LANL Foundation
Grant Writing Workshop
Treasuring
Your
Intuition
and
Authentic
Voice
Introduction:
- LANL Foundation staff and points of contact
- Who We Are - as a grantmaker

An Ecosystem of Funding
- Different types of funding & funders
- LANLF: How we are different

Understand Your Role & Purpose
- BREAKOUT: Map your work in the world

Find Your Voice

Trust Yourself
Our LANL Foundation
Early Childhood Team

Evelyn Juarez
Early Childhood Education Coordinator

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Early Childhood Coordinator

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Vice President Of Early Childhood Education

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Program Associate
who we are
and who we aspire to be

as a grantmaker

SHOWING UP – IN RELATIONSHIP
Accessible, offering thought-partnership, and support beyond the grant dollar.

COLLABORATIVE
Looking to grants as a way to synergize with and enhance programs and advocacy efforts; collaborating with other funders to leverage resources

CONVENOR
Offering our grantees opportunities to connect with and learn from peers and community experts in our region

EQUITABLE
Listening to our communities of practice & service, adapting processes to meet grantees where they are, ensuring accessibility to and equitable distribution of funds
behind the scenes…
let’s pull back the curtain!
funding ecosystem

Public Foundations

Community Foundations

Educational Institutions

Private Foundations

Government Agencies & Departments (local, state, federal)

All with their own value systems, relationships with communities, priorities, and structures for funding opportunities!
whom we serve
LANL Foundation has some restrictions on how we utilize or disburse funding:

ENDOWMENT RESTRICTION: The LANL Foundation was created in 1997 by leadership at Los Alamos National Laboratory, the University of California, the Department of Energy, the Los Alamos Public Schools, and the New Mexico Congressional Delegation to support public schools and public school children in the vicinity of Los Alamos National Laboratory. Our endowment earnings for educational enrichment can be used for this purpose and for reasonable administrative expenses in support of this purpose.
whom we serve

Educational Continuum

- Neonatal & Early Childhood
- K–12 Education
- Adult Learning & Engagement

Community Outreach

- Supporting K–12 Public School Students, Teachers & Educational Leaders, In– & Out–of–School Time

Community Outreach

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whom we serve

LANL Foundation’s Grants are open to:

- pueblos, tribal communities, and nations
- public schools
- school districts
- nonprofit New Mexico educational institutions,
- IRS-qualified 501(c)3 organizations
- government agencies

We are a regional foundation serving babies, students, and their families in Northern New Mexico (18 pueblos, tribes and nations and 7 counties) with an eye toward statewide influence.

Pueblos, tribes & nations include: Cochiti Pueblo, Jemez Pueblo, Jicarilla Apache Nation, Kewa Pueblo, Laguna Pueblo, Pueblo of Nambe, Navajo Nation, Ohkay Owingeh, Picuris Pueblo, Pueblo of Pojoaque, San Felipe Pueblo, Pueblo de San Ildefonso, Pueblo of Sandia, Santa Ana Pueblo, Pueblo of Santa Clara, Taos Pueblo, Tesuque Pueblo, and Zia Pueblo

Counties include: Los Alamos, Mora, Rio Arriba, San Miguel, Sandoval, Santa Fe, and Taos
how we do it
Our **K12**-focused work is primarily supported by our endowment.

Our **Early Childhood** work is supported through external grants that we receive from other funders.

Our growing area of program work and grantmaking in the area of **College, Career and Community Pathways** utilizes outside grants and leverages partnerships and collective or regional resources.
how we do it

Grants Strategic Focus Areas

Growing & Supporting Teachers & Educational Leaders

STEAM

Whole Child Development

College, Career & Community Pathways

Community Capacity Building

Outreach Grants
1-Year Awards, up to $5,000

Education Enrichment Grants
2-Year Awards, up to $40,000

LANL FOUNDATION
Investing in Learning & Human Potential
2021 All Grant Awards by Focus Area

1. 22x Community Capacity Building: $122,700
2. 39x College, Career & Community Pathways: $667,666
3. 17x Growing & Supporting Teachers and Educational Leaders: $230,400
4. 31x Whole Child Development: $631,000
5. 17x STEAM: $173,500

YTD Awarded 126 TOTAL grants
YTD TOTAL funds committed: $1,852,286
map your work

You will need:
- Paper
- Marker / pencil / pen / crayon
reflection & breakouts

- Map your work in the world (individual exercise)

- Understand and clearly define your role and purpose
  - Community of Place / Community of Practice
  - Entity / Identity
  - People
  - Role / Purpose
  - Assets
  - Relationships
  - Collaborators & Partners
  - Expertise & Wisdom
  - Intentions & Goals
  - Importance of work
  - Connection to heart / need

- Reconnect: Themes or ‘Ah-ha’ moments?
find your authentic voice

- Help others *understand* the importance of your work
- Have a *conversation* with the reader/reviewer
- Come fresh, every opportunity is a NEW opportunity to share why your work is important.
Assume not everyone is coming fresh themselves.
Trust your knowledge, your skill set, and your wisdom as an engaged member of your community.

You are the experts - help us learn alongside you.

By applying, you are advocating for your community’s needs.

It’s all about relationship:
  ○ You never know who may read your proposal
  ○ Stay open to curiosity & possibility!
Identify and understand your tax status and how it relates to your eligibility and documentation:

- IRS & tax documentation
  - Determination Letter
  - Affirmation Letter
  - 990

- Registrations with State Agencies
  - Attorney General
  - Secretary of State

- Budget
  - Organizational
  - Project or Program-based
  - Budget Narrative

- Letters of Support
  - Leadership
  - Community Partners
  - Participants
- Make sure you have someone clearly tracking:
  - Grant activities
  - Expenditures
  - Requirements

- Ensure you have systems in place to track expenditures & milestones against what was proposed & approved/awarded.

- Add important dates and deadlines to your computer’s calendar with alerts.

- Ensure your point of contact is always up to date with your funders.
resources:

- IRS Tax Document Self-help
- NMCORS Self-help
- Mapping resources / links
  - Mind Mapping definition
  - Mind Mapping theory
  - Concept Mapping definition
  - Mapping Software
- NM Association of Grantmakers / Groundworks NM
- Pivotal
  - Pivotal’s YouTube channel with grants trainings
- UNM Evaluation Lab
thank you

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