

GRANT GUIDELINES – Fall 2018

Tourism Project Grants and New Tourism Initiative Grants



Deadline

**Submit a final application ONLINE
by noon, Tuesday, September 11, 2018**

Applicants are invited to request a review of their draft submission in advance; email or call the grant administrator by August 27 to ask for review of a draft application. **Applications must be submitted via the [Apricot Online Grant Management System](#).**

Contact – Grant Administrator

Nick Helmholdt, Tourism Program Director
tourism@tompkins-co.org, 607-274-5560

Related forms and step-by-step instructions to access the online application are available here:
www.tompkinscountyny.gov/tourism/projectgrants

For **technical assistance with the Apricot Online Grant Management System**, please contact Regan Ralston (rralston@uwtc.org) at the United Way of Tompkins County. You may reach her by phone as well at 607-272-6286.

SUMMARY OF FUNDING OPPORTUNITY

Tourism Project Grants and New Tourism Initiative Grants are awarded on a competitive basis for projects that are likely to motivate many visitors to stay overnight in Tompkins County hotels and bed and breakfasts, and that are likely to implement key strategies identified in the [2020 Tompkins County Strategic Tourism Plan](#). New Tourism Initiative Grants are awarded for projects that have occurred for no more than three years, and Tourism Project Grants are awarded for projects that have been in existence for more than three years. Projects funded in the past through these grants include events, exhibits, and projects of lasting value that support a strong tourism infrastructure.

For the Fall 2018 round, there is a total of \$34,050 available in New Tourism Initiative Grant funding. The maximum request is \$25,000, and the minimum request is \$1,000. Historically, few projects have received the maximum award.

All applicants must use the Apricot online grant application, which is being hosted through a partnership with the United Way of Tompkins County. See below and visit the Tourism Program website for technical details about how to access the online application.

www.tompkinscountyny.gov/tourism

These grants are funded entirely by the Tompkins County hotel room occupancy tax, which is a percentage tax on occupancy charges in hotels, motels, inns, and bed and breakfast establishments in Tompkins County. By law, local room occupancy tax funds are used for the purpose of developing and promoting tourism, and the overarching goals of the Tompkins County Tourism Program are to promote economic development and enhance the quality of life in the County. Grant awards are made by the Tompkins County Legislature on recommendation of the Strategic Tourism Planning Board (STPB), which serves as the County's official advisory board for tourism development.

UNDER WHICH CATEGORY TO APPLY: TOURISM PROJECT OR NEW TOURISM INITIATIVE?

Tourism Project Grants and New Tourism Initiative Grants are awarded on a competitive basis for New Tourism Initiative Grants support projects that generate significant amounts of new tourism in Tompkins County. New Tourism Initiatives must have occurred for less than three years in a row and be produced by not-for-profit organizations or municipalities. Not-for-profit organizations that have been in existence for longer than three years may apply for a New Tourism Initiative Grant if the project is truly a new concept and falls outside the current range of activities undertaken by the organization. It must also be designed to be an annual or lasting tourism generator.

Projects that mainly serve to enhance the value of current tourism offerings, or that are single projects of organizations that have been in existence for longer than three years and align with similar offerings that they have presented in the past, should apply for a Tourism Project Grant.

ELIGIBILITY

Under New York State Municipal Law, not all entities are eligible to receive funding from a County government. For example, a County government may award a grant to another municipality or certain not-for-profit agencies. Before completing the application, please consult with an attorney or the grant administrator to confirm that your organization is eligible to receive grant funding from a County government.

Eligibility and Funding Details:

1. Requests are accepted from 501(c)3 not-for-profit entities, only for non-sectarian projects.
2. Proposed projects must demonstrate the strong likelihood of significant visitor attendance/participation and increased visitor spending and overnight stays in County hotels, motels, and B&Bs.
3. Applications for New Tourism Initiative Grants may be made annually, for a maximum of three years. There is no guarantee of multi-year support. A baseline for tourism growth shall be established at the outset of the grant and measured each year.
4. Allowable uses of funds include, but are not limited to, the following examples:
 - a. Expenses associated with temporary and permanent exhibits to include design, construction, and interpretive materials;
 - b. Public art acquisition;
 - c. Partial support of artistic salaries for notable talent, whose presence will generate significant out-of-town visitor attendance/participation;
 - d. Interpretive materials for significant natural, historic, or architectural assets;

- e. An additional short-term staff position, or increased hours for current part-time staff, for the duration of the project.
5. A minimum 2/3 match is required; grant requests shall not exceed 33% (1/3) of budgeted expenses.
6. For the purposes of establishing a match, the total budget may include the value of in-kind contributions of goods, staff time, and professional services.
 - a. Volunteer time may be included towards a calculation of in-kind contributions ONLY if this time would otherwise need to be replaced by paid staff time or paid professional services. General volunteers, such as registration volunteers or organizing committee members, may NOT be counted towards in-kind support for the purposes of demonstrating a match. Where the specific value of the service is not estimated directly by the service provider, use an estimate of \$24.69 per hourⁱ.
 - b. The value of donated goods will be their estimated retail value.
7. The maximum request is \$25,000. The minimum request is \$1,000.
8. Projects must fall within the mission and purpose of the applicant organization and serve to strengthen and develop the organization. Projects not within the recognized scope of the applicant's mission are discouraged.
9. Large capital requests (for the purchase of property or the construction, remodeling, or expansion of a facility) are generally not eligible under this program but may be eligible under the Tompkins County Tourism Capital Grants program. For more information about Tourism Capital Grants, contact Martha Armstrong at Tompkins County Area Development, marthaa@tcad.org or 607-273-0005.
10. Requests for general operating support will not be accepted.
11. Requests for retroactive support will not be accepted. Any expenses accrued on a project before a grant is awarded by the Tompkins County Legislature will be considered ineligible.

CONSIDERATIONS

Tourism Project Grants and New Tourism Initiative Grants are awarded on a competitive basis for Consider the following when putting together your application for a Tourism Project Grant or a New Tourism Initiative Grant.

Tourism Development. Projects must show how they will draw and/or serve visitors, especially overnight visitors, to Tompkins County. The primary focus is on out-of-county attendance from areas at least 90 miles from Ithaca, including major cities and small towns. Projects limited to serving the local community without a strategy for growth and regional outreach are not likely to be funded. All applicants are required to document past visitor attendance and set specific goals for future visitor attendance, as well as to outline strategies for collecting this data.

Collecting Survey Data. Except in limited cases where it would be impossible or extremely difficult, grant recipients are required to collect survey data to estimate the impact of their project on tourism. We have prepared a template with questions that successful applicants will be required to ask of participants/attendees/customers, along with an overview of how to conduct

ⁱ This is an independent estimate of the value of volunteer time in the United States in 2018. Source: Independent Sector. http://www.independentsector.org/volunteer_time
Page 3 of 9 - Fall 2018 Tourism Project & New Tourism Initiative Grant Guidelines
Applications DUE Tuesday, September 11, 2018 at noon.

effective market research using surveys. Visit the project grant webpage to access these resources: <http://tompkinscountyny.gov/tourism/projectgrants>

Community Support. The Tompkins County Tourism Program is interested in responding to applications that demonstrate strong partnerships and community support. Collaboration between for-profit and not-for-profit organizations is permitted as long as the lead agent is eligible under NY State Municipal Law to receive funding from a County. Where applicable, letters of support from partnering organizations should accompany the grant application.

2020 Strategic Tourism Plan. All applications must demonstrate alignment of the project with the aims and policies of the Tompkins County 2020 Strategic Tourism Plan. In addition, all applicants, and especially those interested in the New Tourism Initiative Grant program, are encouraged to document how their project will advance strategies related to one or more of the focus areas for tourism development identified by the Plan.

Season and Mid-week. Tompkins County will give priority to projects that hold potential to draw visitors during the mid-week and/or from mid-November through April.

Marketing. Preference will be given to organizations and projects that outline a strong marketing strategy. The best way to demonstrate this ability is by providing a detailed marketing plan for the project that includes a description of your intentions regarding placement for the **Tompkins County Tourism Program** on advertising and collateral materials. Applicants are asked to spell out in detail which marketing vehicles they propose to use, the costs of those investments, the expected number of marketing impressions generated, and the estimated portion of those impressions that will be for non-Tompkins County residents.

Reporting on Past Grant Awards. Applicants who have previously received a grant from the Tompkins County Tourism Program, and whose project finishes prior to the current application deadline, are required to submit a grant report within 60 days of the completion of the project. Failure to submit a report on time will jeopardize future eligibility.

LIMITATIONS

Year-to-Year Support. New Tourism Initiative Grants and Tourism Project Grants are awarded once or twice a year in a competitive evaluation process. Funds must be spent within the contract period. Organizations may reapply for grants in future years for the same or new projects, but are not guaranteed continued funding or funding at the same level. To receive funding for the same project again, applicant organizations must demonstrate that they are taking meaningful steps to achieve financial sustainability and/or are in a significant growth phase. Applicants should not consider this grant to be a part of their general operating budget, but rather additional money to be used for a specific project.

Equipment Rental and Purchase. With limited exceptions, purchase of equipment with grant funds is disallowed; only the rental of equipment is permitted.

Fundraising Events. Applications will typically not be accepted for events whose primary purpose is to actively raise funds for a specific cause.

Entertainment Costs. Grant funds may not be used to cover general entertainment costs such as for theater parties, museum receptions, etc.

Events Only Open to Members and Faith Congregations. Membership in an organization must not be required in order to participate in or benefit from the project.

Conferences and Gatherings for a Specific Interest Group. Groups offering conferences or gatherings in Tompkins County targeting very specific and limited interests should work through the Ithaca Tompkins County CVB to obtain conference services. These gatherings are not eligible for support from this program.

GRANT APPLICATION PROCESS

Applicants are encouraged to attend a Tompkins County Tourism Grant workshop, generally held about four weeks before the application deadline, to learn about current requirements of the tourism grant programs and any technical details about how to apply. Workshop schedules are announced in Tompkins County newspapers and can be found on the Tourism Grant webpage (www.tompkinscountyny.gov/tourism/projectgrants).

When to apply. Apply in the spring grant round for projects with major activities beginning anytime between May of the year that the application is due and April of the following year. A fall grant round may or may not be offered based on availability of funds.

GRANT REVIEW PROCESS

The review process takes approximately two months from the application deadline for final decisions to be made. There are several steps in the approval process:

Staff Review. Once your final application has been received, the grant administrator will check it for clarity and completeness. If your application is ambiguous or incomplete, you may be contacted for clarification. If you have received a grant from the Tompkins County Tourism Program in the past, the grant administrator will also prepare a summary of past performance based on past applications and reports submitted. The grant administrator serves as an impartial coach to potential applicants and coordinates the application review and evaluation process. At no point in the review process will a staff member advocate for any applicant during the review process or request or respond to questions that do not allow for an objective answer based on available facts.

Review Committee and Award Process. A grant review committee will review, score, and rank proposals based on evaluation criteria and recommend awards to the STPB. The initial results of the review process will become public once the STPB receives the review committee's recommendations. The final decision regarding grant awards will be made by the Tompkins County Legislature. Applicants are strongly discouraged from soliciting support from review

committee members, STPB members, or members of the Legislature outside this application and review process. In accordance with STPB bylaws, the chair of the STPB appoints review committee members.

Letting Contracts. After awards are approved by the Tompkins County Legislature, funds will be disbursed pursuant to a contract with the County. Awards are not intended to be on a reimbursement basis; they will generally be made up-front. Contracts with awardees will typically be written for a period not to exceed twelve months; the funds typically must be used within a year of the start date of the contract. Please note that the County's requirements for insurance coverage for your event or organization may be sizable. The County may require proof of insurance prior to the grant award funds being released. For information regarding the insurance requirements, please contact the grant administrator.

EVALUATION CRITERIA

Applications will be evaluated based on how well they meet the criteria below:

Cohesiveness of proposal. Is the application clear and well written? Does the proposal lend itself well to financial evaluation?

Organizational Capacity. Is the proposed project clear and technically feasible? Does the assembled project team have the right skills and experience to deliver? Do team members have a demonstrated history of success in carrying out similar projects? Does the applicant organization demonstrate the appropriate level of financial security to carry out the project? Does the project description demonstrate understanding of the specific steps that will be taken to deliver a successful project?

Project Benefits. How significant is the potential for direct, measurable tourism impact in Tompkins County? If developed, will there be economic benefits in Tompkins County in the form of additional hotel/B&B room nights and visitor spending? Will the project support tourism growth in the winter, on soft weekends, or during the mid-week? Are the expected economic benefits likely to be realized, given other constraints or barriers? Are there additional significant quality of life benefits? Measurable benefits may occur in a short time frame, such as with a large event, or over a long period of time, such as with a tourism infrastructure project. For the latter type of project, if it is a one-time grant investment, measurable benefits should be projected for up to five years.

Project Outcome and Cost. Are the overall project cost and tourism grant request justified based on the expected benefits? Relative to the project cost, how significant are the potential benefits? How appropriate are the applicant's cost share contributions (sources and amounts) with respect to the degree of risk, potential to benefit from the work, and financial status of the proposing organization and project team?

Alignment with Strategic Tourism Plan. Does the project show strong alignment with the aims, policies, goals, and critical actions of the [Tompkins County 2020 Strategic Tourism Plan](#)?

Marketing Plan. Does the application contain a clear, well-thought-out marketing plan that identifies target visitor groups? Does the marketing strategy align with the marketing strategies of the CVB and/or show coordination with the CVB?

Other Considerations. Proposals will be reviewed for eligibility and to determine if they reflect the Tompkins County Tourism Program's overall objectives: encouragement of diversity and sustainability, coordination with similar ongoing or completed tourism projects, the general distribution of tourism projects among organizations and focus areas identified by the Strategic Tourism Plan, and the geographical distribution of projects within Tompkins County.

APPEALS PROCESS

Applicants can appeal the decision of a grant award. A denial of funding, or dissatisfaction with the amount of the award, is not justification for an appeal. An appeal may only be made due to improprieties in the grant selection process. You have the right to appeal the decision based on any of the following criteria:

- 1) Misrepresentation of information
- 2) Non-presentation of information
- 3) Improper procedures

Please note that these criteria refer to potential failure on the part of the County, not the applicant. For example, if the County loses part of your application or a crucial letter of support, or if a staff member misrepresents answers to follow-up questions, an appeal may be made. To appeal a funding decision, send a letter stating the reason for the appeal to the grant administrator or the STPB chair within 14 days of receiving written notification of the decision.

APPLICATION DIRECTIONS

Grant applications for these programs are accepted ONLY through the online Apricot grant management system. Applications will not be accepted by any other method. Tompkins County has partnered with the United Way of Tompkins County to provide this online application in order to increase the Tourism Program's capacity for program evaluation and to streamline our grant-making processes. Details on how to create a user account and access the tourism grant application are below. A version of these instructions with screenshots is available on the grant website: www.tompkinscountyny.gov/tourism/projectgrants.

Creating a New Account in Apricot:

If you need to create a new account, please contact Regan Ralston (rralston@uwtc.org) at the United Way of Tompkins County. You may reach her by phone as well at 607-272-6286.

Starting and Accessing Your Tourism Grant Application(s):

**Please see above instructions to create an account. You can then log in and begin your application.

- Go to: <https://ctk.apricot.info/auth>

- Log in using your email and existing password (typically the executive director’s email).
- To update your Agency Intake form, click “Agency Intake” along the left-hand side. Click your agency name and then “Edit Agency Intake.”
- To start an application, click “Application Overview” along the left-hand side and then click “Apply” next to the grant you’re soliciting.
- You can edit an application you started from the “Application Overview” page under “Applications in Progress” by clicking “Access.” From the Document Folder, click “Edit” along the right-hand side.
- To submit your application, from the Document Folder, click “Submit Application” under “Grant Actions.”

Helpful Hints:

- You can access historical records on the left-hand side of the “My Apricot” page.
- You may return to the Application Overview page by clicking on “Application Overview” on the left-hand side.
- You may return to your homepage by clicking “My Apricot” on the top of the page.
- You may access the Document Folder from the application by clicking “View Folder.”
- Remember to save often. Forms do NOT auto-save.

Apricot is recommended for use with Google Chrome, Safari, or Firefox. Internet Explorer is not compatible.

Attachments. There are up to three required attachments:

1. Proof of nonprofit status in the form of a 501c3 determination letter;
2. For returning applicants, your grant report for the most recently completed project; and
3. Your detailed operational budget.

You may also attach any qualifications, drawings, or ancillary information deemed necessary to support your proposal. However, keep in mind that the primary focus of reviewers will be on the required materials: the information in the online application and your project budget. Applicants are also encouraged, but not required, to attach letters of support/commitment from key partners who are critical to the success of the project. There is no page limit for attachments.

Program Budget Worksheet – Required Attachment. In addition to the general budget information and detailed marketing plan that you are asked to provide in the online application form, you are required to submit a detailed operational budget for your project. For this detailed operational budget, you may use your own preferred format or the budget worksheet template that is provided in Excel on the Tourism Program website. This is not your organizational budget, but a budget for the project for which you are requesting funding. You may modify the template as needed to provide a clear and accurate budget for your project. All major categories of expenses should be listed. In addition, please list revenues and/or the value of in-kind donations from sources other than the Tompkins County Tourism Program in the designated spaces.

REPORTING

Successful applicants will be required to file a grant report, in a format to be provided, within 60 days of the project's completion. In addition, grant recipients must provide the following upon completion of the campaign, project, or event:

1. Any unspent funds that remain upon completion of the contractual agreement must be returned to Tompkins County.
2. Survey results, statistics, or compiled data obtained in conjunction with this project
3. Evidence of acknowledgment of the Tompkins County Tourism Program on marketing materials.

STANDARD ACKNOWLEDGMENT

All grant recipients are required to acknowledge the Tompkins County Tourism Program in advertising, collateral and promotional materials with the following phrase:

This project was made possible in part by a grant from the Tompkins County Tourism Program.

Grant recipients may use the Tompkins County Tourism Program logo in accordance with the recognition guidelines. The logo and guidelines can be downloaded from the Tourism Program webpage: <http://tompkinscountyny.gov/tourism/recognition>

ADDITIONAL ASSISTANCE

CVB. The Ithaca Tompkins County Convention and Visitors Bureau is available to provide technical assistance related to your marketing campaign. Applicants, both new and returning, are invited to review their marketing plans with Peggy Coleman, VP Tourism & Community Relations, peggy@visitithaca.com, 607-272-1313.

Tourism Marketing Tips and Tactics. Pointers from the CVB to help you get the maximum results from your tourism-related marketing investments are available on the project grant website: <http://tompkinscountyny.gov/tourism/projectgrants>.

Tompkins Festivals Program. Applicants requesting support for a festival or event are strongly encouraged to take advantage of resources provided by the Tompkins Festivals Program:

- Annual event management workshops – various topics. Led by the Downtown Ithaca Alliance.
- Technical event assistance. Topics of individualized technical assistance include, but are not limited to, budgeting and fundraising, site planning and permitting, volunteer management, site management, succession planning, etc.
- Event equipment loan service
- Tompkins County event vendor lists
- Tompkins County event planning manual

For more information, visit the [Tompkins Festivals website](#) or contact [Summer Keown](#) (summer@downtownithaca.com) and [Scott Rougeau](#) (scott@downtownithaca.com) at the Downtown Ithaca Alliance.