

ARIZONA //
ECONOMIC RECOVERY CENTER



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KEY CHALLENGES

Funding Transformative Projects



OVEREXTENDED RESOURCES

Even institutions, nonprofits or communities with dedicated support staff struggle to consistently resource their needs.



BUDGET CONSTRAINTS

Most are being asked to do more with less, even with ambitious goals to grow grant funding.



COMPETITIVE LANDSCAPE

In an increasingly competitive funding environment, more of us are applying for the same grant dollars. Our underserved communities struggle to think strategically.

KEY PRIORITIES

To address shifting support needs, strategic priorities, and staffing levels, Local First has developed flexible services to fill gaps and help our communities compete more successfully for grant funding.

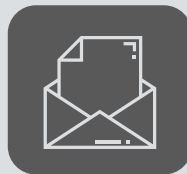


AREAS OF SUPPORT



GRANTSEEKING CAPACITY DEVELOPMENT

Developing organizational capacity to pursue and win grant funding, through training, strategic assessment, and benchmarking.



FUNDING RESEARCH

Identifying and evaluating grant opportunities aligned to member projects, while enabling longer-term planning through funded project research and forecasting.



PRE-PROPOSAL SUPPORT

Assessing and developing competitive project concepts, helping members to navigate funder requirements and build relationships prior to completing submissions.



PROPOSAL SUPPORT & DEVELOPMENT

Supporting community-led grant proposal projects by providing review and revision services designed to ensure the strongest possible proposals are submitted.



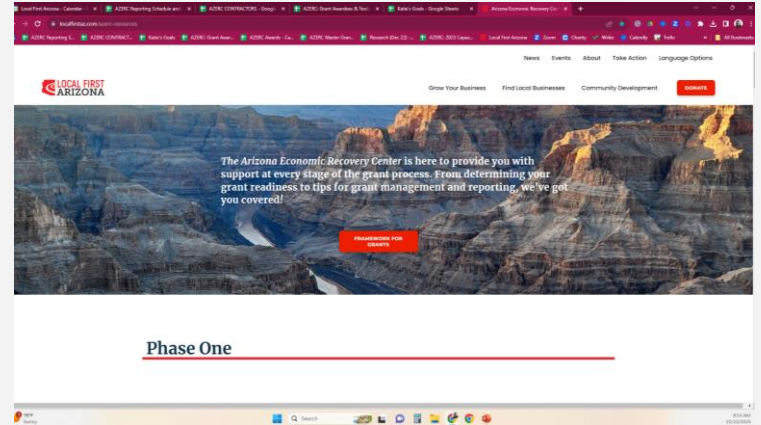
FACILITATION & PROJECT MANAGEMENT TRAINING

Leading collaborative and equitable community discussions to ensure competitive and inclusive proposals are developed that contribute to the overall regional strategy and well-being.

AZERC Grant Winning Process

PHASE 01 CANDIDATE SCREENING	OUR COMMITMENT	YOUR COMMITMENT
01 PRE-SCREENING TIMEFRAME: 2 business days CLIENT TIME: 30-45 min	<ul style="list-style-type: none"> Send assessment to candidate Net survey results to confirm eligibility Send phase 01 checklists Schedule introductory call 	<ul style="list-style-type: none"> Complete assessment Complete phase 01 checklists
PHASE 02 PRE-AWARD	OUR COMMITMENT	YOUR COMMITMENT
01 INTRODUCTORY CALL TIMEFRAME: 30-min call CLIENT TIME: 1-5 hrs	<ul style="list-style-type: none"> Review AZERC services & eligibility with client Review AZERC process & steps for working together Gather organization's grant history Discuss funding needs Send list of phase 02 on demand webinars to client 	<ul style="list-style-type: none"> Provide organization's grant history Provide information on funding Review any relevant phase 02 webinars
02 GRANT RESEARCH TIMEFRAME: 2 weeks CLIENT TIME: 30-60 min	<ul style="list-style-type: none"> Review latest opportunity list Review AZERC master grant list Conduct Google keyword search Send client list of curated grant opportunities 	<ul style="list-style-type: none"> Review curated grant list Select grants to move forward with Review instrumental articles
03 GRANT APPLICATION(S) TIMEFRAME: 2-4 weeks CLIENT TIME: Varies by application type	<ul style="list-style-type: none"> Assign grant writer (24-48 hours) Make introduction of grant writer to client Send post work survey upon grant submission 	<ul style="list-style-type: none"> Work with grant writer to complete application(s) Complete survey upon grant submission Review instrumental articles
04 DECISION NOTIFICATION TIMEFRAME: 1-3 months (red 3-5 months) CLIENT TIME: 5 min	<ul style="list-style-type: none"> Follow up with client: <ol style="list-style-type: none"> If grant was awarded: client moves into phase 03 If grant was not awarded: schedule post decision call Schedule Post Decision OR Post Award Call 	<ul style="list-style-type: none"> Notify grant writer of grant decision If grant was not awarded, participate in post decision call
05 POST DECISION CALL (IF APPLICABLE) TIMEFRAME: 30 min CLIENT TIME: 30-45 min	<ul style="list-style-type: none"> Discuss application feedback (if applicable) Discuss applying again in next cycle with revisions Discuss focusing on different opportunities 	<ul style="list-style-type: none"> Gather feedback from grantor Participate in follow up call
PHASE 03 POST-AWARD	OUR COMMITMENT	YOUR COMMITMENT
01 AWARD NOTIFICATION TIMEFRAME: 30 min CLIENT TIME: 1-2 hrs	<ul style="list-style-type: none"> Review Post Award Capacity Assessment Conduct Post Award Notification Call Discuss client's plan for measuring and reporting impact Review Arizona Economic Recovery Center post award services & process Discuss client's need for additional Arizona Economic Recovery Center services Send Post-Award Checklist Send Post-Award On-Demand Webinars 	<ul style="list-style-type: none"> Complete Post-Award Capacity Assessment Review & Complete Post Award Checklist Review Post Award On-Demand Webinars
ONLY FOR SECURED FUNDS		
02 3 MONTH CHECK-IN TIMEFRAME: 15 min CLIENT TIME: 30 min-5 hrs	<ul style="list-style-type: none"> Discuss progress & deliverables Discuss how they are measuring impact Assign Capacity Building Consultant (if applicable) (24-48 hours) 	<ul style="list-style-type: none"> Participate in check-in call Work with Capacity Building Consultant (if applicable - up to 5 hours) Review instrumental articles
03 6 MONTH CHECK-IN TIMEFRAME: 15 min CLIENT TIME: 1 hr	<ul style="list-style-type: none"> Discuss progress & deliverables Discuss additional work done with capacity building consultant (if applicable) Send Meeting Reporting Requirements Webinar 	<ul style="list-style-type: none"> Participate in check-in call Provide feedback on work with capacity building consultant (if applicable) Review Meeting Reporting Requirements Webinar
04 9 MONTH CHECK-IN TIMEFRAME: 15 min CLIENT TIME: 15 min	<ul style="list-style-type: none"> Discuss progress & deliverables Discuss how they are measuring impact 	<ul style="list-style-type: none"> Participate in check-in call
05 12 MONTH CHECK-IN TIMEFRAME: 30 min CLIENT TIME: 30 min	<ul style="list-style-type: none"> Discuss progress & deliverables Discussion on grant term and if all items are completed Discussion on moving forward and additional AZERC services Discuss Final Reporting Requirements 	<ul style="list-style-type: none"> Participate in check-in call Return to phase 02

AZERC Resources Webpage



QUALIFYING PARTICIPANTS



- NonProfits**
- Municipalities**
- Tribal Organizations**

Any Nonprofit, Municipality, or Tribal Organization may use the AZERC grants list to review opportunities and apply on their own at any time!





To qualify for **PRO BONO RESOURCES** from AZERC, entities:

- Must not have a dedicated, full-time staff for development. *Ask if you qualify!*
- Proposed application concepts that include at **least 3 partnering organizations or entities are encouraged**
- Are interested in applying for work that supports a **regional or local strategic plan**
- **Meet the definition of Rural** as defined by the ACA, or be in LMI urban census tracts

WAYS TO BENEFIT

Visit economicrecoveryaz.com to sign up for a customized list of grant opportunities that comes out every Monday. These are Federal, State, Municipal and Foundation grants and you are welcome to apply for any that you feel you're a fit for.

Find a grant that you feel your city, town, nonprofit, EDC, CDC, Chamber, or other organization would like to apply for and we will help you through the process.

*Services are provided at **NO CHARGE**, thanks to our sponsors.*



Arizona Economic RESOURCE CENTER

By The Numbers

Local First Arizona launched the **Arizona Economic Recovery Center** (AZERC) in May 2021 to enable more qualified Arizona cities, towns, counties, tribal communities, and nonprofits to win competitive federal, state, and foundation grants by increasing their capacity to compete.

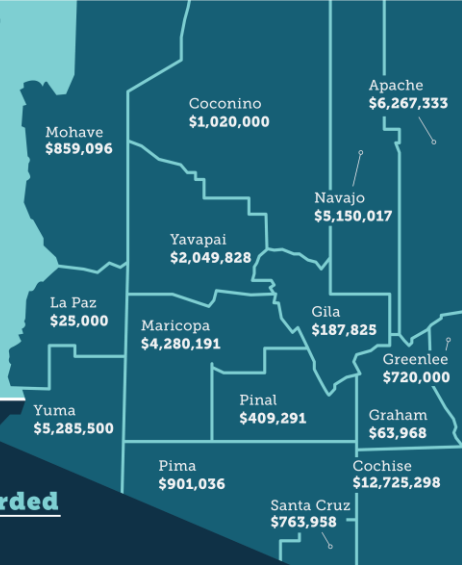
Free services offered through the AZERC include grant writing, reviewing and editing; budget guidance; facilitation; project management; economic impact analysis; and strategic planning.

Results to Date



Breakdown by County

COUNTY	ORGANIZATIONS ASSISTED	CONSULTANTS DEPLOYED	SUBMITTED GRANTS FUNDED
Apache	33	26	8
Cochise	45	22	14
Coconino	49	41	15
Gila	31	15	6
Graham	19	12	1
Greenlee	7	5	2
La Paz	8	5	1
Maricopa	323	203	35
Mohave	21	18	4
Multi-County	57	33	6
Navajo	34	15	5
Pima	69	39	7
Pinal	57	37	13
Santa Cruz	50	22	12
Yavapai	64	33	13
Yuma	23	13	4
TOTAL	890	539	146



ARIZONA ECONOMIC RECOVERY CENTER

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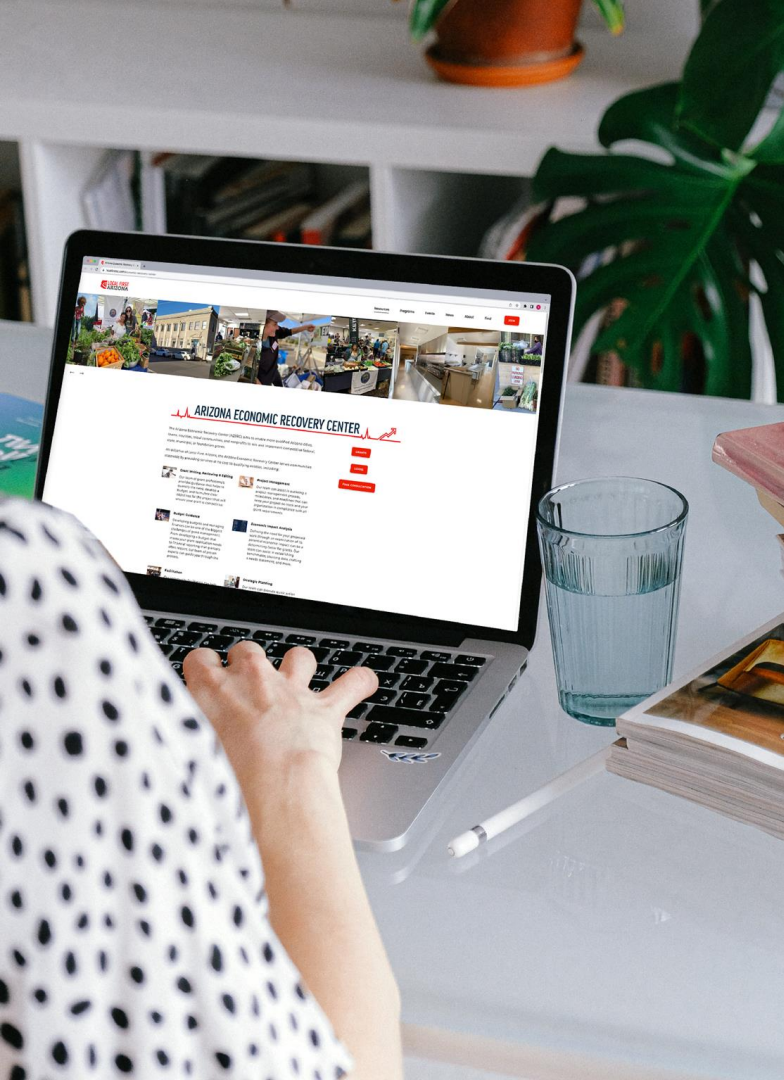
PLEASE VISIT

economicrecoveryaz.com

To Sign Up For Weekly Grants Opportunities

*Contact Us for a **FREE** strategy sessions!*





THANK YOU!

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