Tips From FSS Coordinators on How to Obtain Funding for FSS Programs:

✓ When applying for funds, quantify the benefits of the FSS program in their community. A simple number to quantify is the average escrow payout to FSS program graduates. Many funders will view these escrowed savings as leverage for the funder’s own contribution.

✓ Look for sources of funding to pay for FSS coordinators. In some cases, agencies may be able to spend a small percentage of a larger grant for staff salaries and benefits.

✓ Use stories of personal success in funding applications to illustrate the effect of the program on FSS participants and graduates.

✓ Think about programs that provide goods that may benefit FSS participants including books and educational materials, job training equipment, uniforms or business attire, or vehicles.

✓ Consider partnering with Habitat for Humanity or local carpentry trade schools to build houses for FSS participants.

✓ Some funders may not be willing to fund ongoing programs, preferring newer initiatives or programs. Consider whether it would be helpful to create new initiatives to reinvigorate and encourage funder interest in FSS.

✓ Look to the PCC and other service providers for ways to reciprocate services without money exchanging hands.

✓ Consider pooling resources with other partners to hire a grant writer by contract. Some larger PHAs may have grant writers on staff who can help with identifying and responding to funding applications.