



'One TU' Guidelines for Federal, State and Foundation Grants

Working with National Staff to Secure Grants & Increase Impact

Nov. 2022

'ONE TU': OUR UNIQUE COLLABORATIVE APPROACH

The goal of this guiding document is to provide a framework for TU chapters and councils working together as One TU to maximize our ability to secure funding in the coming years for our work. To reach the goals of our strategic plan—restoring our shared priority waters, investing in our people and our tools, and engaging and inspiring a diverse corps of staff, volunteers, and partners in our mission—we will need significant federal, state, and foundation support.

With more than \$1 trillion in federal funding beginning to flow thanks to the recently passed Bipartisan Infrastructure Law and Inflation Reduction Act, it's more important than ever that we coordinate on large grant proposals to strengthen our applications, increase our chances of being funded, and ensure our federal agency partners, state government staff and foundation investors continue to view TU as a conservation nonprofit that is credible, effective, efficient and impactful.

There's nothing more powerful than TU's passionate and dedicated grassroots volunteer army matched with our experienced and skilled staff of scientists, advocates, restoration specialists, communicators, fundraisers and systems developers.

We bring together local communities of conservationists and anglers, rooted in their home waters with deep knowledge and extensive networks that open doors other national conservation organizations cannot, and combine that with a professional staff of over 250, backed by the best available science and decades of experience scaling up our impact.

It's TU's unique value proposition to the conservation field and we call it "One TU," a concept that envisions all aspects of our structure working in concert to achieve shared goals. As part of our new strategic plan, we will "operationalize" this idea to leverage all our resources and strengths and drive our mission forward at a speed and scale like never before.

This effort requires the deepest levels of communications, coordination and collaboration to succeed. It requires all of us to think, act and work together as One TU.



Big projects requiring significant funding and strong partner and stakeholder engagement can be more impactful when we're working together as One TU.

COORDINATION IS KEY ON LARGE FEDERAL, STATE & FOUNDATION GRANTS

By working together, we have the opportunity to significantly increase the number and size of grants received by TU at all levels, vastly increasing our ability to care for and recover cold, clean rivers and streams across the U.S.

Below, please find some things to consider before applying for grants, and a process for coordinating with TU staff in your area.

FOUR REASONS TO COLLABORATE WITH STAFF BEFORE APPLYING FOR GRANTS

1. When we combine forces on a project application, the odds of receiving funding are higher, the potential for a larger grant is greater and the support to manage and implement your local project is baked into the TU staff member's workplan – giving you access to everything from our compliance, accounting and administrative support to our science and monitoring tools to effectively measure and report on the impact.
2. Many federal and state agencies ask that TU chapters and councils coordinate on grants with our national staff. We create confusion if multiple TU entities apply for the same funding source when it is clear to the funder we have not coordinated. To outside funders TU is perceived as one entity and if they feel like one part of our organization is not speaking to the other, that may affect our credibility in their eyes and lead to grant applications missing out on funding.
3. Often, TU staff have been developing plans for specific funding sources for months, if not years, and have built relationships and trust with funding agencies. Another reason it can be helpful to combine projects or project components into a single proposal is that many funding opportunities have rather large (\$1 million) minimums. If your chapter or council has a local project that you feel is eligible and competitive for a certain funding opportunity, rather than submit it as a separate application it may make the most sense to fold it into a larger proposal coming from TU.
4. Applying for and administering large grants from most federal, state and foundation programs can be quite complicated in the administration, compliance reporting and implementation aspects.



Larger grants from institutional funders often require maintenance and monitoring, something chapters are often not equipped to manage on their own.

Before considering a grant application, ask your board the following questions:

- ❖ Is the project a major priority for our chapter/council's mission?
- ❖ Does the project align with TU's shared priority waters initiative in our state?
- ❖ Is the project a priority for the funder? Is the project of sufficient scale to meet funder requirements?
- ❖ Is the funder connected to an industry that may not align with our organizational values?
- ❖ Will the project outcome strengthen our chapter/council?
- ❖ Do we have the organizational capacity to apply for the grant and manage the compliance?
- ❖ Do we have a clear path to secure the matching funds if they are required?
- ❖ Have we identified a volunteer or contractor with the expertise to manage and implement the project?
- ❖ Can we meet the reporting deadlines and provide the detailed metrics required in those reports?

If the answer to these questions is yes, great! Reach out to connect with your local or regional TU staff to discuss the proposal and see if there are opportunities to coordinate.

If your chapter or council feels it's not yet ready to tackle such an involved effort, share the project idea with your nearby TU staff regardless, there may be an easy way to fold it into an ongoing effort and bring it to life sooner!



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TU CHAPTER & COUNCIL GRANT APPLICATION PROCESS

The following process ensures that coordination and collaboration on federal, state and foundation funding opportunities is built into our work at all levels of the organization:

1. Chapter becomes aware of funding opportunity suitable for a local priority project
2. Chapter board discusses the opportunity and assesses readiness to apply for and manage the grant
3. Chapter reaches out to state council and Volunteer Operations staff and provides:
 - The name of the prospective funder and specific funding program
 - The project title and type (restoration, reconnection, community engagement, etc. ...)
 - A brief project description (a few sentences)
 - The anticipated grant amount to be requested
 - The lead volunteer name and contact information
4. State council connects chapter with Jeff Yates at TU national to review the project, connect with the appropriate field staff and together determine whether:
 - The project can be supported with staff time, or is best led by council and chapter volunteers
 - The project can be folded into a larger national application with the same funder
 - The project is better suited for other funding sources or opportunities

Along with helping chapters and councils navigate their projects through identified funding sources, this type of collaboration also lends itself to helping staff increase their knowledge of chapter priorities so that they can help elevate other funding opportunities that may be better suited for local efforts, or for which TU national projects are ineligible, in the future.

TU NATIONAL CONTACTS TO DISCUSS PROJECT FUNDING OPPORTUNITIES

While your initial outreach to discuss a potential grant application should be your state council officers or nearby TU staff, if you do not have staff in your region, you can also connect with TU national staff to be directed to the right state or regional staff based on the region, funder, funding type or project type:

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