

RHC Grant Basics and Grant Management

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BURROWS

CONSULTING

About Me

My Story

- First Grant
- Now, I am addicted
- Why do I keep doing this? What keeps me going with grants?

Success Story

- Since 2014, we have secured over \$100,000,000 in grant funding for our clients
- I secured over \$25,000,000 in grants for organizations prior to starting my company!



Goals for Today



Grant Management for the 2021 RHC Grant Awards



Closing Out your RHC Grant



Ideas for Future Grants



Next Steps

Grant Details

- Did you do what you said you would do?
- Have you reviewed the NoA or Grant Agreement or RFP MOU?
- What is the grant period?
- Have you reviewed every element?

HRSA
HUMAN RESOURCES AND SUPPORT SERVICES

BUDGET PERIOD END DATE

START DATE	END DATE
09/01/2017	08/31/2018
09/01/2017	08/31/2018
09/01/2017	08/31/2018
09/01/2017	08/31/2018
09/01/2017	08/31/2018
09/01/2017	08/31/2018
09/01/2017	08/31/2018

TOTAL COSTS

TYPE	TOTAL COSTS
1	0.00
2	0.00
3	0.00
4	0.00
5	0.00
6	0.00
7	0.00
8	0.00
9	0.00
10	0.00
11	0.00
12	0.00
13	0.00
14	0.00
15	0.00
16	0.00
17	0.00
18	0.00
19	0.00
20	0.00
21	0.00
22	0.00
23	0.00
24	0.00
25	0.00
26	0.00
27	0.00
28	0.00
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30	0.00
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95	0.00
96	0.00
97	0.00
98	0.00
99	0.00
100	0.00

TOTAL APPROXIMATE

TYPE	TOTAL APPROXIMATE
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3	0.00
4	0.00
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92	0.00
93	0.00
94	0.00
95	0.00
96	0.00
97	0.00
98	0.00
99	0.00
100	0.00

Federal Grants - NOTICE OF AWARD

- Review the amount
- Review any 'conditions' on the back pages
- Look at the submitted budget
- Review with your Finance Department



RHC Grants **Management**

- Payment Management System – Are you drawing down your funds?
 - Make sure the money is flowing to you.
- Have you tracked how you spent your funds?
- Are you submitting your FFR Reports?
- Are there any funds still available?





RHC Grants Management

- Are you effectively promoting your RHC?
 - Billboards
 - Health Education
 - Outreach Materials



What is a Financial Management Review?

- Virtual Review
- Review of Policies and Procedures
- Respond to Emails and HRSA Correspondence
- This is an active process. Respond to HRSA's requests and revisions as appropriate.



If you have funding left...

- Spend your money!
 - Just spend it by the end of the grant period!
- Do NOT request a no-cost extension
 - Extra paperwork
 - More Federal requests



FUNDING



How do I spend my money??

- Look at your submitted budget
- Same category
- Funding in a different category
- Changing my budget completely

Grant and Financial Management Policies

- If you adopt the policies, you **MUST** follow them.
- Make sure that administration, necessary board members, clinic leadership, etc. are aware of the adopted policies.
- Add them to your RHC Policy Manual.
- Make sure your accountant knows these policies.



Policies Needed

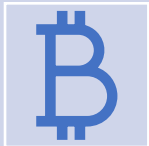
- Cash Management
- Accounting System
- Disbursements/Procurement
- Timekeeping
- Allowability of Costs



Now that you succeeded with your first grant...



You need to go after more grants!



Think about ways to generate additional forms of revenue!



Continue the great work you are doing for your community.

Know your why!

- Why do you want money?
- Why are you a good investment?
- Why do you want to do this?
- Why is there a need for this?
- Why will your idea/proposal solve the problem?



Small Business Grants

- USDA
- SBA
- SBDC
- Local Universities
- State Commerce Department
- Labor Department



Grant Basics: Where To Look



- Research online
 - Grants.gov
 - Ruralhealthinfo.org
 - USDA.gov
 - Your state's website
 - Instrumentl/Grantstation/
others
- Go to your local community foundation
- Talk to people!

Close out your current grant and happy grant writing!

- To join our newsletter list that includes grant opportunities... email cassie@burrowsconsulting.net
 - Just say “add me to the newsletter!”
- To view our upcoming webinars and events, or read about our services, visit burrowsconsulting.net

- Contact me!

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