

# **Funding Tip Sheet for Deaf/Hard of Hearing Adult Involvement Programs**

**(Developed by the DHH AI Learning Community 2014)**

This tip sheet is for agencies, organizations and others interested in pursuing funding for Deaf/Hard of Hearing (HOH) Adult Involvement Programs. It can sometimes be frustrating to look for funding with this type of specific project in a world of more broad based funding opportunities. These tips are to help generate thought and discussion about potential funding sources. It is important to be able to both articulate the VALUE (i.e. needs, benefits) of this type of project, as well as possible MANDATES (i.e. identified requirements/legislation) that require consumer participation.

## ***Tips on HOW to Get Funding:***

- Utilize parent/family testimonials in grant writing and funding appeals
- Utilize any data that can be shared to measure success of programming, parent satisfaction and measurable outcomes (i.e. increased ASL proficiency, parents meeting a variety of Deaf/HOH role models, lessening of parental anxiety, etc.)
- Work collaboratively with other agencies/organizations to ‘seed’ a project with each contributing financially. Stakeholders could be: state Early Hearing Detection and Intervention (EHDI) Coordinators, state agencies of the deaf, state commissions of the deaf, state chapters of Hands & Voices, etc.
- Write this project into bigger grants that may not be directly addressing this need, but could be woven into the grant.
- Share grant text verbiage with others to re-create successful grants that have been funded.
- Know the people you want to get funding from. Know their funding source, and the terminology to attract their attention. It is also important to develop relationships with the people you want to get the money from. Know their personal stories, and if they have any reason to be attached to deaf children, or so. That knowledge can go far.

## ***Remember the BASICS of Funding:***

- ✓ Say what you’re going to do, do it on time, and follow through so funding sources perceive your program/project as a dependable “get it done” organization.
- ✓ Be clear on who you are, and how the funds will be used, and what kind of purposes it will serve for your agency/deaf children/families out there.
- ✓ Show that the deaf individuals are professionals too. They are trained (Part C, statewide & nationwide training) and may have different kinds of certifications (EI, etc.). This shows that they are very knowledgeable about what they do and are not just placed in the jobs because they are deaf.

- ✓ Provide explanation in your applications who you are collaborating with - who are the other stakeholders within your agency and outside of your agency. Attach letters of support.
- ✓ Put requests for money in concrete terms, with specific projects and dollar amounts to show what you are going to use the money for. If you need help with writing budgets, ask someone with a finance or accounting background.
- ✓ Connect the dots so that what you want funding for matches what the funders mission is; position your request as the entity that is able to fulfill a funder's obligation towards consumer participation/DHH Adult Involvement...be an asset and an ally!
- ✓ Make sure that you include evaluation measures and data collection in your funding requests in order to show quantitative and qualitative outcomes of your project.
- ✓ Start by fulfilling a smaller contract before requesting/proposing larger sums from a funder—proof that your program is worth the investment
- ✓ Diversify your funding base: Don't count on one entity for all of your funding.

### ***WHERE to Look for Funding:***

This section is a list of funding sources that programs across the country have been successful in utilizing for the development and implementation of D/HH Adult Involvement Programs. The name of the funding source, a brief description of specific funding streams under that category, and successful programs that have used this funding are listed here:

- Federal Funding (ex: Maternal Child Health Bureau (MCHB) funding sources, State EHDI Grants)
  - CO
- State Legislative Funding (ex: Legislatively mandated funding for programs)
  - MN, IN
- Private Grants (State and National) and Local Community Grants (ex: Oberkotter, Lion's Club, Sertoma, Target)
  - Hands & Voices Headquarters
- 501(c)(3) Organizational Budgets (ex: national and state level D/HH organizations such as Hands & Voices, National Association of the Deaf, state level associations of the deaf, AG BELL, American Society for Deaf Children, etc.)
- Part C State Appropriations (Part C funding at the state level)
  - IL, ME, WI
- State Educational Agencies (Departments of Education D/HH)
  - WI
- Medicaid (Funded through line items)
  - NM
- Schools for the Deaf (ex: Outreach Programs)
  - NM, ME, TX, UT, IL
- AmeriCorps (National volunteer service program)
  - NM

Please remember that this isn't an all-inclusive list and it is a list that is always changing. Look outside the box! There may be funding available for services to minority populations that can be used for your programs such as funding for parent support for families who are Latino, Navaho, etc.

\* The 2017-2020 state EHDI grants have included goals/objectives around D/HH Deaf Mentor/Role Model programs and should be reviewed in your state for opportunities for funding these programs.

### ***WHAT Funding May Cover:***

- Mileage
- Administrating the program
- Payment to role models
- Technology
- Interpreting and other accessibility needs
- Training for curriculum use
- Purchasing curriculum and supplemental materials to use during work with families
- DVDs, books for families to borrow

### ***Additional Information Regarding Funding:***

A note from State EHDI Grants

- The guidance for the MCHB EHDI grant cycles is released and funded to the states on three year cycles. If you are not aware of the process, contact your state EHDI coordinator. A list of these coordinators can be found at:
  - <http://www.infanthearing.org/stategrants/index.html>
  - You can also download the grant RFP (request for proposals) at that site to give you an idea of what the states are required to include.

### ***Closing Message***

Remember that starting a program and funding a program will not happen overnight. It might even take a group of volunteers to gather stakeholders, provide the initial services, gather data and write the grants. But collaboration is key to creating a successful program – please reach out to those states mentioned in this document and the members of this Deaf/Hard of Hearing Adult

Involvement Professional Learning Community as we have been through the creation of programs and are more than willing to share our experiences with you!