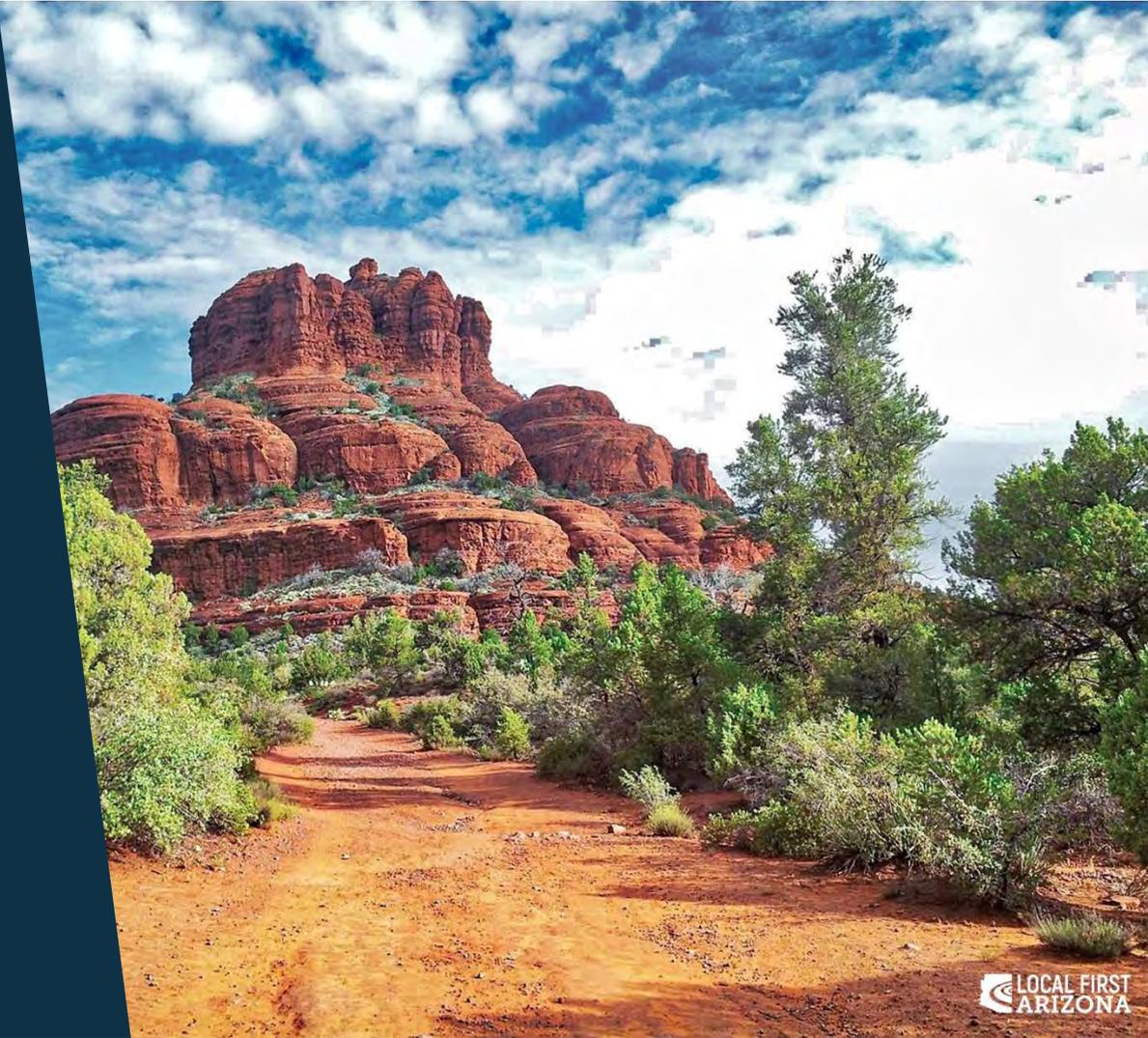


**ARIZONA** ///  
**ECONOMIC RECOVERY CENTER**



////////////////////////////////////

## 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.



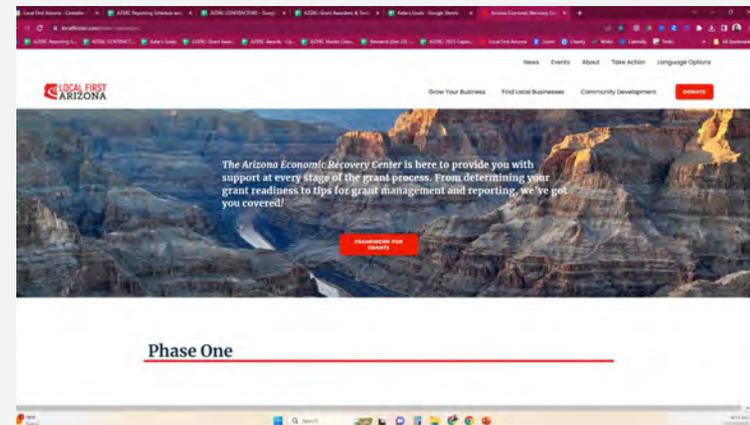
## FACILITATION & PROJECT MANAGEMENT TRAINING

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

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

# AZERC Resources Webpage



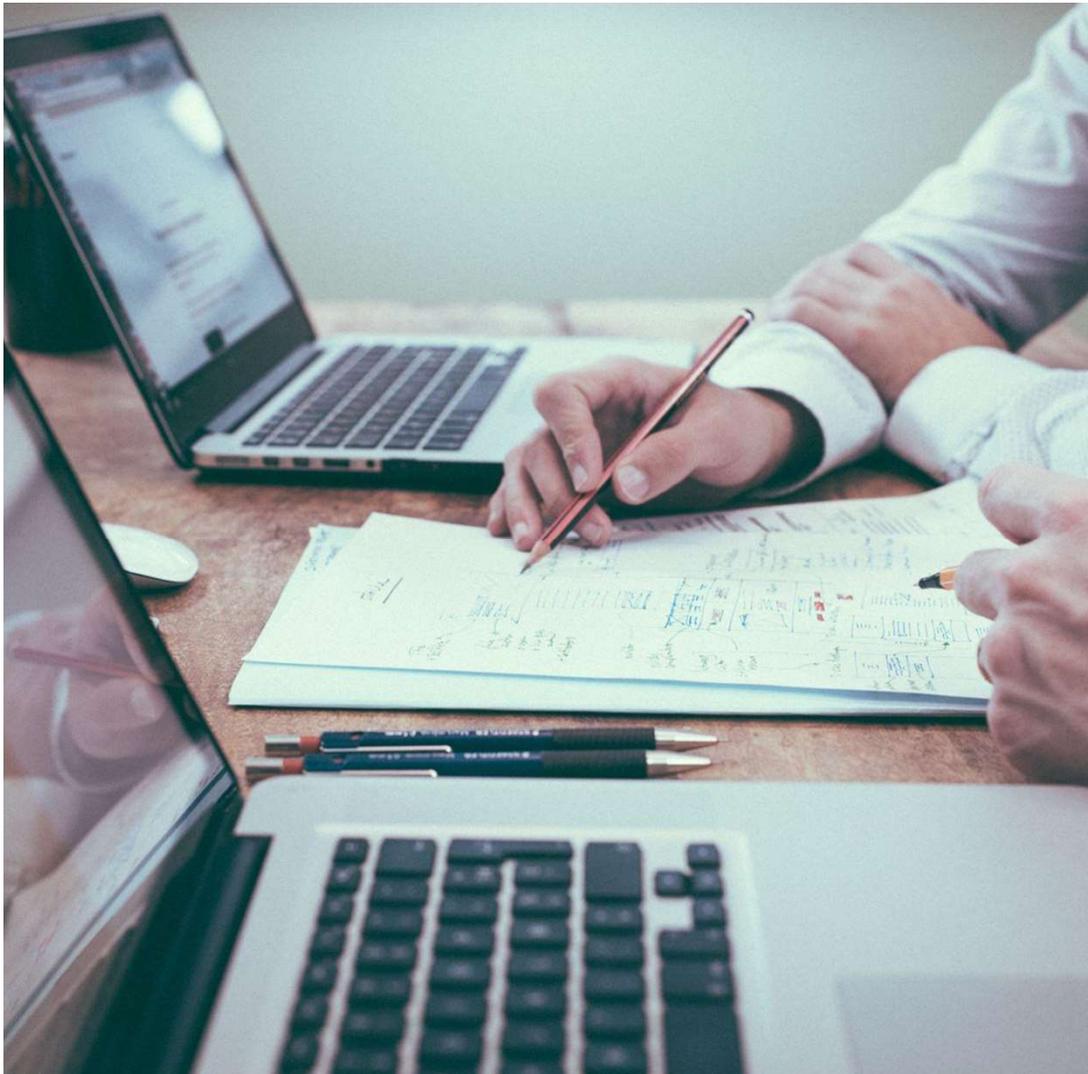
## QUALIFYING PARTICIPANTS



**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](https://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.*



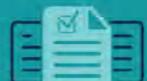
# Arizona Economic Resource Center

**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.

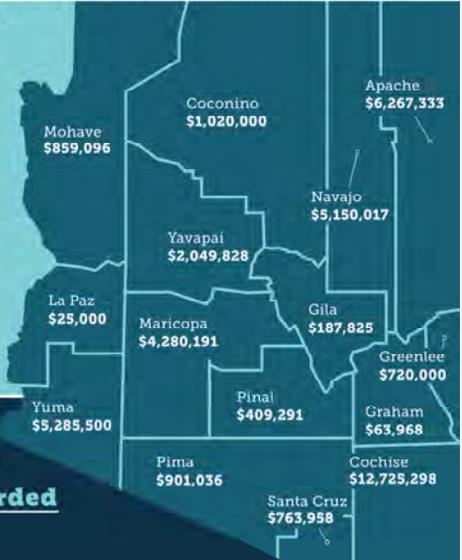
**Free services offered** through the AZERC include grant writing, reviewing and editing; budget guidance; facilitation; project management; economic impact analysis; and strategic planning.

### Results to Date

- 
890 **Organizations Assisted**
- 
539 **Consultants Deployed**
- 
146 **Submitted Grants Funded**

### Breakdown by County

COUNTY	ORGANIZATIONS ASSISTED	CONSULTANTS DEPLOYED	SUBMITTED GRANTS FUNDED
Apache	31	26	3
Cochise	45	22	14
Cocconino	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	19
Yuma	23	13	4
<b>TOTAL</b>	<b>890</b>	<b>539</b>	<b>146</b>



- 
\$40.9 Million **Total Dollar Amount Awarded**

# ARIZONA ECONOMIC RECOVERY CENTER

is made possible by these sponsors:





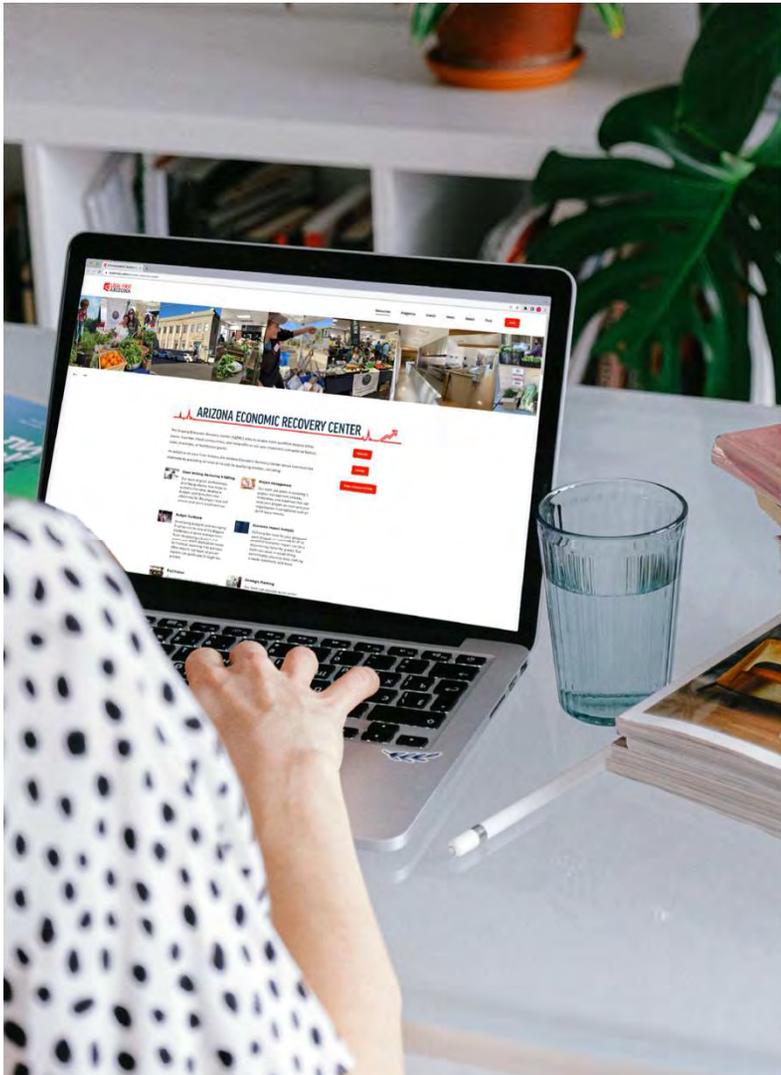
**ARIZONA  
ECONOMIC RECOVERY CENTER**

**PLEASE VISIT**

[economicrecoveryaz.com](http://economicrecoveryaz.com)

To Sign Up For Weekly Grants Opportunities  
*Contact Us for a **FREE** strategy sessions!*





**THANK YOU!**

Katie McCown

(602) 956-0909 ext. 21

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