



O-H Community Partners Newsletter

Issue 2, Summer 2008



Dear Lisa,

We are excited to bring you the second issue of our quarterly newsletter featuring how your organization can take advantage of government grants and highlighting our recent partnerships and work in planning and implementing a community market.

We hope you enjoy this issue as we continue to bring you economic and organizational development innovations and news that can impact your organization and community.

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Success Strategies for Securing Government Grants

Has your organization tapped into government grants?

Government grants are a great source of major funding for programs and initiatives. An organization can typically receive substantially more funding with government grants than with foundation grants, with government grants ranging anywhere from \$25,000 to \$200,000 or more. Another advantage of government grants is that some provide multi-year funding, while many foundation grants do not.

Unfortunately, many organizations walk away from government grant opportunities because the application process can seem so complicated. Actually, that's another good reason to take advantage of these opportunities. Sometimes very few organizations may apply for a particular grant, which could increase the chances of getting the funding for those that do.

O-H Community Partners (OHcp) has secured government grants on a federal, state, and city level for a number of our clients. For example, OHcp staff obtained a Capital Compassion Fund grant for strategic planning, board development, and a fundraising plan for Near North Development Corporation. We assisted the host organization for the 2006 Gay Games with obtaining a state tourism grant. We secured a Community Development Block Grant (CDBG) for Quad Communities Development Corporation for the revitalization of Cottage Grove Avenue in Chicago. We also raised funding for City Year Chicago through the Illinois State Board of Education Supplemental Educational Services.

Ronketi Brown, Operations Manager of Near North Development Corporation, says, "The Compassion Capital Fund grant that we received from the Department of Health and Human Services has allowed us to pause from our daily activities to focus on how we want to strengthen our organization's capacity over the next three years. We would have had to obtain several foundation grants to have the resources required to do all the planning work that we're able to do with this one government grant."

For federal government grants, the best source is Grants.gov (<http://www.grants.gov/>). This website is the central storehouse for over 1,000 grant programs available from all 26 federal grant-making departments with approximately \$400 billion in total annual awards. To apply for a federal government grant, you must be registered on Grants.gov (see the box for how to register on Grants.gov).

For state and city level grant opportunities, you still have to go to individual websites. For example, for the state of Illinois you can go to the Illinois Department of Commerce and Economic Opportunity (DCEO) website (<http://www.commerce.state.il.us/dceo/Bureaus/>) and search for grants under the various bureau listings. For the city of Chicago you can go to the City of Chicago website (<http://egov.cityofchicago.org/city/webportal/home.do>) and look for grant programs under the Budget and Management department.

The application process and documents required for government funding is usually much more detailed than that for foundations (although some foundations are moving toward a more detailed process). As with foundations, you typically must submit a narrative that describes the program or

Grants.gov Registration

You should register on Grants.gov at least two weeks in advance of any application due date because there may be a number of items you need to acquire and steps to take before registration can be completed, as follows:

- Obtain a DUNS (Data Universal Number System) number for your organization
- Register your organization with the Central Contractor Registry (CCR), including designating an E-Business Point of Contact (E-Biz POC) and obtaining an M-PIN password
- Your Authorized Organization Representatives (AORs) register with the Operational Research Consultants (ORC), Grants.gov's credential provider, to obtain their usernames and passwords
- Your AORs register with Grants.gov for an account to allow them to submit and track applications

initiative, the background of your organization, how you are going to evaluate the project, and the budget for the program and overall operations.

For the government application process you will have to be more detailed regarding the need for the program and the work that will be carried out. You may need to include specific information, such as the particular census tracts and the precise demographics for the community in which you will work. There may be several forms you have to fill out related to your organization's financial situation. You also may have to describe with a high level of precision the change you want to see achieved and how your program will bring about that change.

them to submit and track applications

- E-Biz POC approves AORs online
- AORs track status of their approval online; once approved, they can begin to submit applications.

Here are steps you can take to help make the application process easier to manage:

- First, review the grant guidelines to make sure that your organization or program is eligible for funding and that your program falls within the funder's interest areas.
- Speak with the program or contract officer early in the process to describe your program or project and get more detail on the funder's interest areas. For example, it's not enough to know that a grant is for education programs. After you talk to the officer you may find out that the funder especially favors education programs with an art and math curriculum for 10- to 12-year-olds.
- Once you know that your program or project is a good fit with the funder, take the time to thoroughly read the application information and directions. Because often there are so many parts to the application and forms that need to be completed, create a checklist if the application does not already have one. The checklist should include all required attachments and a listing of signatories for specific documents.
- Assemble a team to work on the application and meet regularly during the process. One person should be designated to take the lead on the process and that person should become thoroughly familiar with the application.
- Lay out a work plan for completing the application so that each team member knows what data he or she is responsible for gathering, when it's due, and when team meetings will be held.
- Complete an initial draft of the application to circulate to the team, board member, and external advisors for review and comment. Create two subsequent drafts before finalizing.
- Conduct a final review of the application, directions, and checklist to verify that all required information, forms, and signatures are included before submission.
- Submit online applications before the due date. If you submit the application on the due date, many others may also be submitting applications on that day, which could cause the system to be very, very slow or possibly even crash (and you can't use that as an excuse for not submitting the application on time!).

Applying the above suggestions will help you to successfully navigate the government grant process. So, rather than walk away, run to government grant opportunities! If you get the funding, it will be well worth the effort. Also, be sure to develop and implement a plan to replace funding well in advance of the grant's expiration so that your organization can continue to benefit from government grants.

Partnership for Success--Bronzeville Community Market Launch



Where can you find locally grown fresh produce, meats, baked goods, shoes and apparel, beauty products, furniture, a health and wellness area, live entertainment, and more? At the Bronzeville Community Market!

In August 2007, O-H Community Partners (OHcp) partnered with FamilyFarmed.org, a nonprofit organization that connects farmers with consumers, to provide project management and technical assistance to Quad Communities Development Corporation (QCDC) for planning and implementing a local food market in Bronzeville on Chicago's mid-south side.

Why a local food market in Bronzeville? The groundbreaking 2006 report, "Examining the Impact of Food Deserts on Public Health in Chicago" by researcher Mari Gallagher, revealed that Bronzeville is one of many areas labeled a "food desert," that is, having little or no access to grocery stores. After two years of aggressively marketing the Bronzeville community to high-quality regional grocers without success, QCDC made the decision to develop a local fresh food market.



FamilyFarmed.org focus group

As part of the planning process, OHcp and FamilyFarmed.org worked with QCDC to conduct two focus groups and administer surveys to nearly 200 local residents and daytime workers. The results confirmed that the community lacks access to quality food and that residents shop outside the community to fill this need.

As part of the development process, FamilyFarmed.org recruited farmers by conducting site visits to African American farms in the Chicago area and by coordinating site visits with OHcp and QCDC to farmers and public markets in Milwaukee. OHcp assisted QCDC in also recruiting retail vendors for the market.

These efforts culminated with the launch of the Bronzeville Community Market on June 15, 2008, to be held each Sunday through October 26th at 44th and Cottage Grove Avenue.



OHcp and QCDC recruit retail vendors

The Bronzeville Community Market is unique in that it is the first experimental hybrid market--partially city-

supported and partially independent. Farmers markets sponsored by the City of Chicago have strict rules that allow only those who grow food to sell it and prohibit the sale of prepared foods. The new hybrid market in Bronzeville allows prepared food, resellers, antiques vendors, and other features prohibited at traditional farmers markets.

The market kicked off with participation by regional farmers offering a wide variety of fresh fruits and vegetables, including organic and Southern produce, and local businesses, such as Sensual Steps, Goree Shop, Faie African arts, along with antiques vendors. Also included were community organizations, health and wellness services, and entertainment, including an African percussion group that offers drumming lessons in the community. The market will feature additional vendors and an exciting lineup of entertainment as the season continues.



"The Bronzeville Community Market fills a variety of needs in our community by offering fresh, healthy food and a vibrant gathering place for residents, as well as providing new business opportunities for local merchants," says Bernita Johnson-Gabriel, Executive Director of QCDC. "OHcp has been instrumental in helping us obtain resources and develop partnerships with the City of Chicago and Sustain [FamilyFarmed.org] in order to bring this market to the community."

Jim Slama, President of FamilyFarmed.org, says, "It's been a tremendous experience to collaborate with O-H Community Partners on the Bronzeville Community Market project. O-H has provided exceptional project management service. We're excited by the success of the Bronzeville Community Market and look forward to a long-time collaboration and to exploring ways of replicating this model in other neighborhoods."

If you would like to learn how your community might benefit from implementing a local food market, please call Chinwe Onyeagoro at 312-850-0600 or send an email to inquiries@o-hcommunitypartners.com.

OHcp and Chicago's 21st Century Commission



O-H Community Partners (OHcp) is very excited to be assisting the Civic Consulting Alliance (CCA), the consulting affiliate of the Civic Committee, with staffing Mayor Daley's 21st Century Commission.

CCA enlists private sector resources on a pro bono basis to solve high-impact public sector problems. Because of her expertise in transportation planning and research on the impact of infrastructure investments on communities, Kim Hunt, a managing partner at OHcp, was asked to assist CCA and the Commission with developing ideas that have the potential to significantly improve planning and implementation outcomes in Chicago as well as to become model policies and activities for cities across the country.

The 21st Century Commission was created in August 2007 and consists of 22 leaders appointed by the mayor from community organizations, advocacy groups, faith-based organizations, leading business, universities, and other institutions. The Commission was charged to make recommendations on:

- What is the best role for City government, and what are the services it should and should not provide?
- What is the level of service necessary, and how can quality be assured?
- How can services be delivered in the most efficient manner possible so as to ensure that resources are channeled effectively?

The Commission's work is organized through three committees that focus on the following areas:

- **Resident Services:** Examines what services the City should provide to ensure that all of its residents have access to the full range of services that contribute to quality of life,
- **Internal Support:** Addresses how the City itself operates, including its performance management, resource oversight and budgeting, human capital development and management, operations, technology, and asset management, and
- **Environment, Infrastructure, and Business Services:** Focuses on how the City interacts with and supports all of its businesses, invests in and leverages its infrastructure, and elevates its focus on developing cutting-edge strategies that improve the environment.

In April, Mayor Daley announced several ideas from the Commission's early work. The City is already taking steps to move forward with these ideas. (Click [here](#) to see the press release.) In the fall, the Commission will release its final report, which will lay out its full set of recommendations for the City.

Staff Spotlight on Sarah Morton



Sarah Morton joined O-H Community Partners (OHcp) in June 2007 as a research associate and since then has become Project Associate for OHcp's Economic Development practice area.

Sarah received her Master's Degree in Urban Planning and Policy from the University of Illinois at Chicago with a focus on economic and community development and sustainable design. Before graduate school, she double-majored in urban sociology and photojournalism. Her writing and photography have been published in several local and national magazines.

She gained professional planning experience working with nonprofit groups, for-profit consulting firms, and municipalities and has become an active member of the American Planning Association, the Planners Network, and the International Council of Shopping Centers.

At OHcp, Sarah has provided research and management support on a variety of projects, including public housing site redevelopment, special service area study assessment, distressed public market strategy development, food market study design, community development strategy planning, and business district revitalization program design and project management.

Sarah says, "Working at OHcp is an amazing opportunity for me--with each and every client we are developing innovative ways to help make real positive change happen within communities."

We are glad to have Sarah on our team!

OHcp in the News

Chinwe Onyeagoro Named a 2008 Henry Crown Fellow



Chinwe Onyeagoro, managing partner of O-H Community Partners, is one of twenty executives and professionals selected by the Aspen Institute to receive the 2008 Henry Crown Fellowship.

The Henry Crown Fellowship Program seeks to develop the next generation of community-spirited leaders, providing them with the tools necessary to meet the challenges of corporate and civic leadership in the 21st century. It brings together entrepreneurial young executives and professionals under age 45 who have already achieved conspicuous success in their chosen fields. The program extends over a two-year period during which the new Fellows will undertake individual community service commitments.

The Aspen Institute is an international nonprofit organization whose mission is to foster enlightened leadership, the appreciation of timeless ideas and values, and open-minded dialogue on contemporary issues. The Fellowship is the flagship program within the Aspen Global Leadership Network (AGLN), now comprising over 700 Fellows from 36 countries, all of whom are committed to applying their entrepreneurial talents to address the foremost challenges of their organizations, communities, and

countries.

Congratulations, Chinwe!

For more information, see:

"Aspen Institute Names Emerging Leaders as 2008 Henry Crown Fellows"

March 28, 2008 press release

<http://www.ohcommunitypartners.com/pdfs/March282008AspenEmergingLeaders.pdf>

OHcp Clients in the News

21st Century Commission

"Mayor Daley Announces Management Improvements and Cost-Cutting Steps Recommended by 21st Century Commission"

April 23, 2008 press release

<http://www.ohcommunitypartners.com/pdfs/April232008MayorDaleyAnnoncesManagement.pdf>

Chicago Urban League

"Urban League Ready to Let First 16 Businesses in nextONE Program Move on to Next Step"

April 28, 2008 *Chicago Sun-Times*

<http://www.ohcommunitypartners.com/pdfs/April282008UrbanLeague.pdf>

Developing Communities Project

"Obama's Organizing Years, Guiding Others and Finding Himself"

July 7, 2008 *New York Times*

http://www.nytimes.com/2008/07/07/us/politics/07community.html?pagewanted=1&_r=1&hp

Quad Communities Development Corporation

"'Hybrid' Community Market Launches in Bronzeville"

June 2008 *Partnership Update* (Partnership for New Communities newsletter)

<http://www.ohcommunitypartners.com/pdfs/June2008PartnershipUpdate.pdf>

"Banks Pledge \$12 Million for Bronzeville Retail"

March 31, 2008 *RE:NEW* (LISC/Chicago's New Communities Program newsletter)

http://www.ohcommunitypartners.com/pdfs/March_31_2008.pdf

"Bronzeville Firms Targeted for Loan Plan"

March 30, 2008 *Chicago Tribune*

http://www.ohcommunitypartners.com/pdfs/March_30_2008.pdf

"City's New Farmers Market on Mission"

March 29, 2008 *Chicago Tribune*

http://www.ohcommunitypartners.com/pdfs/March_29_2008.pdf



Who We Are

O-H Community Partners (OHcp) is a strategy consulting firm that works with organizations and communities to design, fund, and implement innovative new programs and initiatives

Mission

To build strong, mission-driven organizations that deliver real, lasting impact throughout the world

Vision

The premier source and strategic advisor for transforming organizations and communities throughout the world

Approach

All OHcp services include the following core components:

- (1) Market research, model practice, and benchmarking analysis
- (2) Customized plans based on existing resources and relationships
- (3) Public-private partnerships
- (4) Strategic fundraising
- (5) "On the ground" project management support
- (6) Project and performance measurement toolkit

We hope you have enjoyed this issue of our newsletter. Please feel free to share this issue with friends and colleagues. For more information, just click on a link below to contact us or visit our website.

Sincerely,

Chinwe Onyeagoro
Managing Partner

Kim Hunt
Managing Partner

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