



BRINGS YOU: RESOURCES FOR SUSTAINABILITY

Part 1: Links

Georgia Municipal Association Resources

- Grant Tip of the Week:
<https://www.gacities.com/Resources/Grants/Grant-Tip-of-the-Week.aspx>
- Grants Calendar
<https://www.gacities.com/Resources/Grants/Calendar.aspx>

Collaboration Resources and Examples

- [2021PolicyIssuePaperLocalTaxes.pmd \(texas.gov\)](#)
- [Essentials-of-Collaboration-with-Govt.pdf \(cof.org\)](#)
- [Bringing-the-future-into-focus-sustainability-planning-workbook.pdf \(ruralhealthinfo.org\)](#)
- [City of Roswell Nonprofit Partnership Program | Roswell, GA \(roswellgov.com\)](#)
- [Sustainability Plan - Sample Verbiage - Funding for Good](#)

Public Private Partnerships (P3)

- G-DOT P3
<https://www.dot.ga.gov/GDOT/Pages/P3.aspx>
- UGA/Student Housing
https://www.usg.edu/fiscal_affairs/p3

- US DOT Federal Highway Administration

<https://www.fhwa.dot.gov/policy/otps/innovation/issue1/future.cfm>

- Georgia Smart Communities Challenge

<https://www.georgiatrend.com/2023/11/29/a-stronger-future/>

Part 2: Sustainability Question in a Grant Application

HOW NOT TO ANSWER

- ✓ Do not leave the section blank.
- ✓ Do not write “not applicable.”
- ✓ Do not simply state, “We will continue to apply for grant funding.”
- ✓ Do not give inaccurate information.
- ✓ Do not provide vague answers – reviewers see a non-answer for what it is.

A BETTER THAN NOTHING ANSWER

- ✓ Mention a sustainability plan.
- ✓ Talk about other funding your organization has in hand.
- ✓ Discuss plans for funding.
- ✓ As you can see from the examples below, it’s better than leaving the section blank, but it will not get a competitive score because key details are missing.

Example 1:

The City of Grantville has a sustainability plan for the ABC Program. In addition to this grant application, we have submitted five other applications this fiscal year, three of which have been awarded to date. The ABC Program is managed by a program director and three associates, all of whom are funded with dedicated funds in our city’s annual operating budget. We continue to seek alternative funding and plan to increase funding through a fundraising event and collaboration with area nonprofits.

Example 2:

Change The World Nonprofit has a sustainability plan. The Executive Director will work with the part-time grant writer to submit three additional grants supporting the ABC Program. The Big Bucks Foundation recently awarded a grant to Change the World. We will continue to seek other grant funding opportunities and hope to return to our fundraising event that was postponed due to COVID. Collaborations with local nonprofits are a top priority for Change the World and those we serve.

THE BEST ANSWER

- ✓ Be specific about your sustainability plan.
- ✓ Talk about staff and elected officials/board members and their role in the process.
- ✓ Share what aspects of the plan you have implemented already and to what extent they have been successful.
- ✓ Talk about next steps and give timelines.

Example 1:

The City of Grantville's ABC Program Director spearheaded a five-year sustainability plan to ensure continued funding for this great need in our community. On September 1, 2021, Grantville's City Council approved the ABC Program Sustainability Plan and immediately put the plan into action. The plan outlines a diversified funding portfolio to ensure the program's success beyond a single grant funding source. To date, the following activities have been enacted:

- The ABC Program Director created a nonprofit community roundtable, inviting all area nonprofits to a monthly meeting to discuss opportunities for collaboration. In four short months, we have already reached out to four area nonprofits to discuss how to begin sharing resources in service overlaps. This has the potential to save the City of Grantville \$20,000 per year.
- The Grantville City Council approved funding in the 2022 budget for a part-time grant consultant. The grant consultant will provide prospect research relative to other grant funding sources and grant proposal development services to increase the odds of grant award funding.
- The Grantville Special Events Coordinator is working with the ABC Program Director to incorporate an annual 5K race, with all proceeds to benefit the ABC Program. This event is expected to bring \$10,000 to the program based on similar races in the region.
- The Grantville Finance Department is analyzing spending across all programs to determine if any funding can be redirected to the ABC Program in future fiscal years.

By expanding our sources of revenue (grants, fundraising, in-kind contributions/collaborations), we expect to raise a minimum of \$50,000 for the program. In addition, the City of Grantville will continue to fund the following expenses associated with the program: utilities (\$10,000), ABC Program Director and three associate personnel salary and benefits (\$200,000), office supplies (\$1,000), and technology expenses (\$5,000). Together, we will ensure the continued success of ABC Program, and the 25,000 individuals served annually.

Example 2 (allowing for a tight word count (200/200) often required for online applications to private foundations):

Sustainability is one of five core priorities of Change The World's (CTW) 2022-2023 strategic plan (uploaded as an optional attachment). Strategies for financial sustainability include increasing individual giving by 15% in 2022-2023 through a new online monthly donor club, targeted major donor appeals, a new spring direct mail appeal, and a Board-led challenge gift for end-of-year/holiday giving in 2022 and 2023. We added five new prospects to the grants calendar for an additional \$85,000 in grant applications in the next 18 months. Building on the success of our first external training contract in 2021, we will offer four trainings in how to be a fabulous non-profit in 2022 with virtual and in-person attendance options—increasing our fee for service revenue by 30%. CTW is also partnering with the XYZ restaurant group to offer venue rental packages for our community meeting room and side garden. By hosting the Save The Squirrels monthly board meetings at our facility, CTW will receive five half-day staff training in project management, communication, and acorn sorting. We are grateful for the continued support of the BIG BUCKS Foundation. Your ongoing support has helped secure additional foundation grants that allow us to serve more families in need.

**For more helpful resources and tips about all things grant-related,
please subscribe to the HayDay Hot Takes Newsletter:**

<https://haydayservices.com/#newsletter-subscribe>.