

NORTH CENTRAL ANNUAL PARTNER CONFERENCE

BUILDING HEALTHY COMMUNITIES TOGETHER

MARCH 27, 2025



THANK YOU

NUTRITION EDUCATION FUNDER



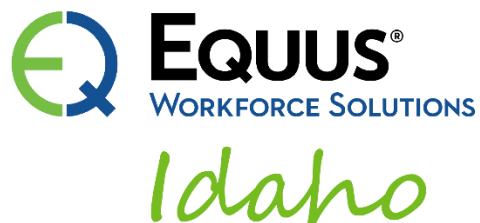
THANK YOU

**LUNCH PROVIDED BY
HEALTHY COMMUNITIES CHAMPION**



TriState Health

CONNECT WITH OUR VENDORS





TriState Health

Nourishing our Neighbors

Jen Scharffer, RDN, LD, CD

Objectives

- Identify some health risks of inadequate nutrition and potential effects of food insecurity
- Define the nutrition needs of some general populations
- Discover free education resources that are available to our community

Chronic disease and excessive caloric intake

- Obesity
- Cardiovascular disease
- Hypertension
- Stroke
- Metabolic Syndrome
- Diabetes (Type 2)
- Certain cancers
- Possibly Neurological disease

Conditions related to undernutrition








- Protein calorie malnutrition
- Poor immune response
- Non-healing wounds
- Poor functioning cardiovascular and digestive activity
- Vitamin deficiencies causing various health problems (blindness, brittle bones, anemia etc.)

Prevention








- Balanced nutrition
 - Emphasis on plant-based foods
- Limited processed foods
 - Especially refined sugars and added saturated fats
- Physical activity



General nutrition needs middle-aged female, normal weight

Food Group Amounts for 2,200 Calories a Day for Ages 14+ Years				
				
2 cups	3 cups	7 ounces	6 ounces	3 cups
Focus on whole fruits Focus on whole fruits that are fresh, frozen, canned, or dried.	Vary your veggies Choose a variety of colorful fresh, frozen, and canned vegetables—make sure to include dark green, red, and orange choices.	Make half your grains whole grains Find whole-grain foods by reading the Nutrition Facts label and ingredients list.	Vary your protein routine Mix up your protein foods to include seafood; beans, peas, and lentils; unsalted nuts and seeds; soy products; eggs; and lean meats and poultry.	Move to low-fat or fat-free dairy milk or yogurt (or lactose-free dairy or fortified soy versions) Look for ways to include dairy or fortified soy alternatives at meals and snacks throughout the day.
 Limit Choose foods and beverages with less added sugars, saturated fat, and sodium. Limit: <ul style="list-style-type: none">• Added sugars to less than 55 grams a day.• Saturated fat to less than 24 grams a day.• Sodium to less than 2,300 milligrams a day.	 Be active your way: Children 6 to 17 years old should move 60 minutes every day. Adults should be physically active at least 2½ hours per week.			

General nutrition needs elderly male, normal weight

Food Group Amounts for 2,000 Calories a Day for Ages 14+ Years				
				
2 cups	2½ cups	6 ounces	5½ ounces	3 cups
Focus on whole fruits Focus on whole fruits that are fresh, frozen, canned, or dried.	Vary your veggies Choose a variety of colorful fresh, frozen, and canned vegetables—make sure to include dark green, red, and orange choices.	Make half your grains whole grains Find whole-grain foods by reading the Nutrition Facts label and ingredients list.	Vary your protein routine Mix up your protein foods to include seafood; beans, peas, and lentils; unsalted nuts and seeds; soy products; eggs; and lean meats and poultry.	Move to low-fat or fat-free dairy milk or yogurt (or lactose-free dairy or fortified soy versions) Look for ways to include dairy or fortified soy alternatives at meals and snacks throughout the day.
	Choose foods and beverages with less added sugars, saturated fat, and sodium. Limit: <ul style="list-style-type: none">• Added sugars to less than 50 grams a day.• Saturated fat to less than 22 grams a day.• Sodium to less than 2,300 milligrams a day.			Be active your way: Children 6 to 17 years old should move 60 minutes every day. Adults should be physically active at least 2½ hours per week.

General nutrition needs elderly female, overweight

Food Group Amounts for 1,800 Calories a Day for Ages 14+ Years				
				
1½ cups	2½ cups	6 ounces	5 ounces	3 cups
Focus on whole fruits Focus on whole fruits that are fresh, frozen, canned, or dried.	Vary your veggies Choose a variety of colorful fresh, frozen, and canned vegetables—make sure to include dark green, red, and orange choices.	Make half your grains whole grains Find whole-grain foods by reading the Nutrition Facts label and ingredients list.	Vary your protein routine Mix up your protein foods to include seafood; beans, peas, and lentils; unsalted nuts and seeds; soy products; eggs; and lean meats and poultry.	Move to low-fat or fat-free dairy milk or yogurt (or lactose-free dairy or fortified soy versions) Look for ways to include dairy or fortified soy alternatives at meals and snacks throughout the day.
 Limit	Choose foods and beverages with less added sugars, saturated fat, and sodium. Limit: <ul style="list-style-type: none">• Added sugars to less than 45 grams a day.• Saturated fat to less than 20 grams a day.• Sodium to less than 2,300 milligrams a day.		 Activity	Be active your way: Children 6 to 17 years old should move 60 minutes every day. Adults should be physically active at least 2½ hours per week.

Sample Menu

1800 Calories

Breakfast

- 1 cup oatmeal
- 1/4 c dried cranberries
- 1 oz walnuts
- 1 cup 1% milk
- 1 cup coffee (unsweetened)

Lunch

- Turkey sandwich (2 sl. ww bread, 3 oz turkey, 2 lettuce leaves, 2 sl. Tomato, 1 oz low fat cheddar cheese, low fat mayo, mustard)
- 1/2 cup carrot sticks
- 1/4 cup hummus dip
- 1 banana
- 1 cup 1% milk

Snack








- 1 cup low fat yogurt
- 1/2 cup sliced apples

Dinner

- 4oz salmon, baked
- 1/2 cup cooked brown rice/ quinoa mix
- 1 cup green beans (cooked)
- 1 cup green salad (with 1 tsp olive oil/ balsamic vinegar)
- 1 ea whole wheat dinner roll (with 1 tsp margarine)



General nutrition needs elderly female, low weight

Food Group Amounts for 1,600 Calories a Day for Ages 14+ Years				
				
1½ cups	2 cups	5 ounces	5 ounces	3 cups
<p>Focus on whole fruits</p> <p>Focus on whole fruits that are fresh, frozen, canned, or dried.</p>	<p>Vary your veggies</p> <p>Choose a variety of colorful fresh, frozen, and canned vegetables—make sure to include dark green, red, and orange choices.</p>	<p>Make half your grains whole grains</p> <p>Find whole-grain foods by reading the Nutrition Facts label and ingredients list.</p>	<p>Vary your protein routine</p> <p>Mix up your protein foods to include seafood; beans, peas, and lentils; unsalted nuts and seeds; soy products; eggs; and lean meats and poultry.</p>	<p>Move to low-fat or fat-free dairy milk or yogurt (or lactose-free dairy or fortified soy versions)</p> <p>Look for ways to include dairy or fortified soy alternatives at meals and snacks throughout the day.</p>
 <p>Limit</p> <p>Choose foods and beverages with less added sugars, saturated fat, and sodium.</p> <p>Limit:</p> <ul style="list-style-type: none"> • Added sugars to less than 40 grams a day. • Saturated fat to less than 18 grams a day. • Sodium to less than 2,300 milligrams a day. 		 <p>Activity</p> <p>Be active your way:</p> <p>Children 6 to 17 years old should move 60 minutes every day. Adults should be physically active at least 2½ hours per week.</p>		

Collaborative effort towards sustainable health

- Food access (ie. assistance programs)
- Medical care
- Opportunities for activity
- Education
- What else...!?

PREDIABETES = PREVENT-DIABETES



8 in 10 people with
prediabetes don't
know they have it

More than 1 in 3
Americans have
prediabetes



Eating healthy and
being physically active
regularly **can lower your
risk of prediabetes**

Free Prediabetes Education Class



It's Your Time to Thrive in 2025!



A TriState Health Wellness Program in Partnership
with Idaho Foodbank

FREE Informational Seminar

Exercise and Diabetes



TriState Health
Wellness



TriState Health

Resources

- Gropper SS. The Role of Nutrition in Chronic Disease. *Nutrients*. 2023 Jan 28;15(3):664. doi: 10.3390/nu15030664. PMID: 36771368; PMCID: PMC9921002.
- Malnutrition: Definition, causes, symptoms & treatment [Internet]. 2024 [cited 2025 Mar 18]. Available from: <https://my.clevelandclinic.org/health/diseases/22987-malnutrition#prevention>
- MyPlate Plan calculator [Internet]. [cited 2025 Mar 18]. Available from: <https://www.myplate.gov/myplate-plan>
- TriState Health community impact events & classes [Internet]. [cited 2025 Mar 18]. Available from: <https://www.tsh.org/events/>



BREAKOUT SESSIONS

BREAKOUT SESSIONS

You will get a chance to visit all sessions

Fueling Wellness: Practical Nutrition Toolkits & Healthy Eating Strategies

Kesha Barden - Nutrition Education Specialist, IFB

Kathy Holland - Director of Health and Nutrition, IFB

Impacting the Community Now and in the Future

Ashley Singer - Volunteer Programs Coordinator

Food to the Rescue – Idaho Room

Lisa Turpin - Community Partner Specialist, The Idaho Foodbank





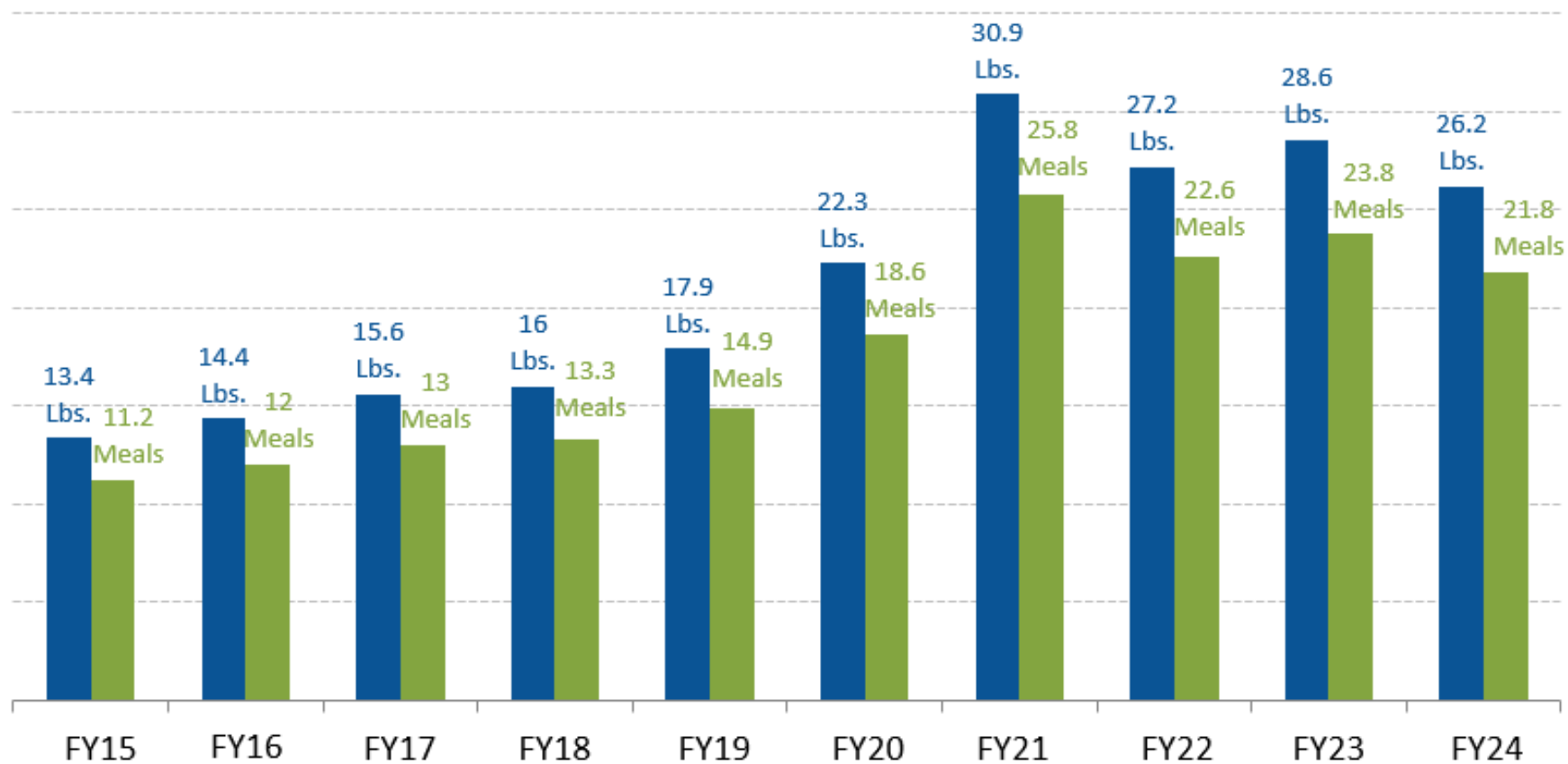
Food to the Rescue

Where is the food going to come from...

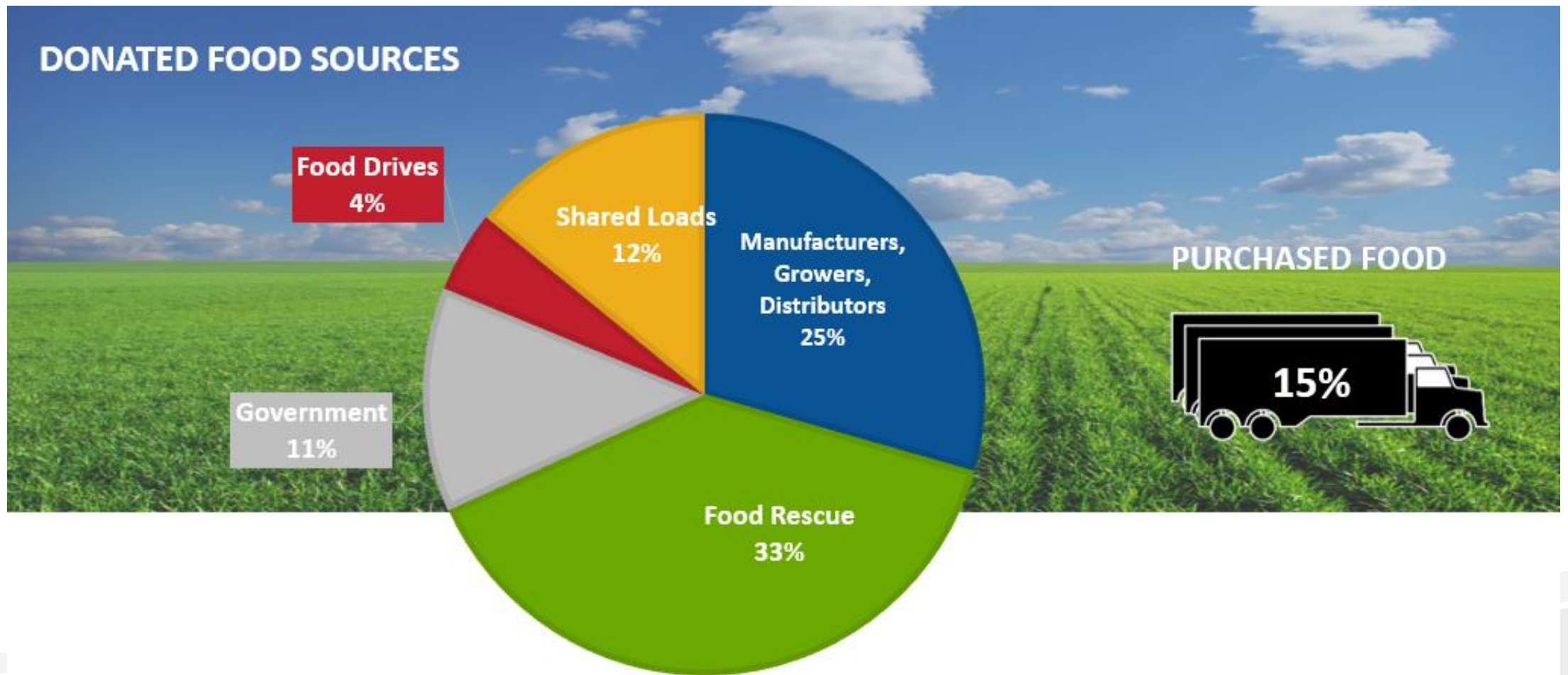




Providing food for meals..by the millions



Where does our food come from....



North Central

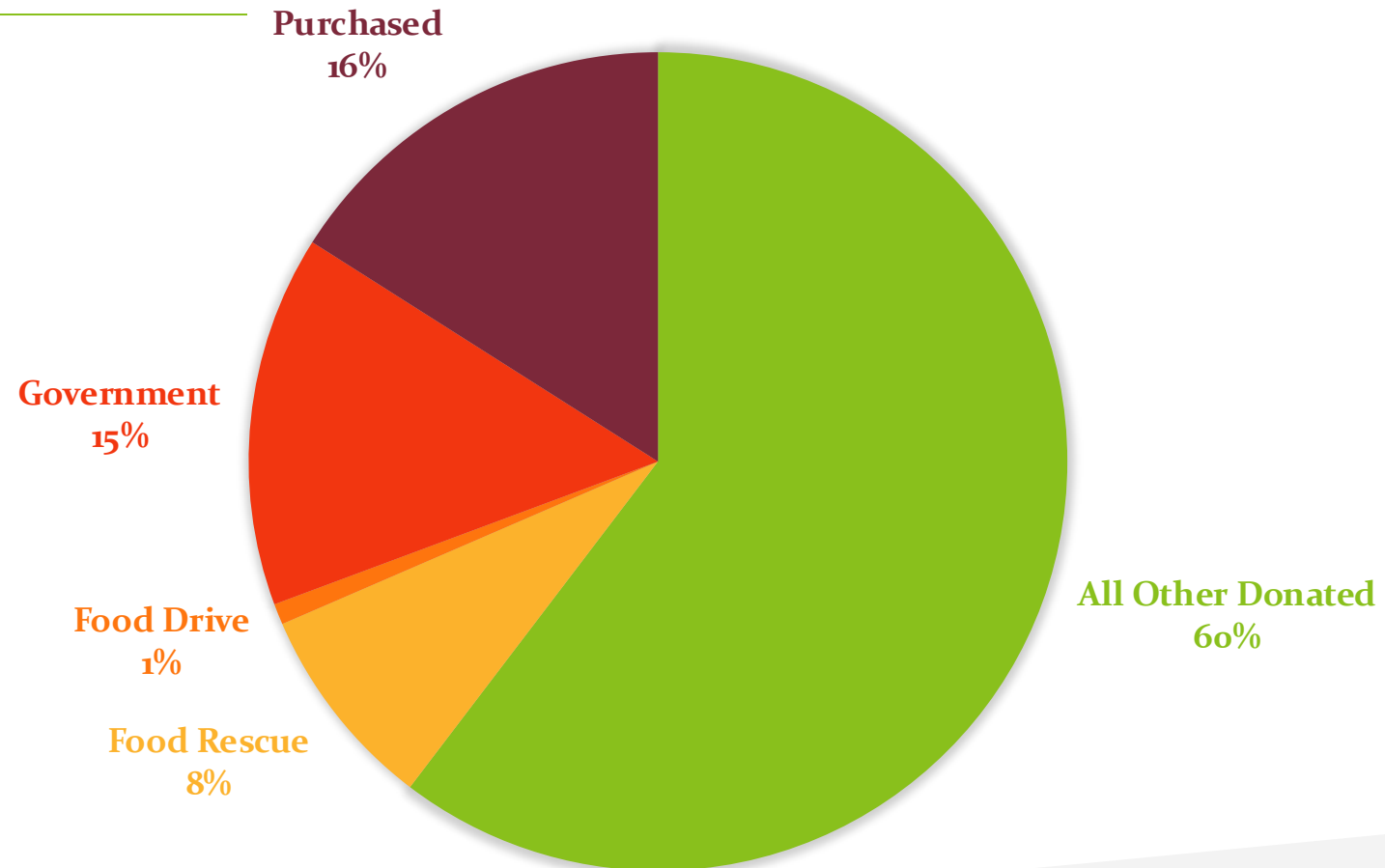
Projection

- Decline in Government food
- Increase in cost for food and transport

Opportunity

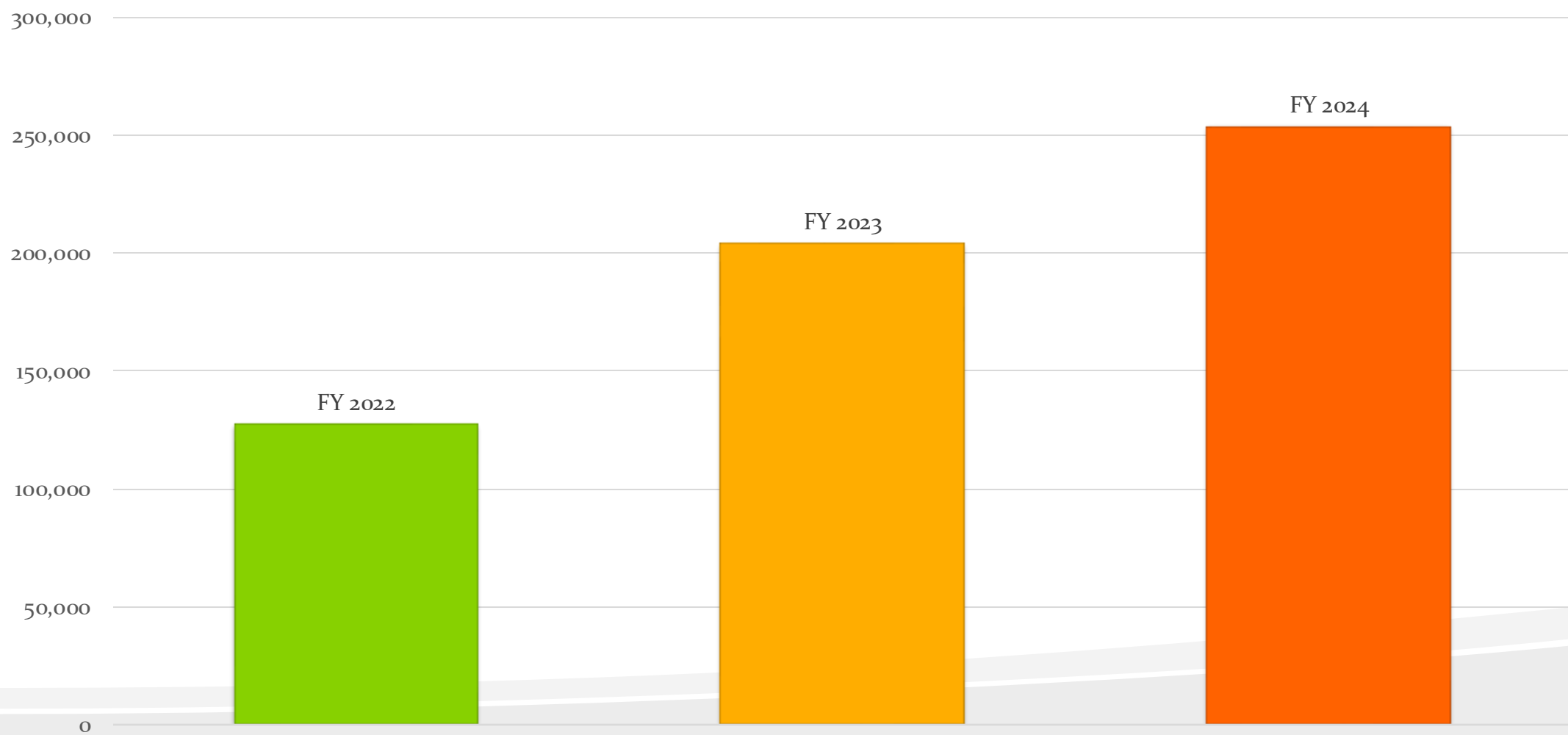
- Food Rescue IFB = 33% of all food
- NC = 8%

FOOD SOURCES





North Central Food Rescue Pounds Reported



Making it happen

- * Food Rescue is a key strategy for food access
- The Idaho Foodbank can help:
 - Provide guidance to Pantry Partners and Stores
 - Assist with reporting
 - Provide equipment and training





IFB partnering w/ Feeding America



The Idaho Foodbank is a Member of Feeding America.



Feeding America is a nationwide **network** of 200 **food banks** and 60,000 partner agencies.



Why work with FA & IFB?

- FA network has over 40 years of charitable food rescue experience
- FA partners w/ agricultural producers, manufacturers, retailers & food service distributors
- Helps operational efficiencies, allowing more investment in our communities



Partners and the product they donate

- National grocery stores are assigned a FA account manager and require data & reporting on all food donations
- **Food Safety is a priority**
 - All partners are inspected by a third-party auditor (such as AIB)
 - Distribution partners are regularly checked and trained by local FA member food banks – in Idaho this is IFB
 - MealConnect is the only national food rescue app connection food donors w/ pick up appointments



Considerations for Partner Agency Activation

- Number of households or people served on a weekly or monthly basis
- Number of days and hours the agency is open
- Other donation streams the agency has including other retail pickups
- Adequate storage space
- Agency's ability to distribute perishable product in a timely manner



- Proximity to the store (must be within 30 min)
- Agency must pass food safety training
- Commitment to collaboration including
 - * Weekly pick up / on time
 - * Reporting (weekly/ monthly)
 - * Training
 - * Relationship building w/ store
 - * Communication w/ store and IFB



Partner Agency Qualifications

- Signed Partner Agreement
- All drivers have current ServSafe Food Handler Cert.
- Agency Capacity
- Complete Food Rescue Training
- Proper Equipment
- Signed Food Rescue Agreement
- Register for MealConnect and Report pounds Monthly
- Record food temps @ store and agency



What is the Opportunity in our area?

- IFB is assessing opportunity and need your help:
 - Are you picking up?
 - Lets chat to make sure the donors needs are being met!
 - Do you have a store that has potential?
 - Models for national, IGA, storefronts, and convenience stores
 - We can help with discussing benefits (taxes), training, communication and equipment

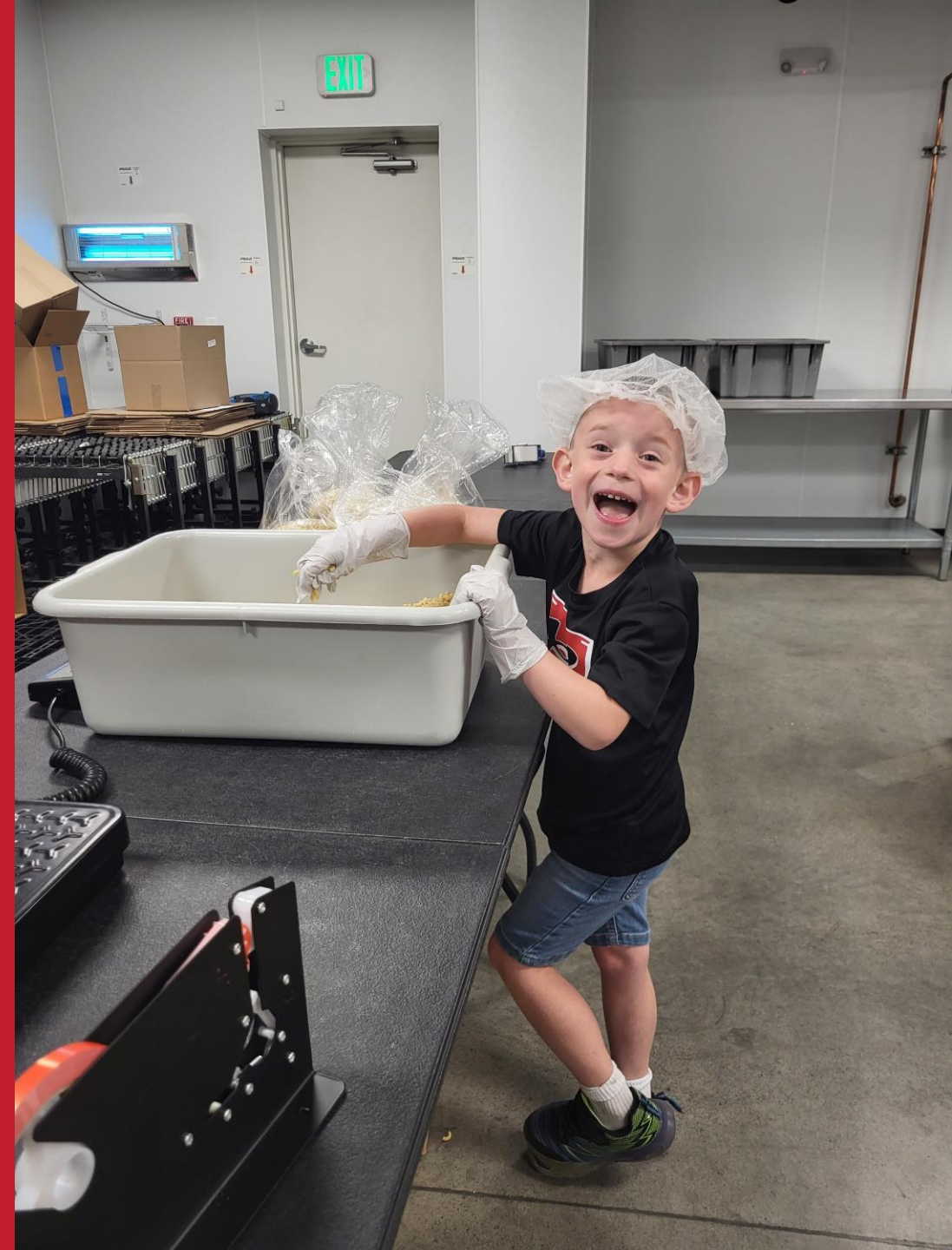
Thank you for providing food for meals for our neighbors!



Lisa Turpin – Community Partner Specialist
&
Jana Wolf – Director of Programs and Partnerships

THE IDAHO FOODBANK

Impacting the Community Now & In the Future – Volunteer Recruitment & Succession Planning



WHY IS VOLUNTEER RECRUITMENT IMPORTANT?



- Expands capacity and reach – now and in the future
- Reduces operational costs
- Builds community engagement
- Enhances organizations reputation
- Fosters a sense of belonging
- Provides valuable experience for volunteers
- Offers supporters a way to get involved and creates fundraising opportunities

HOW TO RECRUIT VOLUNTEERS

- Be engaging
- Create relationships
- Create a system
- Show impact
- Word of mouth
- Advertise



TAKE CARE OF YOUR PEOPLE



- Set clear guidelines
- Create a community
- Show appreciation
- Ask for feedback

IDENTIFY YOUR NEEDS

- Do you need help with regular activities?
- Are there any specialized roles?
- Do you require a time commitment, or can you be flexible?



SUCCESSION PLANNING



Prepare your organization for planned/
unplanned leadership & key role changes

Why is Succession Planning Important?

- Best serve clients
- Long term impact
- Sound nonprofit practice

THINGS TO DO NOW

- Identify at least one backup
- Confirm access for an emergency
- Make The Idaho Foodbank aware of the backup contacts
- What is your notification & communication plan?



PLANNING FOR THE FUTURE



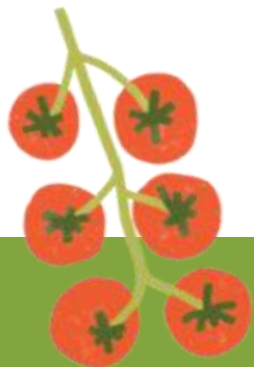
- Create list of key processes and tasks
- Document systems
- Encourage others to be involved
- Clarify roles
- Evaluate and confirm annually
- Recruit for the mission
- Be transparent

WHAT IF?

It may be helpful to attempt to answer a few questions as a temperature check each time you evaluate your current succession plan:

- What would happen if I/the person in our lead role was absent for three months? How would that impact our ability to distribute food?
- Who else could serve in the lead role if necessary? If only one person or none can be called upon, more work must be done to increase coverage.





PARTNER PANEL:

Scaling for Tomorrow – Expanding Capacity to Meet Future Needs

Moderated by: Morgan Wilson, Chief Development Officer, The Idaho Foodbank

PANELISTS

- **Ana Kampe** – Volunteer Coordinator of Bonner Community Food Bank
- **Carmen Griffith** – Backpack & School Pantry Coordinator for Orofino Elementary
- **Brenda Johnson** – Coordinator for Kamiah Senior Citizens Society, Inc.
- **Janna Jones** – Inland Oasis and West Side Pantry





PARTNER UPDATES & REMINDERS

PROGRAMS & PARTNERSHIP STATEWIDE TEAM



Jana Wolf
Director of
Programs & Partnerships
Statewide



Dominique Lattin
Program Manager
Statewide



Lisa Turpin
Community Partner
Specialist
North Central



Lindsey Olson
Program Specialist
South Central



Maren Nelson
Community Partner
Coordinator
Eastern



Leticia Garcia
Community Partner
Coordinator
Southwest



Gabrielle Black
Mobile & Partner
Specialist
Southwest



Natalie Woodruff
Government Program
Specialist
Statewide



Dianne Burnette
CSFP Assistant
Statewide



SCHOOL PROGRAMS & PARTNERSHIP STATEWIDE TEAM



Kesha Barden
Nutrition Ed Specialist

School Programs
Coordinator
North Central



Cecilia Watson
Nutrition Ed Specialist

School Programs
Coordinator
Eastern



Misty Roberts
Nutrition Ed Manager

School Programs
Coordinator
South Central



Lindsay Strong
Nutrition Ed Specialist

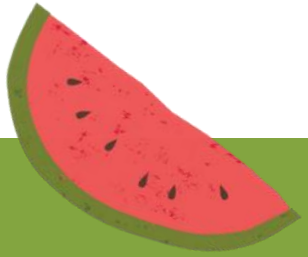
School Programs
Coordinator
Southwest



PARTNER UPDATES & REMINDERS

- Partner Agency Updates
- Communication Plan Agreement
- Partner & Neighbor Commitment
- Partner Agency Advisory Council (PAAC)





FOOD SAFETY

Jennifer Erickson, Food Safety and Compliance Manager, The Idaho Foodbank

Food Safety for Healthy Communities

Jennifer Erickson

Food Safety & Compliance Manager

The Idaho Foodbank



Foodborne Illness Statistics in the US

Foodborne illness is a significant public health problem.

48 million people get sick from foodborne illness

128,000 are hospitalized

An estimated 3,000 people die from a foodborne illness each year

- Vulnerable populations bear most of the burden
- Extends beyond 24 hours
- Associated with many long term health outcomes
- Risks of other diseases higher after a foodborne illness
 - IBS
 - Arthritis
 - Renal failure: hemolytic uremic syndrome, chronic kidney disease, chronic hypertension, diabetes

The Risk of Good Nutrition

- Fresh produce
 - Accounts for $\frac{1}{2}$ of foodborne illnesses in the United States
- Meat, poultry, fish
 - Animal protein
 - Responsible for $\frac{1}{3}$ of foodborne diseases
- Higher risk of foodborne illness compared with shelf stable, packaged foods



Our Role in Keeping Healthy Food Safe

- Be a reliable source of nutritious, safe food
- Help in prevention of unintended medical expenses from foodborne illness
- Be committed to food safety



Reliable Source of Nutritious, Safe Food

- Visibly inspect incoming food
- Monitor product temperatures
- Ensure proper product labeling
 - Ingredient statements
 - Allergen declaration
 - Meat, poultry, fish
- Speak to product dating correctly



Prevention of Foodborne Illness

- Ensure safe handling of food at your location
- Control time/temperature abuse
- Regularly clean and sanitize food contact areas
- Practice good personal hygiene
- Don't work when ill
- Communicate product recalls to neighbors



Ensure Best Practices for Food Safety

- Follow food safety protocol
- Stay up to date on food safety training
- Be diligent in proper product handling
- Train your staff and volunteers





Good Nutrition is Safe Nutrition

- Food safety must be a top priority for the Neighbors we serve
- Food safety requires a shared responsibility for the greatest impact
- Food safety protects and promotes a healthy community

Federal Regulatory Updates

- Product Dating: FDA and USDA have requested public comments on food date labeling to help inform future policy decisions
 - Reduce consumer confusion
 - Reduce food waste
 - Both agencies recommend that food industry members voluntarily apply the “Best if Used By” phrase
 - Date after which quality may decline but is still safe to consume
- Final determination yet to come!
- Public comment on food dating has closed, but you can visit the following link to learn more and sign up for email alerts: <https://www.fsis.usda.gov/policy/federal-register-rulemaking/federal-register-notices/food-date-labeling>



Product Dating

- Not all dates on cans indicate expiration.
- Do not confuse common product dating verbiage with the term “expired”. This leads to unnecessary food waste.
- Leads a neighbor to believe it is less than

Definitions Commonly Used

- Best By/Best Used By: Refers to quality; food may not taste as fresh after this date
- Use By: Typically used on perishables; indicates peak quality
- Sell By: Tells stores how long to display product
- Expiration Date: Only food legally required to have this date? Baby formula!

When to toss

- Off colors, odors, slimy textures, mold growth
- Freezer burn
- Bulging or severely dented cans
- Damaged packaging that has altered the freshness of the product



Labeling Requirements

- All food donations for community distribution must be labeled to include ingredients and allergen statement
- Exception: Whole produce
- All meat, poultry, fish, seafood must be labeled to meet Federal labeling requirements
 - Includes inspection legend
 - USDA approved processor

Nutrition Facts		* Percent Daily Values are based on a 2,000 calorie diet. Your daily values may be higher or lower depending on your calorie needs:	
60g/2.1 oz)		Calories:	2,000 2,500
Container 12			
per Serving			
10 Calories from Fat 50			
% Daily Value*			
at 6g	9%		
ated Fat 3.5g	17%		
Fat 0g			
unsaturated Fat 1.5g			
ounsaturated Fat 1g			
sterol 10mg	3%		
n 230mg	10%		
Carbohydrate 38g	13%		
y Fiber 2g	6%		
22g			
2g			
0%	• Vitamin C 0%		
9%	• Iron 6%		
		Calories per gram:	Fat 9 • Carbohydrate 4 • Protein 4
		INGREDIENTS: CORN SYRUP, HIGH FRUCTOSE CORN SYRUP, WATER, SUGAR, ENRICHED BLEACHED AND UNBLEACHED FLOUR (WHEAT FLOUR, MALTED BARLEY FLOUR, NIACIN, REDUCED IRON, THIAMIN MONONITRATE, RIBOFLAVIN, FOLIC ACID), COCONUT (WITH SODIUM METABISULFITE TO PRESERVE WHITENESS), EGGS, SOYBEAN OIL, CONTAINS 2% OR LESS OF EACH OF THE FOLLOWING: COCOA (PROCESSED WITH ALKALI), PALM OIL, DEXTROSE, GELATIN, LEAVENING (BAKING SODA, SODIUM ACID PYROPHOSPHATE, MONOCALCIUM PHOSPHATE), MODIFIED CORN STARCH, WHEAT GLUTEN, EGG YOLKS, CORN STARCH, MONO- AND DIGLYCERIDES, SALT, DATEM, SODIUM STEAROYL LACTYLATE, POLYSORBATE 60, SOY LECITHIN, CELLULOSE GUM, LACTIC ACID, SORBITAN MONOSTEARATE, ARTIFICIAL FLAVORS, CITRIC ACID, XANTHAN GUM, CARAMEL COLOR, PRESERVED WITH POTASSIUM SORBATE, SORBIC ACID AND SODIUM PROPIONATE. IF ORANGE, CONTAINS: FD&C YELLOW #5, FD&C RED #40. IF PINK, CONTAINS: COLORED WITH VEGETABLE JUICE, FD&C RED #40 ALUMINUM LAKE. IF GREEN, CONTAINS: FD&C YELLOW #5 LAKE, FD&C BLUE #1 LAKE.	
		MANUFACTURED ON SHARED EQUIPMENT THAT ALSO PROCESSES PRODUCTS CONTAINING TREE NUTS AND PEANUTS.	

The Food Code: State Food Safety Regulation Update

- Collaborating with Idaho Department of Health and Welfare to clarify food establishment licensing and training requirements for food pantries
- All facilities which hold food daily are required to hold a food establishment license with the State of Idaho
- Depending on the type of operation, CFPM training can be waived from your local health district through the application for a variance
 - Include a plan for food safety



PARTNER HIGHLIGHTS

Lisa Turpin, Community Partner Specialist, The Idaho Foodbank

The background is a dark, blurred bokeh of warm colors like red, orange, and yellow. Scattered throughout are various festive icons: three balloons (red, blue, and orange) in the upper left; several yellow and red stars; a yellow spiral in the upper right; a red spiral in the middle right; and three wrapped gifts (orange with a blue bow, green with a red bow, and blue with polka dots and an orange bow) in the lower right. There are also yellow and red streamers.

Outstanding Community

Partners 2025



**Episcopal
Church
Pantry**

**This Idaho
Foodbank
Partner is being
honored for the
dedication to
improving the
health of their
community**

Volunteer Team



Before

Choice Pantry

After





**Kamiah
Sr.
Center**

**This Idaho
Foodbank
Partner is being
honored for the
dedication to
improving the
health of their
community**

Volunteer Team



Kamiah Sr. Center Feeding Site

Egg Hunt

Easter tree





**Lewiston
School Dist.
HUB**



**This Idaho
Foodbank
Partner is being
honored for the
dedication to
improving the
health of their
community**





**Cynthia, Jennifer &
Michelle
Community Social
workers & McKinney
Vento Liaisons**

Food Pantry

HUB

Clothing Closet





**JK Good
Samaritan
Food Pantry**

Community Supporter

**This Idaho
Foodbank
Partner is being
honored for
going above and
beyond during
the Gwen Fire**

JK Food
Pantry

JK Good
Samaritan

JK Senior
Center





**Nez Perce
Tribe
Community
Foodbank**

Community Supporter

**This Idaho
Foodbank
Partner is being
honored for
going above and
beyond during
the Gwen Fire**



Nez Perce Tribe Team

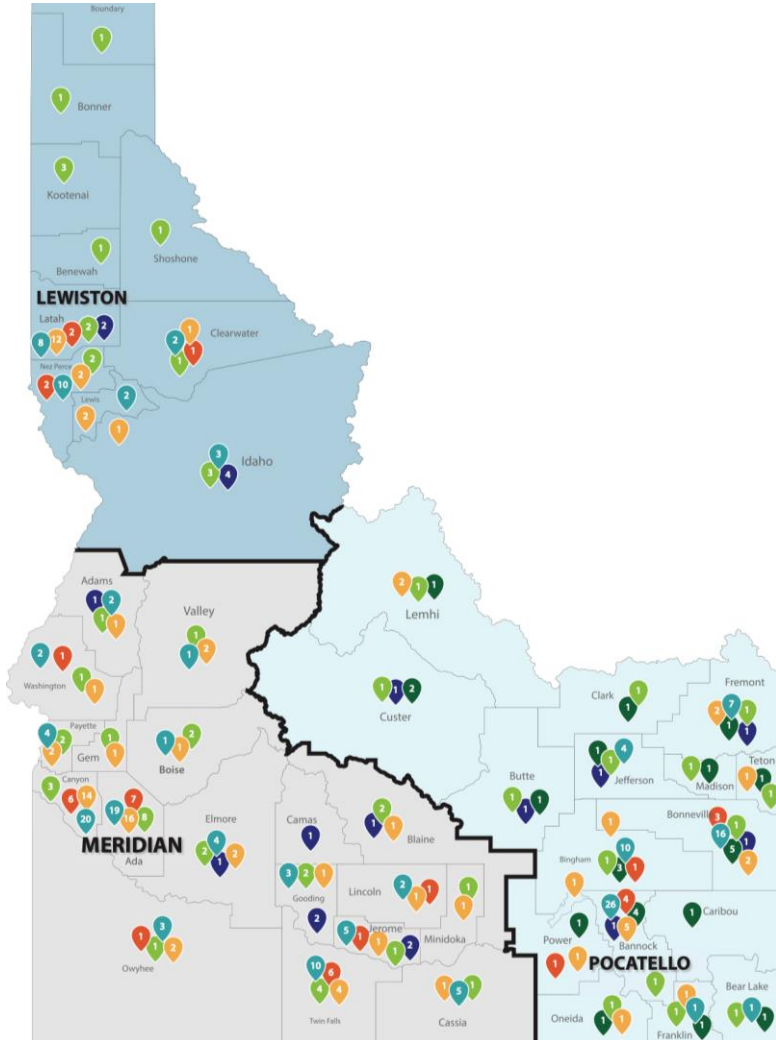




REGIONAL & PARTNER IMPACT REPORTS

Jana Wolf, Director of Programs & Partnerships, The Idaho Foodbank

PARTNERING STATEWIDE



In Fiscal Year 2024*:

26,250,498 pounds distributed statewide

86% food considered nutritious

85% food donated to The Foodbank

400+ community distribution partners statewide

*The Idaho Foodbank's Fiscal Year 2024 ran from May 1, 2023 – April 31, 2024.



SOLVING HUNGER IN NC IDAHO

In Fiscal Year 2024*:

2,797,365 pounds distributed in NC region

82 community partners, including schools

10 counties served**

25,682 people served (monthly average)

2,865 volunteers provided 9,528 hours of service

*The Idaho Foodbank's Fiscal Year 2024 ran from May 1, 2023 – April 31, 2024.

**5 counties serve CSFP only



GRANT WRITING 101

AN OVERVIEW OF THE GRANT EXPERIENCE

The Idaho Foodbank
NC Idaho Partner Conference
March 27, 2025

OVERVIEW

- I. Welcome and Introductions
- II. Understanding Grants
- III. Getting Started, Researching, & Building Relationships
- IV. Essential Components of a Grant Proposal
- V. Writing Techniques and Tips
- VI. Reviewing and Submission
- VII. Follow-up
- VIII. Wrap-up and Q&A

WELCOME AND INTRODUCTIONS

Presenters

- Gillian Donahey, Grant Coordinator, The Idaho Foodbank
- Morgan Wilson, Chief Development Officer, The Idaho Foodbank

Attendees:

- Experience
- What do you hope to gain from this presentation?

How to finish a grant application when you have writer's block

© MARK ANDERSON, ALL RIGHTS RESERVED WWW.ANDERTOONS.COM



"I don't have any answers.
I'm a non-prophet."

UNDERSTANDING GRANTS

What is a grant

- Sum of money to support a program, project, initiative, or organization
- Unlike a loan, a grant does not need to be repaid
- Conditions placed on how funds are used
- Reporting requirements
- Awarded based on merit of proposal and potential to achieve desired outcome/address needs

UNDERSTANDING GRANTS

Who provides grants

- Government
- Foundation
- Corporate
- Other (United Way)

Funder Examples:

- Idaho Community Foundation
- Innovia Foundation
- Lewis-Clark Valley Health Foundation
- United Way
- Idaho Food Bank Fund

Equipment Grants:

- Dairy West
- AgWest Farm Credit
- Lowes
- Home Depot
- Whirlpool

UNDERSTANDING GRANTS

Unrestricted vs Restricted: Restricted grants may specify a focus on geographic regions, populations, needs/outcomes, project type, etc.

Private Foundation vs. Corporate: Corporate funders often want staff involvement as volunteers and may ask about donor recognition

Examples of how to use grant money

- Building supplies (shelves/storage, walk-in freezer/fridge, heating/electricity)
- Cost of food
- Programs and services (nutrition education for clients)
- Capital projects (new buildings/building expansion)
- Other ideas?

GETTING STARTED

Identify funding needs

Timeline: grants can take up to 6-9 months to receive funds

Get Organized

Save materials in one location
Track application and reporting deadlines

Assess Readiness

Review Organizational Readiness Checklist

FINDING GRANTS

Who offers funds in my area of interest?

Hunger relief, health and nutrition, essential services, community building, etc.

Who offers funds for my population(s) served?

Low-income populations, older adults, children, etc.

What is the likelihood of being awarded the grant?

Aim for grants where 20%+ of applicants are awarded funds

What is the average grant award?

Consider the average award amount vs. application effort and project/program funds needed



FINDING GRANTS

- Utilize your **network**: board members, lead donors, peers, volunteers, etc.
- Join local **groups** (churches, Rotary/Kiwanis, Economic Development/Chamber), and/or sign up for **newsletters**
- Attend networking **conferences or events**
- **United Way, Idaho Nonprofit Center/Idaho Community Foundation** (list of available grants for free)
- **Grants.gov** (federal grants)
- **Internet search**: Idaho + 'philanthropy' + basic need, human services, hunger relief, SDOH, etc.
- Paid **subscription-based** platforms: Guidestar/Candid, Instrumentl, GrantStation, etc.



BUILDING RELATIONSHIPS WITH FUNDERS

Before applying, research the funder

- Use your network: board members or peers may have an established connection (make a warm intro, if possible)
- Review their website, mission, interests, goals, social media activity
- Higher-Level: Review their IRS Form 990 (Schedule I, Part II) to see to whom they have given grants, what size grants do they give, do they accept unsolicited proposals, etc. (Available for free at [Guidestar.org](https://www.guidestar.org))



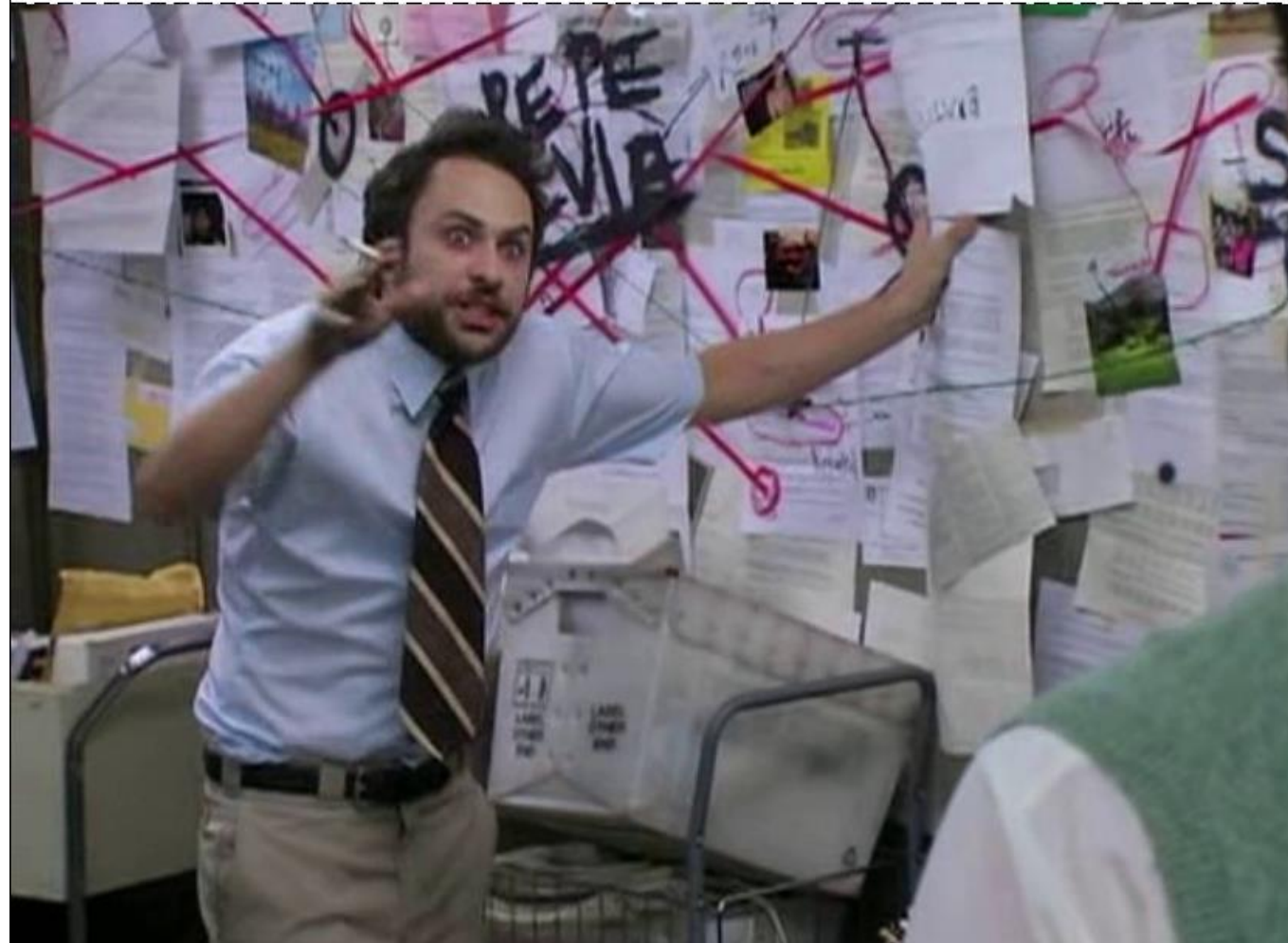
BUILDING RELATIONSHIPS WITH FUNDERS

Meet with the funder & learn about their interests. Questions to ask:

- What can we do to make our project more appealing?
- Why would this project not get funded?
- What distinguishes successful applicants?
- Can they give an example of a current or former project that stands out and why?



**Me trying to explain to funders
how our missions are aligned**



ESSENTIAL COMPONENTS OF A GRANT PROPOSAL

- I. Organizational Background & Mission Statement
- II. Statement of Need
- III. Program/Project Description (with goals and objectives)
- IV. Budgets: both Organizational & Project
- V. Evaluation Plan
- VI. Sustainability Plan (including other secured funding sources)
- VII. Other: Volunteer opportunities, attachments

SOMETIMES PREPARING
A GRANT PROPOSAL
FEELS LIKE



HERDING CATS

There's no feeling in the world like it

ORGANIZATION BACKGROUND AND MISSION

Why are you the best organization to do this work?

- History
- Mission
- Programs & services
- Leadership and staff
- Accomplishments & prior funded projects

STATEMENT OF NEED

- **Why** the project is needed.
- **What** problem you are trying to solve.
- **Description** of the problem and who is being affected by it.
- What **statistics** or **measurable facts** relate to this problem/issue.
 - Tip: Use The Idaho Foodbank website and partner impact report info

PROGRAM/PROJECT DESCRIPTION

- **What** is the project/program? Describe in detail.
- **Why** did you select your goals and objectives?
- **Who** is involved? Include key staff, volunteers, partners, and how they relate to the project?
- **When** will the project be implemented? Include a timeline.
- **Where** will the project be implemented?

BUDGET

Have an organizational and project budget ready.

Ex: The Idaho Food Bank Fund application asks for a 6-line (max) budget in this format

BUDGET CATEGORY	EXPENSE

Some grants require their own budget format or template

EVALUATION

Explain how you will know if the project is successful.

- Ex: # of people served, # pounds distributed, feedback through survey results

Data you already have access to (via IFB):

- Pounds of food distributed
- People served
- In-kind donations
- Services rendered – nutrition ed, recipes, food demos

Important: Make sure you can track what you say you will measure

SUSTAINABILITY

How will your organization sustain your project after this grant period ends?

- List other secured funds
- Plans for the future

WHAT TO EXPECT WHEN APPLYING

- Most applications are through **online portals** (require logins)
- Answer your questions in a **word doc** then copy them into online portal so you have a saved copy
- Note the application's **word or character count**
- **Funder-specific** questions



WRITING TECHNIQUES AND TIPS

- Writing style is **professional and persuasive, concise and to the point**
- Use **data and evidence** when you can (and make sure your numbers make sense)
- **Proof-read** your work before submitting
- Have an **impact story** on-hand – they are powerful
- Use a template BUT make the application **unique** to the funder
- **Read application questions** multiple times through so you don't miss anything



WRITING TECHNIQUES AND TIPS

Define an accountability-buddy

- You are 65% more likely to achieve a goal if you tell someone about it

Allow yourself to focus

- Go to a new location if you can - it helps your brain to focus

Allow extra time

- Start early -- it always takes longer than you expect

Collaborate

- Apply with another partner, ask IFB for help



FOLLOW-UP

If accepted

- Send a thank you note or call
- Read, sign, return agreement/contract, save in file
- Document reporting dates
- Track expenses, save receipts, track data
- Keep developing a relationship, invite the funder to events, send them updates, etc.

If denied

- Send a thank you note or call. If appropriate, ask for feedback
- If appropriate, keep building a relationship with the funder
- Don't give up, if the funder is a good fit – apply again next year

WHEN YOU ACHIEVE
A LOT TOGETHER



YOU FEEL LIKE A
SUPERHERO