

**School Health Services
NATIONAL QUALITY INITIATIVE**

Accountability • Excellence • Sustainability

an initiative of the School-Based Health Alliance and the Center for School Mental Health



Best Practices in School Mental Health Grantsmanship

CoIIN Cohort 1 Virtual Learning Session: February 25, 2016

**School Mental Health System Learning Collaborative Opportunity
Collaborative Improvement and Innovation Network on Quality Improvement
(CoIIN)**

Agenda

- Introduction
- Grant Submission Pre-Work
- Overview of Funds Available
- Grant Application Process
- Grant Award Post-Work



Introduction

- Pros and cons to grant dollars
- How can your system be poised to take advantage of grant opportunities when they arise?

Pros and Cons to Grant Dollars

- Grant awards are venture capital!
- Time-limited
- Can be small-scale demonstrations of “a better way”
- A way to shift to a new “business as usual”



Grant Submission Pre-Work

- Create a task force – Form relationships with key agency leads
 - Mental Health Authority
 - Education Authority
 - Juvenile Services
 - Family and Youth Agencies
 - Community Providers
 - University/Research Evaluation Partner
 - Medicaid

Grant Submission Pre-Work

- How to reach out and engage potential partners
 - ▣ Be the lead agency OR accept invitation from others
 - ▣ Propose win-win partnerships with existing initiatives
- Define the initiative that you are looking for support to fund
 - ▣ How much support do you need – large or small project?
- Sustainable project goals
- Buy-in from partners and colleagues

Grant Submission Pre-Work

- Review existing gaps – Needs assessment
 - Resource Mapping in Schools and School Districts: A Resource Guide:
<https://theshapesystem.com/resource-materials/3745/Resource%20Mapping%20Resource%20Guide.pdf>
 - Quality Guide: Needs Assessment/Resource Mapping:
<https://theshapesystem.com/resource-materials/3745/DOMAIN%20NeedAssmt,RMapping.pdf>
 - SAMHSA Behavioral Health Treatment Services Locator:
<https://findtreatment.samhsa.gov/>
 - <http://www.211.org/>

Grant Submission Pre-Work

- Identify listservs that post new grant information and sign up to receive announcements
 - ▣ SAMHSA, NIH, CSMH, CHHS, et al.
- Begin to draft text describing
 - ▣ The overall system – Gather key data about your system
 - ▣ Strengths and gaps
 - ▣ The initiative
- Maintain up-to-date
 - ▣ Resumes/CVs/biosketches
 - ▣ Organization descriptions/Boilerplate text

Grant Submission Pre-Work

- Review other successful proposals
 - ▣ Access to federal proposals
 - Check agency website
 - Call the Program Officer for the grant program you're interested in and request a copy of the top ranked proposal
 - Request through your Congressperson
 - Ask colleagues who were recently awarded grants to share
 - Freedom of Information Act Request
 - ▣ Private agencies often include example proposals

Grant Submission Pre-Work

- Enroll in a grant writing course
 - Universities
 - <http://guides.library.ucsb.edu/content.php?pid=61909&sid=455328>
 - Foundation trainings
 - <http://grantspace.org/skills/proposal-writing>
 - http://www.monsantofund.org/_pdfs/General-Grantwriting-Webinar.pdf
 - Internal resources
- Get your feet wet!



Grant Submission Pre-Work

Questions?

Brief Overview of Funds Applicable to School Mental Health

□ Public sector

- Project AWARE: <http://www.samhsa.gov/grants/grant-announcements/sm-15-012>
- Project Prevent: <http://www.samhsa.gov/grants/grant-announcements/sm-15-004>
- Project LAUNCH: <http://www.samhsa.gov/grants/grant-announcements/sm-15-006>
- System of Care (SOC) Expansion and Sustainability Cooperative Agreements
<http://www.samhsa.gov/grants/grant-announcements/sm-16-009>
- National Institutes of Justice – Comprehensive School Safety Initiative:
<http://www.nij.gov/topics/crime/school-crime/pages/school-safety-initiative.aspx>
- SAMHSA grant announcements: <http://www.samhsa.gov/grants/grant-announcements-2016>

Brief Overview of Funds Applicable to School Mental Health

- HRSA Mental/Behavioral Health Workforce Education & Training: <http://bhw.hrsa.gov/grants/mentalbehavioral/index.html>
- Department of Education Project School Emergency Response to Violence (SERV):
<http://www2.ed.gov/programs/dvppserv/index.html>
- IES Funding Opportunities Overview:
<http://ies.ed.gov/funding/overview.asp>

Grants

Grant Announcements

Applying

Review

Grants Management

Continuation Grants

Block Grants

GPRA Measurement Tools

Contact Information

Grants Glossary

Grants Fact Sheet

Now is the Time" Project AWARE State Educational Agency Grants

Short Title: NITT-AWARE-SEA

Modified Announcement

Modified 5/9/14: Section I-2.2.1: Developing Collective Partnerships, has been modified regarding the selection of LEAS.

Funding Opportunity Announcement (FOA) Information

FOA Number: SM-14-018

Posted on Grants.gov: Tuesday, April 15, 2014

Application Due Date: Monday, June 16, 2014

Catalog of Federal Domestic Assistance (CFDA) Number: 93.243

Description

The U.S. Department of Health and Human Services (DHHS), Substance Abuse and Mental Health Services Administration (SAMHSA), Center for Mental Health Services (CMHS) is accepting applications for fiscal year (FY) 2014 **Now is the Time Project AWARE** (Advancing Wellness and Resilience in Education) **State Educational Agency Program (NITT-AWARE-SEA) cooperative agreements**. The purpose of the NITT-AWARE-SEA Cooperative Agreement program is to build and expand the capacity of State Educational Agencies to increase awareness of mental health issues among school-aged youth, provide training for school personnel and other adults who interact with school-aged youth to detect and respond to mental health issues in children and young adults, and connect children, youth, and families who may have behavioral health issues with appropriate services. The intent of NITT-AWARE-SEA is to develop a comprehensive, coordinated, and integrated program for advancing wellness and resilience in educational settings for school-aged youth. The President's Plan can be found at: http://www.whitehouse.gov/sites/default/files/docs/wh_now_is_the_time_full.pdf.

The NITT-AWARE-SEA program supports the development and implementation of a comprehensive plan of activities, services, and strategies to decrease youth violence and promote the healthy development of children and youth. This program builds upon the successful strategies of the Safe Schools/Healthy Students (SS/HS) Initiative that, for over a decade, have proven to be successful in creating safe and secure schools and promoting the mental health of students in communities across the country. These strategies include facilitating a closer relationship between state policy and local implementation of policies and programs and supporting the development and coordination of integrated

Eligibility

Eligible applicants are:

State Educational Agencies (SEAs) as defined by section 9101(41) of the Elementary and Secondary Education Act; and

Applicants for this grant announcement are required to also apply for the ED SEA School Climate Transformation grant or applications will be screened out. [NOTE: The announcement number and hyperlink to the ED RFA will be posted on the SAMHSA website <http://beta.samhsa.gov> when it is available.

The purpose of the program is to build and expand the capacity of State Educational Agencies to increase awareness of mental health issues among school-aged youth, provide training for school personnel and other adults who interact with school-aged youth to detect and respond to mental health issues in children and young adults, and connect children, youth and families who may have behavioral health issues with appropriate services. Therefore, eligibility for this program is limited to State Educational Agencies since they are uniquely qualified to reach school aged students and build the capacity of the program to take statewide to reach more students.

Award Information

Funding Mechanism: Grant

Anticipated Total Available Funding:

\$34,129,000 million (Project AWARE) \$4,709,000 million (Mental Health First Aid)

Anticipated Number of Awards: up to 20

Anticipated Award Amount: Up to \$1.95 million per year.

Length of Project: Up to 5 years

Cost Sharing/Match Required?: No

Proposed budgets cannot exceed a total of \$1.95 million in total costs (direct and indirect) in any year of the proposed project. Each grant award will consist of 87% of Component 1 funds (Integrating and Coordinating Mental, Emotional, and Behavioral Health Services) and 13 percent of Component 2 funds (Implementing Mental Health First Aid or Youth Mental Health First Aid), even if an applicant requests less than the maximum award amount. Not less than 75 percent of Component 1 funding must be used to support LEA activities, not less than 15 percent of funding must be used to support SEA activities, and not more than 10 percent of funding can be used for evaluation activities. The SEA may retain up to 100 percent of Component 2 funding for implementing the MHFA/YMHFA training activities.

Annual continuation awards will depend on the availability of funds, grantee progress in meeting project goals and objectives, timely submission of required data and reports, and compliance with all terms and conditions of award.

Applicants with existing or past funding to improve or coordinate the infrastructure of child and youth serving systems, the behavioral health system or increase collaboration between mental health, education and juvenile justice are encouraged to leverage the work done under these other funding streams. This may include aligning goals, objectives, visions and processes with other infrastructure building initiatives and leveraging existing partnerships developed under these initiatives.

These awards will be made as cooperative agreements.

Contact Information

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Application Materials

- [RFA document \(PDF | 307.27 KB\)](#)
- [RFA document \(DOC | 351 KB\)](#)
- [Pre-Application Webinar Announcement \(PDF | 43.26 KB\)](#)

Useful Information for Applicants

- [Application Forms and Resources](#)
- [Applying for a New SAMHSA Grant](#)
- [Search Grants.gov and Apply Now](#)

SCHOOL CRIME AND SAFETY

DELINQUENCY PREVENTION PROGRAMS

OTHER WEB RESOURCES

COMPREHENSIVE SCHOOL SAFETY INITIATIVE

ONGOING COMPREHENSIVE SCHOOL SAFETY INITIATIVE RESEARCH

COMPREHENSIVE SCHOOL SAFETY INITIATIVE FEDERAL PARTNERS

NIJ's Comprehensive School Safety Initiative

NIJ's Comprehensive School Safety Initiative is a research-focused initiative to increase the safety of schools and students nationwide.

On this page find:

- [About the Initiative](#)
- [Ongoing Research](#)

About the Initiative

The goal of the Comprehensive School Safety Initiative is to improve the safety of our nation's schools and students through rigorous research that produces practical knowledge. This is accomplished through partnerships — among educators, researchers, and stakeholders from other disciplines, such as law enforcement, behavioral and mental health professionals — that are working toward the following objectives:

- Increasing scientific knowledge about the root causes, characteristics, and consequences of school violence and other threats to school and student safety.
- Developing, supporting, and rigorously evaluating a wide range of school and student safety programs, practices, and strategies.
- Developing a comprehensive school safety framework based on the best available information and evidence and testing it in selected school districts.

For the most part, schools in the U.S. are safe places for students; but when violence does occur, it affects a particularly vulnerable population (children and adolescents), and strikes a blow against a fundamental public institution in our communities. Threats to school and student safety may come from outside or inside the school and from adults or minors. Safeguarding against these threats may require a wide range of activities including:

- Building partnerships between educators and law enforcement.
- Creating a positive school climate.
- Implementing effective disciplinary policies.
- Providing access to quality behavioral and mental health services.
- Assessing internal and external threats.
- Controlling access and improving physical security.

Interested in School Safety? Subscribe Today!

[Subscribe to receive email updates about research-based knowledge to improve school and student safety.](#)

What We Know About What Works

As part of the Initiative, we looked at existing school safety research and rated programs and practices on CrimeSolutions.gov.

[Review the list of rated programs and practices.](#)

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Brief Overview of Funds Applicable to School Mental Health



□ Private sector

□ Private foundations

■ Robert Wood Johnson Foundation:

<http://www.rwjf.org/en/how-we-work/grants.html#q/maptype/grants/ll/37.91,-96.38/z/4>

■ John D. and Catherine T. MacArthur Foundation: https://www.macfound.org/info-grantseekers/grantmaking-guidelines/juvenile_justice-grant-guideline/

□ Tool for searching philanthropies and community foundations

■ The Grantsmanship Center – Top foundation funders in each state:

<https://www.tgci.com/funding-sources>

■ Local Chambers of Commerce

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Funding State by State

Click on a state below for information specific to that state's

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- Community foundations**
- Corporate giving programs**
- State website homepage**



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Community Foundations: CA

Community Foundations are nonprofit, tax-exempt, publicly-supported grantmaking organizations. These foundations are public charities, since they develop broad support from many unrelated donors with a wide range of charitable interests in a specific community. A community foundation has an independent board that is broadly representative of the public interest and it maintains a diverse grants program that is not limited in scope. In addition to making grants, these foundations often play a leadership role in their communities, serve as a resource for grant information and broker training and technical assistance for local nonprofits.

Community Foundations that give in the state of CA

FOUNDATION NAME	GEOGRAPHIC FOCUS
Amador Community Foundation, Inc.	Amador County, CA
Anaheim Community Foundation	Anaheim, CA
Berkeley Community Fund	Berkeley, CA
California Community Foundation	Los Angeles County, CA
Claremont Community Foundation	Chino, Chino Hills, Claremont, Glendora, Montclair, Ontario, Pomona, Rancho Cucamonga, CA
Coastal Community Foundation	North Coastal communities of San Diego County, California including Carlsbad, Carmel Valley, Del Mar, Solana Beach, Encinitas, La Costa and Oceanside.
Community Foundation for Monterey County	Monterey County, CA
The Community Foundation for San Benito County	San Benito County, CA
The Community Foundation of Mendocino County	Mendocino County, CA
The Community Foundation of Santa Cruz County	Greater Santa Cruz County, CA
Community Foundation of the Verdugos	Glendale, La Crescenta, La Cañada Flintridge, Montrose, Verdugo City, CA

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CONTACT

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Top Giving Foundations: MA

The following list of top giving foundations in MA is derived from The Grantsmanship Center's funding databases. All of the foundations listed have been prescreened to ensure that they have a staff, issue RFPs, or otherwise indicate an interest in receiving proposals. This also means that some foundations who give large amounts of money have been omitted because they do not meet these qualifications. A maximum of forty foundations is listed for each state.

More detailed information about these foundations, including their program areas, types of funding, application procedures, and more can be found on GrantDomain, The Grantsmanship Center's exclusive online database of funding information.

The top giving foundations in the state of MA

FOUNDATION NAME	TOTAL ANNUAL GIVING
The Boston Foundation, Inc.	\$84,484,922
Barr Foundation	\$58,380,364
Genzyme Charitable Foundation, Inc.	\$54,452,742
Yawkey Foundation II	\$20,030,348
Flatley Foundation	\$16,524,306
Nellie Mae Education Foundation, Inc.	\$12,260,341
Highland Street Connection	\$12,117,467
Richard and Susan Smith Family Foundation	\$11,443,260
The Liberty Mutual Foundation	\$10,492,500
Massachusetts Service Alliance	\$9,974,678
DentaQuest Foundation	\$9,518,845
Oral Health Services Foundation, Inc.	\$9,518,845
Community Foundation of Western Massachusetts	\$9,474,217
The TJX Foundation, Inc.	\$8,989,402
China Medical Board of New York, Inc.	\$8,702,202

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Brief Overview of Funds Applicable to School Mental Health

□ Formula grants

- Many federal agencies also administer formula block grants (e.g., SAMHSA, HRSA, OJJDP)
- Discretionary grants vs. formula grants

Funds Applicable to School Mental Health

Questions?

Grant Application Process

- Thoroughly review the request for proposal (RFP)
 - ▣ Review absolute requirements – Confirm eligibility
 - ▣ Review all necessary elements
 - ▣ Identify deadlines, any preliminary required/optional steps (e.g., letter of intent)
 - ▣ Identify opportunities to learn more about the grant
 - Webinars
 - Program Officer

Grant Application Process

- Define your **vision**
- Determine which elements will take the most time to complete and get started on those immediately
 - ▣ Letters of support
 - ▣ Routing the budget

Grant Application Process

- Identify coordinating lead agency
- Delineate tasks and write sections
 - ▣ Know the strengths and availability of your team
- Create a submission timeline
- Write in a clear, concise manner

Grant Application Process



- Successful proposals
 - Review example successful applications
 - Follow ALL directions – Address all application components
 - Organize as outlined in the RFP or **scoring criteria**
 - **Bold** key statements
 - Highlight that your team has a track record of doing the work (previous grants)
 - Be specific, use data
 - Share your **vision** – Excite reviewers/funders!
 - Be cohesive

Grant Application Process

Questions?

What if we don't get the grant?

- Read reviewer comments
- Talk to the Project Officer
- Determine if you can move any aspects forward without funding
- Send the proposal to another group or foundation, businesses
- Use the proposal and team as a way to look for additional funding resources
- This is how you learn!

Grant Award Post-Work

- Grants awarded are venture capital to test promising ideas and show results
- Invite state and community representatives to join the initiative from the beginning
 - ▣ Build ownership in the initiative and also knowledge of what might need to be in motion to solidify ***long-term policy change***
 - ▣ Virtual meeting options – Initiative updates
- Include cost savings analysis

Additional Resources

- U.S. Department of Education
 - ▣ Grant forecast – <http://www2.ed.gov/fund/grant/find/edlite-forecast.html>
 - ▣ Grants overview – <http://www2.ed.gov/fund/grants-apply.html?src=ft>
 - ▣ Grantmaking at ED guide – <http://www2.ed.gov/fund/grant/about/grantmaking/grantmaking.pdf>
 - ▣ IES Grant Writing Workshop slides – https://ies.ed.gov/funding/webinars/previous_webinars.aspx

THANK YOU!

