



SFFD Grants & Donation Update

2021-2022

San Francisco Fire Department

SFFD Fire Commission Presentation– March 9, 2022

Agenda

1. Introduction
2. Grants & Donation Snapshots
3. Departmental Funding Goals & Focus
4. Building & Cultivating Funding Relationships
5. Funding Challenges, Trends, Resources & Strategies
6. Questions/Discussions

Awarded Grants Snapshot 2020-2022

Fiscal Year 2019-20

Urban Areas Securities Initiative (UASI) FY 2019 - \$414,501.00

Fiscal Year (FY) 2018 Assistance to Firefighters Grants (AFG) - \$612,363.64

Fiscal Year (FY) 2019 Port Security Grant Program (PSGP) - \$341,625.00

Fiscal Year 2020-21

Urban Areas Securities Initiative (UASI) FY 2020 - \$539,415.00

Fiscal Year (FY) 2019 Staffing for Adequate Fire and Emergency Response (SAFER) \$13,760,604.00

Fiscal Year (FY) 2019 Assistance to Firefighters Grants (AFG) - \$636,363.64

Assistance to Firefighters Grant Program - COVID-19 Supplemental (AFG-S) \$883,145.45

Fiscal Year (FY) 2020 Port Security Grant Program (PSGP) - \$60,200.00

Fiscal Year 2021-22

Urban Areas Securities Initiative (UASI) FY 2021 - \$656,415.00

CARESTAR Foundation - \$30K - for Community Paramedicine

The Hartford - \$5K for Community Outreach

Pending Application Snapshot 2022-2023

Fiscal Year 2022-2023

- FEMA Fiscal Year 2021 Assistance to Firefighters Grants (AFG) - \$2,986,443.40
- FEMA Fiscal Year 2021 Staffing for Adequate Fire and Emergency Response (SAFER) - \$15,458,076.00
- Fiscal Year (FY) 2021 Port Security Grant Program (PSGP) - \$406,250.00

Donation Snapshot CY2020 & CY2021

In-kind and cash donations are unsolicited and often made in gratitude of SFFD service to the community, in memory, or in honor of other citizens.

Total Cash Donations	Total In-Kind Donations
2020 - \$8,963.00	2020 - \$302,336.09 estimated value
2021 - \$6,400.00	2021 - \$13,580.00 estimated value

All donations are collected with a donor disclosure form to satisfy compliance with the San Francisco Sunshine Ordinance and donors are thanked with a letter and acknowledged on our website as required.

Departmental Funding Priorities

Goal: To acquire Federal, State, and private funding for vital programs, services and operational costs not included in the department's budget to assist with meeting the departments needs.

How are we doing this?

- ✓ Strategically identifying, engaging, and leveraging funding partners
- ✓ Implementing a SFFD Grants Committee to identify and prioritize critical Departmental funding needs and projects.

Building Funding Relationship

Between 2020-2022:

602 Family, Community and Corporate Foundations were identified as **potential funders**. And of those...

163 Family, Community and Corporate Foundations indicated an interest in potentially funding the projects, programs and services **provided to the public**, particularly those focused on vulnerable populations.

12 Family, Community and Corporate Foundations indicated an interest in potentially funding internal-facing projects, **programs and services for SFFD members/staff**.

Cultivating Funding Relationships

Some newly established relationships we continue to cultivate include:

Potential Future Funders

Hirsh Philanthropy Partners – Emergency Medical Services (EMS)

CARESTAR Foundation - EMS & SFFD Diversity Equity and Inclusion (DEI) -
Invitation to apply next cycle

The San Francisco Foundation - EMS & DEI

Genentech Foundation - SFFD Youth Programs - *Invitation to apply next cycle*

The Bothin Foundation - DEI - *Invitation to apply next cycle*

YMCA-Bayview Hunters Point – DEI - Potential Program and Joint Funding Partner

Challenges

Whether it is the vast needs of the Department, or limitations on funding availability, the Department faces a number of challenges as we pursue external funding. We look at challenges as opportunities to grow, improve and better perform.

Challenges:

1. COVID Health Crisis
2. Shifting donor trends due to COVID/other events
3. Staffing Time & Capacity
4. Funder resistance to giving to government entities (*requiring a 501c3 fiscal partner to receive funds*)
5. Prioritization of existing needs & Forecasting future needs

Funding Trends

Over the past couple of years, in response to overwhelming **Wildland Fires, the Pandemic Health Crisis, and Social Unrest**, Federal and State granting entities, as well as the private philanthropic community, offered emergency aid packages, in-kind donations, cash donations, and granting programs aimed at strengthening the region and the Department's ability to provide timely and effective EMS and Fire Suppression services.

- **Health and Racial Equity** funding trends continue, though federal and state COVID relief packages and eligible COVID mitigation-specific funding has decreased.
- **Wildland and Fire Suppression Funds** have tended to focus on rural and or geographic areas outside of our regional area.

Funding Resources & Strategies

Since 2020 we have expanded our usage and reliance on various resources, trainings and strategies to strengthen our ability to identify and outreach to viable foundations, funders and partners.

New Resources & Strategies

- SFFD Grants Committee
- Foundation Center - Candid Membership
- Implementing internal grant request process and management systems
- Developing collaborative grant applications with partner agencies

Training, Workshops & Webinars

1. Attended FEMA Fundamentals of Grants Management course
2. Attended webinars/bidder conferences
3. Attended several grant writing webinars, workshops

Questions/Discussion

