

## **Process for Winning Grant Funding**

A LOCAL FIRST ARIZONA  PHASE 01	AINITIATIVE	
CANDIDATE SCREENING	OUR COMMITMENT	YOUR COMMITMENT
O1 PRE-SCREENING TIMEFRAME: 2 business days CLIENT TIME: 30-45 min	<ul> <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> <li>Complete assessment</li> <li>Complete phase 01 checklists</li> </ul>
PHASE 02 PRE-AWARD	OUR COMMITMENT	YOUR COMMITMENT
O1 INTRODUCTORY CALL TIMEFRAME: 30-min call CLIENT TIME: 1-5 hrs	<ul> <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> <li>Provide organization's grant history</li> <li>Provide information on funding</li> <li>Review any relevant phase 02 webinars</li> </ul>
<b>O2 GRANT RESEARCH TIMEFRAME</b> : 2 weeks <b>CLIENT TIME</b> : 30-60 min	<ul> <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> <li>Review curated grant list</li> <li>Select grants to move forward with</li> <li>Review instrumental articles</li> </ul>
GRANT APPLICATION(S)  TIMEFRAME: 2-4 weeks  CLIENT TIME: Varies by application type	<ul> <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> <li>Work with grant writer to complete application(s)</li> <li>Complete survey upon grant submission</li> <li>Review instrumental articles</li> </ul>
DECISION NOTIFICATION  TIMEFRAME: 1-3 months (fed 3-5 months)  CLIENT TIME: 5 min	<ul> <li>Follow up with client:</li> <li>1. If grant was awarded: client moves into phase 03</li> <li>2. If grant was not awarded: schedule post decision call</li> <li>Schedule Post Decision OR Post Award Call</li> </ul>	<ul> <li>Notify grant writer of grant decision</li> <li>If grant was not awarded, participate in post decision call</li> </ul>
POST DECISION CALL (IF APPLICABLE) TIMEFRAME: 30 min CLIENT TIME: 30-45 min	<ul> <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> <li>Gather feedback from grantor</li> <li>Participate in follow up call</li> </ul>
PHASE 03 POST-AWARD	OUR COMMITMENT	//////////////////////////////////////
O1 AWARD NOTIFICATION TIMEFRAME: 30 min CLIENT TIME: 1-2 hrs	<ul> <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 Resource Center post award services &amp; process</li> <li>Discuss client's need for additional Arizona Economic Resource Center services</li> <li>Send post-award checklist</li> <li>Send post-award on-demand webinars</li> </ul>	<ul> <li>Complete post-award capacity assessment</li> <li>Review &amp; complete post award checklist</li> <li>Review post award on-demand webinars</li> </ul>
ONLY FOR SECURED FUNDS		
3 MONTH CHECK-IN TIMEFRAME: 15 min CLIENT TIME: 30 min-5 hrs	<ul> <li>Discuss progress &amp; deliverables</li> <li>Discuss process for measuring impact</li> <li>Assign capacity building consultant (if applicable) (24-48 hours)</li> </ul>	<ul> <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>
O3 6 MONTH CHECK-IN TIMEFRAME: 15 min CLIENT TIME: 1 hr	<ul> <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> <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>
9 MONTH CHECK-IN TIMEFRAME: 15 min CLIENT TIME: 15 min	<ul> <li>Discuss progress &amp; deliverables</li> <li>Discuss how they are measuring impact</li> </ul>	Participate in check-in call
05 12 MONTH CHECK-IN TIMEFRAME: 30 min CLIENT TIME: 30 min	<ul> <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> <li>Participate in check-in call</li> <li>Return to phase 02</li> </ul>

