been evolving in COVID-19. As we have all been doing, I encourage you to be information generous, supplement any of the content that you think will be helpful for your peers as we go forward.

So the next slide I will introduce that I will be talking about prospect research and ending with Grants Management. Some themes, we just hear a ton of information about 30 funders, what at the higher level is emerging. What we are seeing is flexibility with current grants and shifting dollars away from current grant programs and increasing payout or releasing additional dollars. That's what we want to see and others are getting creative about other ways that they can potentially support nonprofit organizations beyond grant funding.

So what do these themes mean to you? How are you going to best use this information that you have just heard today? Well, next we should be thinking about the prospect research in an era of COVID 19 isn't just about identifying new funding opportunities. The next slide you will see there is some other key questions that we should be asking as we are divesting this information when making grant kind of work plans.

So who is being flexible with current grantees and are they your funders. Should be asking for changes. What other forms of support are being offered. Could your organization benefit from a program related investment or a line of credit. And then who is giving less in their normal programs. This can help us plan ahead for losses. If we had planned on submitting to a normal grant making program from a certain foundation but see they are actually starting to pull funds out of that. Other themes from grant makers

right now, a lot of foundations are keeping their geographic priorities intact. So established with a focus on funding a particular area, those are stained for the most part. But other priority areas are becoming unclear. So relief and recovery seems big and vague and open to all. And so what we are starting to see is some application overwhelm. These dollars are going super fast and had to close applications before the formal deadlines arrived because they received so many applications.

Insight of the word of advice here is to be ready to apply. Kind of build your template case, use past materials as much as possible and then the minute that something is announced it is in your advantage to get a request in as early as possible. So those are some insights on kind of prospect research in this changing world.

Next we are going to talk about kind of how you can make your case in any way. How you augment from your case for support. So I am going to talk about kind of how to put people and communities first and organizations second. So this typically appears in the kind of normal structure of a grant proposal. You are asked to define what the opportunity is or the needs statement and there is a section over what's your organization's response, what's the goal of proposed work and activities and timeline. And then there is a final section of evaluation or use of results. How are you going to use this information. What I am talking about is that first section, when you are defining kind of the opportunity need statement. Funders care about what is happening to people and communities. So it is really important to use this opportunity in a grant proposal to describe what you are seeing among the communities that are most impacted by your organization's work. Then describe your organization as part of the solution. So being careful not to make you the initial focus of your proposal on your organization's need for money right away. That may be true, but our job as grant writers is to be strategic truth tellers and tap in to people's values and then inspire them to give. We can't forget about our organizations.

As we talk about that second section, that it has been a valuable opportunity for you to be able to lift up that -- you have potentially been a long time established and trusted community partner and the community has invested a lot in your organization's success over the year. There is an opportunity to kind of say the importance of early investment, we don't want to let the pipes freeze in the facility just because we didn't have funds right now. So a couple of examples of groups who have put communities and people second. The first example, Clues, so you can see that they focus on ensuring health and economic well-being of Latino families. They talk about how COVID-19 is resulting in lost wages and crisis, especially for immigrant communities whose legal status may preclude them from accessing funds. So they are making emergency financial assistance, food and essential items available, Spanish language and telesupport. So focusing on community

first and what their organization is doing in response and how funding enters the picture.

Next example is from CAAL. They start by saying we ensure that our ecosystem of Asian Minnesotan organizations are supported because they are on the front lines and providing much needed language and cultural fluency. Some small Nonprofit organizations have limited capacity to access to funds for their own organizations. So what their role as an organization is using this stronger together fund to make direct investment in Asian Minnesotan organizations. Starting who are the people and the need and the role of the organization and being able to connect dollars in to the community to help fight the impacts of COVID-19. Some other considerations as you are potentially updating your case in light of COVID-19 was an opportunity to adopt an asset-based approach. So an asset-based approach, it centers on strengths of communities and how your organization really compliments and leverages what's already working well. So it is -- and then it is not an opportunity to kind of tell your client stories but also zoom out and take more of a broader systems approach. So looking at the systems that are collapsing right now.

It is interesting that asset-based as a framework originally came from the education sector. So some teachers observed that opportunities who were faring worse when teachers focused on trying to correct the things that students were doing wrong and they shifted the approach to instead build on what students were naturally interested in and good at and then what they saw was that the outcomes changed for the better. Students didn't internalize this narrative of I'm wrong and bad and can't do this, to I have these strengths. I have these natural interests and I can do this thing with additional -- a change in frame. So building on the origins and education sector, asset-based framework will center the community strengths and existing resources and incorporate them in to solutions for broader systemic issues. This kind of approach differentiates when we tend to blame the community for having their own problems as opposed to naming this broader historical context. So I included a funny example to demonstrate the difference between deficit based and asset-based.

So Meowton's feline populations, pet supply stores and veterinary clinic and struggled to meet the increased demand for services and homeless cats now account for 40% of the feline population. Claw based vandalism has spiked 13% in the last year alone and cat nap addiction is driving herds of cats in to poverty and poor health. I hope some of you are laughing. A grant writer for the past decade I have seen many proposals and written many cases just like this. So with that case in mind, let's talk about why that's from a deficit-based lens. We are seeing it as Meowton's growth that is both the identified patient and the cause of the problems in the community. Right? And so a different way of framing that case could be focusing on the broader context, right? So decades of federal and state

funding cuts to spay and neutering savings have created systemic inequities and advocacy groups work for funding reform and a new opportunity. With this funding our community services will partner with 50 cats to offer a mixed use community center. And the last thing to keep in mind or an opportunity as you are making your case in COVID-19 is holding the tension between the needs and importance of short-term investments for longer term outcomes. So there is lots of competition for funding right now.

What are some creative ways that your organization can think about making the case for an early investment now to mitigate longer term outcomes? There is some economic research on being able to keep employees connected to their jobs now, can mitigate the effects of an economic recession and kind of strength and recovery. There is early intervention research on human brain development. So what happens when children miss opportunities for services? So everyone needs dollars now. So what do the early dollars make possible in terms of your work? Why should your organization get the money?

So now I'm going to kind of wind down by talking about Grants Management. So we have talked about prospect research and how you make the case. Let's think about your existing portfolio of grants that you have. So a recommendation is for folks to do an audit of your current grant portfolio and making a list of your funders, the grant period, the year and month that that funding spans and then the key deliverables, what have you committed to doing with those funds if they count as restriction. So on both sides there is some risk with others in your audit and some strategies and opportunities. If your organization is facing huge revenue losses right now we maybe have multi-year grants. We have flexibility to shift those dollars. Could you front load some of those dollars now which is kind of delaying the problem of future funding but it could help you solve the immediate problem of funding now. If you are projecting funding losses in the future, recognizing that the relationships that you have with your existing funders are probably your strongest prospects right now.

So what are your opportunities inside of that audit? Could you ask for increases in auto renewal? Some funds have been doing those things. So it is important to ask for what you need. And then also looking at grant funding by restriction of either the time period in which they need to be spent down. What is at risk in not being able to meet the deliverables and just encouraging proactive communication with your funders. So don't be afraid to ask for changes or extensions or just understanding as you are working to navigate this rapidly changing world.

A couple of more risks and strategies or opportunities, so there is lots of need right now. I heard one grant professional recommend a really great framework for informal updates. So your recommendation being everything is changing so fast that updates every four weeks may seem like a lot in normal times, but four weeks is like 15 years in COVID time. So every four

weeks sending out an update to funders with this framework of how are you, here is what we are doing, here is where we are going and here is what we mean. And then finally thinking about how to decentralize knowledge and tasks away from one person.

So the idea of building a continuation of operations plan, many of our organizations may have just one person on grants and so as much as possible creating a centralized document that has all accounts and passwords. Where the case materials are saved and who your organization's authorized signors and cross-training on key roles or check payment or finance reporting. I did a little screen shot of, you know, I sent out to your folks internally to say this is the taxonomy of our fundraising folder. So you can find all of our saved cases are here and here and here and just screen shots in the highlighting tool can be an effective tool.

Then a couple kind of closing insights from the grant professional community. This is insights from folks who came to our grant writer's incubator last Wednesday. Encouragement to ask for what you need and be honest. A lot of funders are more open to general operating support and funding staff positions than ever in the past. How can we keep that going because that's a great outcome of this time. Checking in on your community partners. Bouleg has written down about this trickle down community engagement, how the larger nonprofit organizations who have the staff and administrative capacity to do competitive Grant Seeking and Grants Management and are at an advantage to and will navigate the new stressful environment of doing Nonprofit work. If you are one of those bigger organizations and do rely on community partners, maybe smaller Nonprofit organizations or culturally specific. I know a lot of them have referral relationships where there may be offering distinct services but you rely on one another to make sure that people are accessing whatever services they need. I know you are holding a lot of work for your own organization and it's a lot to think about how to support communities at this time. If you can it is a great community. It is okay and strategic to say no to opportunities. Don't have to go for everything because sometimes the juice is not worth the squeeze.

The grant cycle still exists. There is still this in a world of uncertainty, there is still some things that are known that their RFPs and deadline people make decisions and then award notices come. And then the incentive, we have never actually been able to see the future. It is important to work together to keep moving forward. There are a few slides that highlight some resources. This powerpoint is going to be available for folks. You will be able to have these clickable hyperlinks to reference later. There is our free Special Edition Grants Directory and we have our normal Minnesota grants directory. And then new is we just have a cost savings partnership with grant station. That's an online searchable database which is a great prospect research tool. It is normally \$675 a year. It is now \$75. Zoom.

If you want to look up 990 data. That's tax filing data. A couple of websites that make that available and then we alongside the Nonprofits, National Council of Nonprofits and others have been keeping our eyes on what's happening at the federal level, particularly around the payroll protection program loans. I have heard that a couple of organizations have put their grant folks on responsible for having applied for those and then now tracking what the next steps are on forgiveness eligibility.

And so there is a couple of web links here from Propel Nonprofits to keep in mind. The next slide are some of those things.

So with that I want to say a word of thanks to all for joining us today. And just mention three things as we close. Thank you for participating. I saw the chat was really active and lots of really great information being shared with one another. The Minnesota Council of Nonprofits did send out an impact survey to executive directors and folks in the finance world. We are working on compiling results. And we will be releasing another second impact report in the coming weeks. If you haven't done so already fill it out yourself or encourage your executive director to fill that out so that we can provide you all with information on what's happening to Minnesota Nonprofits.

On June 1, MCN is going to be hosting another call with the governor's office with a focus on equity issues. So you can subscribe to that, register for that on MCN's website. And then finally encourage you to check out MCN's e-news. So we offer a number of different kind of newsletters that go out, particularly grants alert which goes out every other week and features funding opportunities and smart Nonprofits and then some regional specific updates if located in greater Minnesota. So encourage you to check those out.

Thank you again for joining us. We are so glad to have you all working for Minnesota communities and see you soon.

This text, document, or file is based on live transcription. Communication Access Realtime Translation (CART), captioning, and/or live transcription are provided in order to facilitate communication accessibility and may not be a totally verbatim record of the proceedings. This text, document or file is not to be distributed or used in any way that may violate copyright law.
