Resiliency in Arizona
Strategies to Build Community Self-Reliance
Arizona Rural Development Council

We implement programming to build a more diverse and resilient Arizona economy by:

- Leveraging Local Businesses to Build Economic Resilience
- Business Retention & Expansion
- Placemaking & Destination Marketing
- Youth Engagement
- Food Systems Development
- Economic Assessment and Analysis
**METRO SPIN**

**165,691 JOBS**
Projected to be added in the next 2 years

84.7%
Of job growth accounts from the Greater Phoenix area

**#2** in the U.S. for job growth
(Bureau of Labor Statistics)

**#4** fastest growing state in the U.S.
(U.S. Census Bureau)

**#3** in GDP growth in the U.S
(Bureau of Labor Statistics)

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**RURAL REALITY**

**Jobs Added by Region**

- Maricopa
- Yuma
- Pima
- Yavapai
- Mohave
- Coconino
- Pinal
- Southeast Arizona
- Santa Cruz

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**78 JOBS / PER MONTH**
Yuma job growth through 2020

**190 JOBS / PER DAY**
Maricopa job growth through 2020

**<30%**
Rural Real GDP

**70.2%**
Greater Phoenix Real GDP
Employer Collaboratives
Workforce Participation in Arizona

- Rural Arizona currently has over 110,000 jobs to fill
- 89% of Arizona employers cannot find qualified workers
- 35% of job vacancies unfilled due to lack of training
- 60% of employers projected moderate to high growth
What Makes TPM Different?

1. Demand-driven, Employer-led
2. Focused on employer-ROI
3. Structured process for collective action and decision making
4. Actionable data on workforce demand
5. Utilized full spectrum of talent sources
6. Close the skilled gap
Liza Noland: Director of Rural Programs; liza@localfirstaz.com
Lexie Krechel: Rural Program Manager- Workforce; lexie@localfirstaz.com
KEY CHALLENGES
to funding transformative projects

• SINCE 2009
• 10,000+ INTERVIEWS
• RURAL STAKEHOLDERS

OVEREXTENDED RESOURCES
Even institutions, nonprofits or communities with dedicated support staff struggle to consistently resource their needs.

BUDGET CONSTRAINTS
Most are being asked to do more with less, even with ambitious goals to grow grant funding.

COMPETITIVE LANDSCAPE
In an increasingly competitive funding environment, more of us are applying for the same grant dollars. Our underserved communities struggle to think strategically.
Two Ways to Benefit:

1. Visit economicrecoveryaz.com to sign up for a customized list of grant opportunities that comes out every Monday. These are Federal, State, Municipal and Foundation grants and you are welcome to apply for any that you feel you’re a fit for.

2. Find a grant that you feel your city, town, nonprofit, EDC, CDC, Chamber, or other organization would like to apply for and we will help you through the process.

Services are provided at no charge, thanks to our sponsors.
WHAT WE HEAR

Communities and nonprofits seek to improve the quality and competitiveness of their proposals.

Consultation, editing, and writing support from an external expert can make all the difference in boosting submission quality.

Increasing capacity to ensure transformational change.

PROPOSAL SUPPORT

PROPOSAL REVIEW

Critique of proposal content focused on compliance and alignment with the funding mechanism and local, regional strategies and plans.

PROPOSAL REVISION

Editing and revision of proposals for a polished final draft, with an eye toward funder compliance, grantsmanship, style/presentation, and overall competitiveness.

STRATEGIC CONSULTS

Consultation on facilitation, project and grant management, and reporting.

ARIZONA ECONOMIC RECOVERY CENTER
To address shifting support needs, strategic priorities, and staffing levels, Local First is developing a flexible service to fill gaps and help our communities compete more successfully for grant funding.
Developing organizational capacity to pursue and win grant funding, through training, strategic assessment, and benchmarking.

Identifying and evaluating grant opportunities aligned to member projects, while enabling longer-term planning through funded project research and forecasting.

Assessing and developing competitive project concepts, helping members to navigate funder requirements and build relationships prior to completing submissions.

Supporting community-led grant proposal projects by providing review and revision services designed to ensure the strongest possible proposals are submitted.

Leading collaborative and equitable community discussions to ensure competitive and inclusive proposals are developed that contribute to the overall regional strategy and well-being.
THE GRANTS SUPPORT TEAM CAN INCLUDE:

- Aggregate and distribute Federal, State, Municipal and Foundation grant opportunities
- Expert in project conceptualization, evidence-based program design, and proposal development
- Collaborate to identify opportunities and competitive strategies
- Seasoned project manager experienced with supporting teams on large scale proposals
- Experienced grant writer with track record supporting large grants of all sizes
- Facilitator to help diverse teams reach consensus around a shared vision and plan
- Analyst with deep experience identifying economic need
- Strategic planning and capacity building support
- Consultant skilled in systems change initiatives and cross-sector collaboration

ARIZONA ECONOMIC RECOVERY CENTER
**Proposal Development Process**

**CONTENT DIRECTOR**
- Evaluates needs of the community or organization and identifies best-fit
- Grants Consultant to write the proposal
- Tracks progress towards milestones and coordinates conference calls with team members
- Coordinates regular project meetings following draft deliveries or in response to the needs of team
- Communicates with partners to confirm compliance with internal deadlines and procedures

**GRANTS CONSULTANT**
- Reviews initial project concept to confirm alignment
- Creates timeline and task-list document to guide project activities
- Produces first draft as an outline or "scaffolding," confirming direction and core elements while also identifying gaps and key questions
- Builds on 1st draft and incorporates activities, interventions, outcomes, and measures, with additional placeholders for final details
- A near-final narrative with core elements complete, incorporating all partner feedback to date, including specific details and data
- The final edit polishes language, formatting, and grammar

**PROPOSAL DEVELOPMENT PROCESS**

- **Scoping**
  - Reviews initial project concept to confirm alignment
  - Creates timeline and task-list document to guide project activities

- **Proposal Planning**
  - Produces first draft as an outline or "scaffolding," confirming direction and core elements while also identifying gaps and key questions

- **First Draft**
  - Builds on 1st draft and incorporates activities, interventions, outcomes, and measures, with additional placeholders for final details

- **Second Draft**
  - A near-final narrative with core elements complete, incorporating all partner feedback to date, including specific details and data

- **Third Draft**
  - The final edit polishes language, formatting, and grammar

- **Final Proposal**
Qualifying Participants

- Any Nonprofit or Municipality may use the AZERC grants list to review opportunities and apply on their own at any time!

To qualify for pro bono resources from AZERC, entities:

- Must not have a dedicated, full time staff for development. Ask if you qualify!
- Must have a proposed application concept that includes at least 3 partnering organizations or entities
- Are interested in applying for work that supports a regional or local strategic plan
- Have an idea that can be initiated before 2023
- Meet the definition of Rural as defined by the ACA, or be in LMI urban census tracts

Ask us to evaluate and strategize! It’s probably easier than you think!
The AZ Economic Recovery Center is made possible by:
VISIT
www.economicrecoveryaz.com
TO SIGN UP FOR WEEKLY GRANTS OPPORTUNITIES
And contact us for a free strategy sessions!
THANK YOU!

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