

The Gathering Collaborative

**TO START TO ADDRESS RACISM IS A
PUBLIC HEALTH CRISIS**
in King County, Washington

Small Business Grants Information

Icebreaker:

What historical figure/ revolutionary would you want to have lunch with and what would you order? Place your answer in the chat!



Land Acknowledgement

ʔusux^wtx^w čəł tiit ʔal tə dišə? čəł
ti ʔacit̕talbix^w swatix^wtəd
ʔə tə dʒix^w ʔacit̕talbix^w

We would like to acknowledge
that we are on the ancestral lands
and traditional territories of the
Puget Sound Coast Salish People

Welcome: The Gathering Collaborative Vision and Goals



Shared Norms

Make sure we stay oriented to abundance (vs. scarcity) mentality and reject false urgency*

Community is the priority, not the committee/organization

Be sensitive, listen to understand, and remove barriers to full participation*

Move up, move back, and make "I" statements*

Recognize and honor our diversity (the ways we identify, communicate, think, our cultures, perspectives...)*

Acknowledge hurt. Address things when they come up, lovingly*

Offer grace, acceptance, and space for asking questions without judgment

"Yes, AND..." thinking...*

- *being mindful of what we are saying "yes" to and what we are bridging to in the long term*
- *appreciate the coexistence of anxiety/confidence as we participate*
- *actively seek to learn/unlearn as we go*

In addition and particularly for those of us striving to be allies in this work:

- **Hold ourselves accountable to allyship by calling each other into good practice**
- **Support Black & Indigenous identified priorities and strategies**

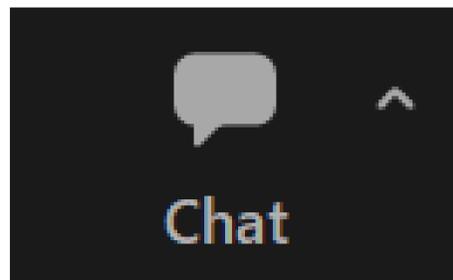
Quiet and pause are okay (can reflect respect, processing...)

Zoom Reminders

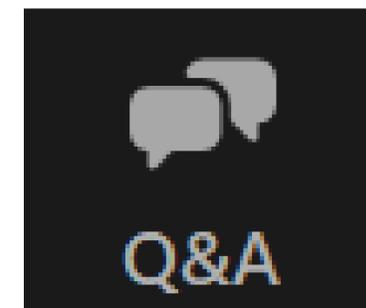
[● REC] This meeting will be recorded for those who cannot attend

Utilize these buttons at the bottom of your screen to ask a question; please use the chat for questions only.

Chat Function



Q&A Function



Agenda

- 1 Understanding the Grant Applications**
- 2 Q&A**



Racism Is A Public Health Crisis

\$25 Million in Grants

Grant Application Categories:



GENERAL GRANTS FOR
COMMUNITY SERVICE
PROVIDERS



SMALL BUSINESS GRANTS



CAPACITY-BUILDING
GRANTS FOR COMMUNITY
SERVICE PROVIDERS



PHYSICAL
INFRASTRUCTURE
GRANTS

Understanding the Application

Focus Populations

Eligibility Criteria

Application Questions and Scoring Criteria

Award Forecasting

Requirements

Understanding the Application

Focus Populations

Black Americans who are the descendants of enslaved Africans and continue to experience the ongoing and deep impacts of systemic racism in all of its facets.

Indigenous Peoples directly impacted by settler colonialism within the US borders which have created the systems of institutional and structural racism perpetuated by the United States government and ongoing settler colonialism of the United States. It includes American Indians/Alaska Natives/Native Americans, Native Hawaiians, American Samoa, and Pacific Islander communities.



Understanding the Application

Eligibility Criteria - Who Can Apply for the Grants?



Common Eligibility Criteria for All Grants

- Located and operating in King County OR
- Primarily and directly serving King County residents

AND your organization must be:

- Dismantling systemic racism and working to undo its harms to address the public health crisis;
- Able to show their deep roots in local Black and Indigenous communities (see focus populations) through their effective connections, partnerships and accountability within the communities;
- Reflective of the Black and Indigenous communities they serve as indicated by how they center their work in traditions, cultural practices, and approaches to providing services; and
- Able to advance the priorities and well-being of these communities who are most harmed by racism (see Focus Populations).

Grant

Eligibility

Small Business

- Businesses currently registered with Washington State, including all proper, applicable licenses and permits. This includes corporations, LLCs, general and limited partnerships, and sole proprietorships.
- Located and operating in King County
- Primarily and directly serving King County residents
- Equal to or less than \$5,000,000 in gross annual total revenue
- 50 or fewer full-time equivalent (FTE) employees
- **In business since at or before January 1, 2022**

Physical Infrastr.

- Located and operating in King County AND
- Non-profits currently registered with Washington State, OR
- Non-profit developers registered with Washington State that are working in partnership with non-profit organizations registered with Washington State

Grant

Eligibility

General

- Located and operating in King County OR
- Primarily and directly serving King County residents

AND your community-led organizations must be of one of the following types:

- Non-profits currently registered with Washington State OR
- Community-rooted, grassroots groups and organizations, with a fiscal sponsor currently registered as a business or non-profit with Washington State.

AND of the following size:

- More than \$100,000 in total annual revenue OR
- 4 or more full-time equivalent (FTE) employees

Capacity Building

AND your community-led organizations must be of one of the following types:

- Community-rooted, grassroots groups and organizations, with a fiscal sponsor currently registered as a business or non-profit with Washington State. Fiscal sponsors will be required to sign the grant agreement with the County. Fiscal sponsors may also apply on behalf of grassroots groups. OR
- Non-profits currently registered with Washington State.

AND of the following size:

- Equal to or less than \$100,000 in annual total revenue OR
- 3 or fewer full-time equivalent (FTE) employees

Understanding the Application

If you are using a **fiscal sponsor** OR you are a fiscal sponsor of an applicant, these are the eligibility criteria for fiscal sponsors:

- Fiscal sponsors are currently registered as a business or non-profit with Washington State.
- Fiscal sponsors will be required to sign the grant agreement with the County.
- Fiscal sponsors may also apply on behalf of grassroots groups.



Understanding the Application

Application Questions and Scoring Criteria



Application Question

Please describe your business and how it makes a difference in the local Black and/or Indigenous community. Include the work your business does to tackle racism as a public health crisis. Use the bullet points below to guide your story. (40 points)

- Tell us how your business got started, how you have built connections in this community, and how long you have been serving this community.
- Share what your business does, who you serve (be as specific as you can), the specific goods and services you provide, and why your business cares about the work you do.
- Speak to your approach of incorporating Black and/or Indigenous communities in your organization's structures, staffing, decision making, and services.
- Describe how your business centers traditions, histories and cultural practices of local Black and/or Indigenous people and communities (examples: in the services you provide, the goods you sell, your approach to serving the community, etc.). What is your approach to incorporating Black and/or Indigenous communities in your business' structures, staffing, decision making, and services?
- Describe how your business begins to undo the harms of racism in the local Black and/or Indigenous community and helps bring healing and restoration.

Scoring Criteria

Accountable to Black and Indigenous people and communities - (40 points)

A **strong response** is likely to get the full points for this question when it meets most and/or all of these scoring criteria below.

a) Applicant clearly shows how their work is effectively led by the lived experiences and perspectives of the Black and/or Indigenous communities that they serve in all critical facets of their business' work

b) Applicant describes specifically what their business does, whom they serve in local Black and/or Indigenous communities, how many clients/customers they serve, the goods and services they provide, the approaches they use, and why they serve the community they do

c) Applicant shares stories of impact that speak to the type of healing and restoration that is happening in Black and/or Indigenous communities because of their business and service to community

d) Applicant speaks to tangible results, depth of community relationships, the history of their business within and with communities that show how they are accountable to Black and/or Indigenous people and communities served through their business

HOT TIPS on BUDGET

Tip 1: Make sure that whatever you describe as your funding need in the narrative questions, you reflect the same needs as itemized lines in your budget spreadsheet. ***You want to avoid any mismatches.***

Tip 2: This is not a project-specific funding. **Describe your funding needs holistically and fully** as best as you can.

Grand Award Amounts

Approximate Number of Awards



Grant	Award Amount	Estimated # of Awards
Small Business	Business revenue is below \$1 mil: Up to \$100K max Business revenue is <u>over \$1 mil</u> : Up to 11% of the highest gross annual revenue during 2019-2022 OR \$550,000 -- whichever amount is lower Accepted documents: <ul style="list-style-type: none">• Schedule C• Form 1065• 1120 and 1120S	At least 59 grants
Physical Infrastructure	Maximum award: \$3 million per project	Up to 3 grants

Grant	Award Amount	Estimated # of Awards
<p>General</p>	<p>Minimum award: \$100,000 Maximum award: up to 50% of the highest total annual revenue during 2019-2022 OR \$550,000 -- whichever amount is lower</p> <p>Accepted documents:</p> <ul style="list-style-type: none"> • 990s (990-EZ, 990) • Yearly Profit & Loss Statement 	<p>Up to 95 grants</p>
<p>Capacity Building</p>	<p>Minimum award: \$25,000 Maximum award: \$125,000</p> <p>Accepted documents:</p> <ul style="list-style-type: none"> • 990s (990-EZ, 990) • Yearly Profit & Loss Statement 	<p>35 to 60 grants</p>

REQUIREMENTS

Selected applicants will enter a contract with King County. All work under the contract must be completed by December 31, 2024, unless otherwise agreed to in writing by King County.

For awarded applicants, program level performance requirements and metrics will be negotiated at the time of contract development and will be directly informed by proposals. Program level requirements and metrics will be directed to the specific benefits provided to the community and the growth/depth of the organization's or business' capacity.

All grantees will be required to commit to providing specific benefits to the King County community in exchange for the awarded funding. Additional requirements may be included in the contract to comply with applicable laws.

Additional Information

Support

Technical Assistance can be found in the Grant Program Overview document, our website bit.ly/gatheringcollaborative or by email oesjgrants@kingcounty.gov for more information

Timeline

Application Closing: **Tuesday, March 28th** for all except Physical Infrastructure which will close **Tuesday, April 11th**

Estimated Review Period: **Spring 2023**

Estimated Notification & Contracting: **Summer 2023**

Small Business Panel - Brief Discussion



The Gathering Collaborative
TO TACKLE RACISM AS A PUBLIC HEALTH CRISIS IN KING COUNTY

Q&A

Small Business Technical Assistance Providers

- *Kent Chamber of Commerce*
- *Growing Contigo*
- *Indian American Community Services*
- *SnoValley Chamber of Commerce*

Gratitude & Thank you



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