GRANTS OFFICE
empowering communities

Winning Grants for Community Impact: Strategies for Local Organizations

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Presented by Ashley Schultz and Meghan Jacobsen • Grants Office, LLC

Welcome and Introductions

Ashley Schultz:
Hello everyone. My name is Ashley Schultz, one of the managers of research and consultation here at Grants Office, and today we're going to be discussing how to win grants for community impact, talking about strategies for local nonprofit organizations.

Housekeeping

Ashley Schultz:
Before we get started, I've just got two quick housekeeping items for you. The first is that you can ask questions at any time during today's event using the question and answer interface on the bottom right-hand side of your screen. Feel free to submit as many questions as you'd like. We'll get to as many of those questions that you drop in toward the end of our time here today. If we run out of time and we don't have a chance to get your question, you're more than welcome to email us after the event, and you'll hear from Meghan directly.

Also know that the session is being recorded. The recording is going to be available for download at the Grants Office website starting tomorrow, and the PowerPoint slides that we're sharing right here today will also be available in that same location for you to download.

Today's Speaker and Agenda

Ashley Schultz:
Again, today we're going to be talking about strategies for local nonprofit organizations to win more funding opportunities. We're joined today by Meghan Jacobsen. Meghan is a Grants Development Associate here at Grants Office. She's one of our specialists in nonprofit funding. Meghan's about to be very busy with organizations across the country as the Nonprofit Security Grant Program (NSGP) was just announced by the Department of Homeland Security this week, so we're very excited that Meghan's able to set aside some time with us here today and share some of the amazing information and expertise that she has.

High level, this is what we're going to talk about over the next 30 minutes. First, we'll talk about how your organization as a nonprofit can become grant-ready, and then we'll review types of grants — including federal, state, and foundation funding opportunities that are available for nonprofit organizations — and talk you through what the pros and cons are of each of those individual sources of funding when you're trying to select the best grant for your nonprofit organization. We'll end with a quick round of information about Grants Office services and how you can engage with our team. And then again there will be that Q&A there at the end, so please do feel free to drop as many questions as you'd like into that chat in the bottom right-hand corner of your screen. So without further ado, I'm going to pass things over to Meghan so she can talk to us about grant readiness. Meghan?

Becoming a Grant-Ready Organization

Meghan Jacobsen:
Thank you so much, Ashley. And thank you also to everybody who is joining us today as we discuss grants for community organizations. I want to start out today and talk a little bit about grant readiness, because taking steps toward grant readiness for your organization is really going to be the first step in the grant-seeking process. This is something that should be done prior to even researching and identifying potential grants for your organization that you may be interested in applying for.

Characteristics of a Grant-Ready Organization

Meghan Jacobsen:
Right here you're going to see characteristics of a grant-ready organization. Each of these steps should be addressed prior to identifying the appropriate grants or writing a proposal.

Identify Your Why

Meghan Jacobsen:
First, you want to identify your why. You should be able to answer what needs you are hoping to address through the support of grant funding. It's very likely that you are going to have multiple needs. So for each need, you should also be able to clearly define how grant seeking will further your organization's mission and the specific upcoming projects or initiatives that could be made possible with grant funding.

Build a Grant-Seeking Calendar

Meghan Jacobsen:
You should be building a grant-seeking calendar. This is another key characteristic of a grant-ready organization that is intentional about their grant-seeking activities and when they engage in various actions. One such way of doing this is to build a master calendar for your organization.

The purpose of building a grant-seeking calendar is to ensure that nothing is missed and your organization stays on track of all deadlines and proposal development milestones involved in the grant-seeking process across all opportunities you plan to pursue in a given year. Obviously this calendar becomes increasingly important should you be applying for multiple grants throughout the year. This calendar is also going to be used to keep track of who within the organization is responsible for what task related to grant seeking.

Form a Grants Team

Meghan Jacobsen:
Then, forming a grants team. It's important to form an internal grant-seeking team within your organization very early on in the grant-seeking process. This step ensures that all aspects of the initiative for which you seek funding are explored and therefore addressed in any future grant proposal.

Folks from across your organization should really be included on this team — from senior leadership, finance staff, IT, project managers, project initiators, and, should you have them, grant professionals. Not all are going to be actively involved throughout the entire process, but you really need a wide range of folks to give you that wide range of views to form a holistic project, and to ensure that nothing is missed or completely forgotten.

Register with the Appropriate Grant-Making Agencies

Meghan Jacobsen:
Registering with the appropriate grant-making agencies. For federal and some state grants, you are required to register with SAM.gov to obtain a UEI number. This is kind of like your federal identifier number for receiving funds from the federal government. Other states may have their own portals that they require you to register with. So register for these required portals and numbers early, because sometimes getting what you need out of this can take weeks. This is not something that you want holding you up at the very end.

Create a Grant-Seeking Document Folder

Meghan Jacobsen:
And then finally, create a grant-seeking document folder. When applying for grants, there's going to be a lot of documents that may be required as a piece of your proposal. It's best to streamline this process by gathering those documents early on, putting them in one place that's accessible to key personnel. This could include various organizational documents such as mission statements. It could also include budget and financial docs, and if applicable, partnership documents. Basically, doing all of this work up front is going to go a long way in helping you throughout your grant-seeking process.

The Grants Process Timeline

Meghan Jacobsen:
Here you see a visual of what a timeline might look like for the grants process. This can also be used as a basic starting point of a grants calendar. You'll see that the timeline starts nine months out from the anticipated grant deadline. While this may seem excessive, and it may not always be necessary that you're starting this far out based on your organization's capacity and prior grant experience or the grant itself, it's an important visual of how early you should be starting the grant-thinking process — as early as possible.

This is especially true if you have partners involved. If you're partnering with an organization, that's going to involve keeping both entities on track. Also, it's important to keep in mind that lately we have seen so many grants — especially on the federal level — have an extremely short timeline from the date they open to the submission deadline, sometimes only two or three weeks. So starting as early as you can is more important than ever.

Here you're going to see the timeline from four months all the way to the application submission deadline. I especially want to point out that the finalized application components task is one month out from the application due date. This is a smart idea because, while your organization isn't likely to have the proposal completely ready to submit one month out, having it as ready as possible this early in advance gives you plenty of runway for any last-minute issues that may come up. It's going to help you avoid a last-minute scramble that may prevent you from submitting an application at all, or submitting a competitive application.

Basically, this timeline illustrates the importance of staying one step ahead of the process rather than constantly running to catch up from behind.

Types of Grants Available

Meghan Jacobsen:
Let's switch over to talk about the types of grants that are available to community entities such as nonprofits, local governments, libraries, and museums.

Three Primary Sources of Grant Funding

Meghan Jacobsen:
When it comes to the flow of grant funding, there are three primary sources.

Federal Grants

Meghan Jacobsen:
The first is federal grant opportunities. These are grants that are administered directly from the federal government. These can be agencies such as the Institute of Museum and Library Services, the Department of Education, the National Endowment for the Arts. There are a lot. These tend to be the most competitive, but they are an excellent option for the right project. While the application requirements for these grants tend to be more complex, award amounts also tend to be larger than other funding sources.

State Grants

Meghan Jacobsen:
Then you have state grants. These programs are obviously going to be administered by state agencies. They tend to be less competitive than federal grants, just because you are competing against other people within your state rather than the entire country. Some of these grant programs are what's called pass-through grants. I will get deeper into pass-through grants a little bit later, but those are essentially programs that are funded by the federal government, but those funds are passed down to states to then sub-award within that particular state. But there are also state-funded grant programs. They are obviously going to vary by state. I definitely encourage you guys to research your specific state agencies to see what's out there for you.

Foundation Grants

Meghan Jacobsen:
And then lastly, we have other sources of funding, which include corporate, private, and family foundations. Foundations vary greatly in what areas of interest they will fund, where they're going to fund geographically, and the types of support they offer. I will get into this later, but just know that applying to foundations tends to be an easier lift than their state and federal counterparts, and usually has much quicker decision and funding turnaround times. However, keep in mind that oftentimes the award amounts are not as high as federal or state grants.

The Bottom Line on Grant Sources

Meghan Jacobsen:
You'll see here that federal grant programs have the largest bucket of money, followed by state grants, and lastly foundations. But what I really want to drive home here is that there's a lot of grant money out there from a lot of different sources, and the only way you're going to get it is by applying for it. Becoming grants-savvy and just taking action and putting pen to paper is going to allow you to take on more projects and ultimately serve more people.

Direct vs. Pass-Through Federal Grants

Meghan Jacobsen:
Let's dive just a little bit deeper into federal and state grants. I mentioned before that there are direct and pass-through grants.

Direct Grants

Meghan Jacobsen:
Direct grants are administered directly from the funding agency. An example of this is the Museums for America grant, which I'm actually going to discuss in depth a little bit later. This is a grant that is directly funded by the Institute of Museum and Library Services (IMLS), and you apply directly to IMLS for this grant.

Pass-Through Grants

Meghan Jacobsen:
Pass-through grants are funds that are passed to an intermediary agency that then administers the grant. The intermediary agency may place additional requirements and priorities on the grant. An example of this would be the Library Services and Technology Act grant. This is funded by IMLS, but they allocate these funds to each state, who then put their own priorities based on their five-year plan. Funding priorities may vary from state to state on this.

Don't Limit Yourself to One or Two Agencies

Meghan Jacobsen:
This is just an example of a handful of federal agencies that offer grants. There are 26 total grant-making agencies on the federal level. When seeking federal grants, I just want to drive home: do not limit yourself to one or two agencies that you think are most applicable to your organization, because you may be surprised at what you'll find from other agencies.

An example of that is that the Department of Education has grants that will fund out-of-school education programs that libraries or nonprofits may put on. The Bureau of Justice Assistance offers grants for educational and vocational services for recently incarcerated individuals. The Department of Agriculture has programs geared toward rural community services. So don't limit yourself. Search sites like Grants.gov, which is where you'll find federal grants, but also search your state-level agencies to see what they offer.

Example Federal Grant Programs

Meghan Jacobsen:
I want to take a few minutes to review a few grants on the federal level that may be of interest to organizations such as yours.

Library Services and Technology Act (LSTA)

Meghan Jacobsen:
First, we have the Library Services and Technology Act grant, commonly referred to as LSTA. It's designed to improve upon library services and help libraries develop programming that's going to meet the needs within their communities, especially underserved populations. It's also intended to promote literacy and education, preserve collections, and encourage resource sharing and collaboration among libraries. This grant essentially supports an array of library projects that will help make the library a more vital institution within the community.

As I said before, this is a pass-through grant. Funds are determined based on state population, and then state library administrative agencies determine how those funds are used. For some states, that may be grant programs; for other states, I've seen those as funds that are directly allocated to predetermined libraries. It really just varies state to state. If this is funding that you're interested in, I would definitely encourage you to contact your state library administrative agency just to see how they use those funds. Generally speaking, the first step would be to read through your state's five-year plan for the state library administrative agency, and that's going to give you a good idea of what their funding priorities are. Because this is a pass-through grant, the deadline for this is going to vary by state.

Museums for America

Meghan Jacobsen:
Next, I have Museums for America. I mentioned this one earlier. This comes out of IMLS, it's a direct grant, and it provides support for museums of all sizes and disciplines. This program will support activities that are ultimately going to strengthen the museum's ability to serve the public, and it's really focused on local impact. Activities can include collections management, professional development, and public programming, among other things. This is a program that usually opens in the fall of every year, so we anticipate it will be in and around fall, possibly early winter, of 2025. This particular program is open to state and local governments, as well as nonprofit museums.

21st Century Community Learning Centers

Meghan Jacobsen:
Then we have the 21st Century Community Learning Centers grant. This is for non-school-hour programming, specifically for high-poverty and low-performing schools. Programming can be centered around tutoring and mentoring services, STEM education, and recreational activities. They have a long list of what it can be focused on. This grant can be applicable to community organizations, libraries, educational institutions, tribal organizations, or a partnership of two or more eligible entities. This is another pass-through grant; therefore, the deadlines will vary by state.

Community Facilities Grant Program

Meghan Jacobsen:
And then finally on this list, I have the Community Facilities Grant Program. This is out of the United States Department of Agriculture, the Rural Development Agency, and it is specifically for community facilities and services in rural areas. They define rural as a population of 20,000 or less, but their highest priority of funding goes to areas with a population of 5,000 or less that is also low-income. This grant is essentially intended to help strengthen local and tribal government, as well as nonprofit facilities and services. It will fund a wide range of things. This grant also has a rolling deadline. I think it's a really great grant for anybody who is in a rural area.

The four grants I just went through are really just a small example of what is offered through federal funding. State-level grant offerings, as I said, are going to vary by state — definitely research what your state offers. You may be surprised and find the perfect fit.

Foundation Funding

Meghan Jacobsen:
I want to take a minute to talk about foundation funding. There are quite a few benefits to foundation funding.

Benefits of Foundation Funding

Meghan Jacobsen:
First, it's open to a wider variety of projects. Very importantly, it's not hindered by federal regulations on the use of funds. This is not taxpayer money. There's not a ton of laws around it. It's really what the foundation wants to prioritize and what their interest areas are. In that spirit, it's important that your organization and your project fit within that specific foundation's mission. That's going to be key. It's not really worth applying to a foundation that only funds research and healthcare if you're an arts and culture organization.

Aside from these benefits, foundations are an excellent starting point if you're new to grants. They can serve as an easy introduction to the grant application process. Many foundation applications are less intensive than federal and state grants, and you tend to get funding decisions quicker than federal and state grants. Therefore, if you have a project that you're wanting to start sooner rather than later, foundations are a good option.

Letters of Intent

Meghan Jacobsen:
I want to point out very quickly that some foundations will require what's called a letter of intent — sometimes called a letter of interest or inquiry — as the first step in the application process. This is just a short one- or two-page letter introducing your organization, discussing what your project is, and what you're seeking funding for. From there, it gives the foundation an idea of, “Yes, this is something we are interested in.” You may from there get an invitation to submit a full proposal. However, not all foundations require this first step, so it's important that when researching foundations, you really understand what their process is for requesting funding.

Foundations Are All About Relationships

Meghan Jacobsen:
Another thing to keep in mind about foundations is that they are all about relationships. Relationship building is very important here. If you have the option, reach out to the foundation of interest ahead of time to introduce yourself and to discuss your project. That's going to go a long way in getting your name remembered in a pile of proposal submissions.

Priority Alignment and Types of Support

Meghan Jacobsen:
I mentioned earlier about priority alignment. Different foundations will have different priorities, so it's important to identify the foundations that have the same interest areas as what your organization does. Foundations are also going to vary on what types of support they offer, whether it be project support, capacity building, or general support. You really want to make sure that both things align: Do the foundation's priorities align with your mission and your project, and are they offering the type of support that you need to complete this project or whatever you may need funding for?

Example Foundations

Meghan Jacobsen:
There are thousands of foundations out there, so I just selected four that I thought may be the most applicable to give you a taste of what's out there. I have the Dollar General Literacy Foundation, which

focuses on libraries and literacy programs. The Max and Victoria Drey foundation, which focuses on arts and culture, community-based organizations, and museums. Then there's the Fidelity Foundation, which has actually a pretty large focus area, but is specifically interested in arts and culture, education, and conservation.

You'll see that the last example here is local community foundations. Many cities, towns, counties, and regions will have a community foundation, which oftentimes will house many different types of grants. Local foundations are a great place to start because they are in your community. They want to support your local community, and they want to support community initiatives.

In that same spirit, there are so many small family foundations which fund specific geographic locations and specific interests. They are also very local, wanting to support local initiatives. I definitely encourage you to research what's available in your area, because generally speaking, the more local it is, the more interest they're going to have in your project, and also the less competitive it's going to be just because of the very concentrated geographical area.

Selecting Which Grants to Apply For

Meghan Jacobsen:
We just went through a ton of stuff, and there are a lot of grants out there. I hope that I drove that home today. So what's the best approach to selecting which grants to actually apply for? It's best to dwindle down a long list of grants to what you consider as the absolute best-fit grants out there for you. You can't possibly apply to all of them, and you're already doing a million things, so really consider which grants are going to be worth your time and energy.

Key Questions to Ask

Meghan Jacobsen:
First off, do you even meet the eligibility requirements? Are you the right organization type? Are you in the right geographical area? Make sure that you're reading through that in the guidance and that it applies to you completely.

Do you have enough time to apply for it before it's due? That's a big one. Maybe it's three weeks to the deadline and you won't have time. But the thing to keep in mind is that grants are cyclical. Almost all of them open every single year. So if there is a grant that's the perfect fit, but it's due in five days, this is a great time to start planning for next year's cycle.

Funding priority — do your priorities align with theirs?

The award — consider whether the size of the award is appropriate for what you need. Is there a cost share or match requirement? Some grants will fund 100 percent of your project; some will only fund 50

percent. It's important to go into that with your eyes wide open and determine if that's something that you can handle, that match requirement.

Other considerations: Is there a partnership required? Some grants will require partnerships, especially on the federal or state level.

Consider what the post-award management is. Sometimes that can be extremely complex. We've run into a lot of situations where an organization was awarded funds and then they really struggled with the capacity for those post-award requirements. So just keep that in mind.

And then it's always a great idea, if you can, to find the history of what a funder has actually funded. If they are funding organizations that are very similar to you, or projects that are very similar to yours, that's a pretty good indication that that's going to be a good grant for you to pursue, because obviously it's something that's of interest to them.

Recap: Order of Importance

Meghan Jacobsen:
To recap really quickly, generally consider the following in the order of importance. Are you eligible to apply? Do your funding priorities align with the funding entity? Consider population, geographic location, things like that. Are there any restrictions on the type of expenses? Look at those allowable and unallowable costs. Consider things you need as part of the grant, like salary, construction, technology, equipment. Will they fund that stuff?

Are there partnership requirements? Consider the cost-sharing component and whether or not your organization can handle that cost share. Does your organization have the capacity to carry out the project? That seems pretty obvious, but just keep in mind that grants are not free money. The funder expects a return on their investment, and they definitely expect that you will have the capacity to carry out the project as planned in your proposal. And then obviously, do you have the capacity and the time to apply and submit a good proposal by the deadline?

Building Strong Partnerships

Meghan Jacobsen:
I talked a little bit about partnerships throughout this, so I just want to close, before I hand things back over to Ashley, just to talk a little bit more in depth about partnerships. They often come into play with grants. There are some grants that absolutely require them; others may not, but you still may need to bring on a partner to have a successful project.

Start Early

Meghan Jacobsen:
As you probably know, forming partnerships takes time, but you might already have really great partnerships in place. Either way, when partners are involved and you're planning on a grant, bring them in as early as possible. Just to illustrate that, I was recently on a call with a lead applicant who brought in, I think, three or four other potential partners on the call, and this was like five weeks before the deadline. That's too late. It's just too late to form a partnership and get a good proposal in. They realized that, and ultimately that's okay, because this grant will open again next year, and now at this point they are actually ahead of the game for planning for 2026. But I just want to drive home that grants are almost always a marathon and not a sprint, and sometimes do require that planning a year in advance.

Approach Partnerships Strategically

Meghan Jacobsen:
When you're thinking about partnerships, you want to first meet with your internal team and take a look at what you can bring to the table and where the gaps are. That's where you're going to want to bring a partner in. When you do bring a partner in, you really want to bring them in from the view of: what can your organization do for them, and what can you guys accomplish together? Because ultimately a partnership should be something that furthers both your mission and your partner's mission.

Throughout these initial meetings and conversations, you really should be continuing to cultivate the relationship throughout the project phase and beyond. This is not only going to ensure success of the project and therefore a successful grant, but if the collaboration is successful, it really opens the door for more projects and more partnerships with this entity.

Formalize with an MOU

Meghan Jacobsen:
And then lastly, you want to formalize the partnership with a Memorandum of Understanding, often referred to as an MOU, which is a formal statement of commitment to partnership. This is going to be a piece that is often required as part of the proposal, so it's another really important document to keep in your document folder. With that, I will turn things over to Ashley to discuss how Grants Office can help.

Grants Office Services

Ashley Schultz:
Thank you so much, Meghan, for all of that information. I'll quickly run through this information here as you grab a glass of water and take a breather.

First and foremost, the information that Meghan shared here today is very valuable to get started on your grant-seeking journey. We also have more free resources on our Guidance for Grant Seekers website. You can see lots of other videos, you can hear more from Meghan and other folks at Grants Office, that walk through, step by step, creating a proposal, searching for grants, putting together a budget, putting together a grants timeline, and things like that. Lots of other videos there on demand and also some articles that I definitely encourage you to check out if you want to dive into more details on any of these individual points.

I also will say that there are services available with our Grants Office team. Folks like Meghan, folks with our other Grants Development Consultants and Associates. If you are interested in finding out what grants are available to you, you can always contact us here and tell us a little bit about your project. Walk us through what your goals are, what your needs are for that project in terms of budget. Our team — folks like Meghan — are out there to help you go through and find the federal, state, and foundation funding opportunities that are best suited for that project. They meet with you, they talk you through all those different options, help you weigh the pros and cons of each individual source of funding, and then ultimately help you identify one or two that you'd like to move forward with.

Our team is also out there available to help you write that grant or help you edit a grant that you yourselves have written, just giving you an extra set of eyes to make sure you're putting your best foot forward on the application. Really, anything that you guys need for help along the way in terms of your grant-seeking journey, Grants Office is happy to assist. So I definitely encourage you to just reach out to our team, and we're happy to chat with you about what you need.

Q&A Session

Ashley Schultz:
With that, Meghan, we have some questions come through. I'm going to read them off here. Folks, the bottom right-hand corner, if you click on Q&A, is where you can add more questions to this queue.

Q1: What are some ways you suggest connecting with foundations?

Ashley Schultz:
A majority of the questions I have here right now are at the foundation funding level. So first question here: What are some ways that you suggest connecting with foundations? It sounds like this person has tried to contact them via email or call and maybe hasn't heard back. So any advice there on how to do that initial outreach?

Meghan Jacobsen:
My advice would be: first, if the foundation has a website — which oftentimes they don't, but if you're lucky enough that they do — sometimes they will give you directions on what they want. Some

foundations really don't want to be contacted and would rather just receive your letter of intent in the mail, through email, or through their portal. So always follow those directions.

Aside from emailing them, I think it's always a good idea to search on LinkedIn, see if you can connect with somebody who is associated with that foundation. If you can't do it that way and there's just no other way, my suggestion would be to submit a letter of intent, given that it is a one- to two-page letter introducing yourself. Know that some foundations, however, really only fund by invite only, so it can be very hard to get in with them. If there's no way in, it just might not be the best foundation for you.

Q2: What's the best way to research local or family foundations?

Ashley Schultz:
Great, thank you. Going off of that, what's the best way to research local or family foundations? Is it through internet search, or are there some other things — what suggestions do you have there?

Meghan Jacobsen:
One of the best ways is obviously utilizing our services — I'll just do a little plug, because we can do the research for you. There's also a website called Candid, CANDID.org. That is a website that you will have to subscribe to, so it does cost money, but it has a pretty user-friendly search for foundations. It'll give you all sorts of information — from how much they funded in previous years, their tax form 990s, as well as their funding interest areas. So that's a really good option. A free option is to utilize the IRS website to search through 990s. Not the most user-friendly, but again, it is free.

Q3: Is there a website where state and federal grants are listed?

Ashley Schultz:
Perfect. And then this person had a second part to their question, which was: How about state and federal grants? Is there a website where all those funding opportunities are available?

Meghan Jacobsen:
For federal grants, you're going to find everything in Grants.gov. They post everything that's on the federal level there. As far as state grants, that's really going to vary state to state. Some states have extremely user-friendly grant portals that will allow you to search for everything that they have in one place and sign up for email alerts. Other states, you have to dig a little bit deeper. So that is very state-specific.

Q4: How can a large social enterprise demonstrate financial need to funders?

Ashley Schultz:
Folks that are still here with us, I acknowledge the fact that we're five minutes over our promised time, but I have some really good questions here in the queue, so I'm going to keep asking them. Thank you for sticking around here for a few extra minutes with us.

Meghan, the next question I have here: this person is part of a large social enterprise. Has a pretty substantial revenue stream, but even that revenue is not large enough to serve the people that they need. How do you suggest getting funders to see around that multi-million-dollar organization budget and still see that financial need there for the extra help?

Meghan Jacobsen:
Well, I think first, if you are talking about foundation funders, that's definitely something that you could address in a letter of intent, and also in any sort of proposal that you do draft. That should also show in the budget. As long as your project priorities align with the funder's priority — whether that's state or federal or foundation — you just need to show that in your budget, if that makes sense. Any sort of reasoning around needing those funds for foundations should definitely be addressed right there in that letter of intent, so that question is answered right off the bat.

Q5: Will canceled federal grant funding go to the states or disappear?

Ashley Schultz:
Thanks. Rebecca, if you want to chat with Meghan any further about that kind of question, education@grantsoffice.com is a great way to reach us.

Meghan, I have one more question for you here. But I also just want to give this shout-out to somebody who actually just gave some advice in this thread, which I just love. I love when fellow grant seekers are trying to lift each other up. This statement comes from Brianna, and she says: never submit a grant on the due date — technology issues happen, and most grants will not allow for a late submission. So thank you, fellow grant seeker, for that little bit of advice that you're adding in here to our queue. We see you, and we appreciate you.

And then my last question, Meghan, is leaving the foundation funding behind and looking more toward the government funding sources. With the changes — the weakening of some government agencies under the current federal administration — do you have a sense of whether funding from canceled funding opportunities is going to go to the states, or is it going to disappear? Anything that you can give us a statement about in terms of that?

Meghan Jacobsen:
There has been a lot of questions around that, and obviously there's been a lot of lawsuits and a lot of things are getting determined in the courts. I'm thinking of the digital equity grants and things like that. I think with some of them, time will tell. I know that this is very vague and it's not maybe helpful to what you want, but at the end of the day, I don't believe that grants are going anywhere. This happens with the change of any administration. Priorities are going to change to reflect what the current administration's priorities are. I think that you can expect grants to come out slower, and as I said

before, you can expect grants to have shorter timelines right now and in the immediate future. But I wouldn't expect grants to totally go away.

I think a lot of the hang-up, though, is going to be with court cases being hung up at this current time. That's sort of the best answer I can give. But I can also give a plug into the fact that Grants Office has done an entire series on this. You can find it on our website. There are, I think, three or four webinars on the current funding landscape, and I would definitely want to point you in that direction.

Ashley Schultz:
I will also add that there's a blog post on the very front page of our website that's updated weekly on new court cases and new substantial movements on the federal funding landscape. I'll just add that's there too, if you'll just want to quickly read updates.

Closing

Ashley Schultz:
Wonderful. Well, thank you everyone for hanging out with us for an extra nine minutes. Thank you for spending your time here with us today. Huge shout-out to Meghan — thank you so much for all the information that you've shared with us today. We hope you found this to be a valuable use of your time, and we hope to see you on a future Grants Office webinar.

If you have any additional questions, or if we didn't get to talk about something specific today, please feel free to reach out to us at education@grantsoffice.com, and we'll be in touch with you shortly. Have a great day, folks.

— End of Transcript —

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