



Georgia Outdoor Stewardship Program (GOSP) Educational Workshop

2021-2022 Funding Cycle

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GOSA Mission

Coordinate and administer funding to provide stewardship for state parks, state lands and wildlife management areas; support local parks and trails; and protect critical conservation land.

GOSP Background

- For close to two decades, Partners and Non-Governmental Organizations sought after a funding mechanism, dedicated to securing the future of our critical natural resources.
- During the 2018 general election, GOSA (Georgia Outdoor Stewardship Act) was passed by voters with 83% voter approval.
- The Georgia Outdoor Stewardship Program became active on July 1, 2019, ushering in the inaugural 2019-2020 funding cycle.

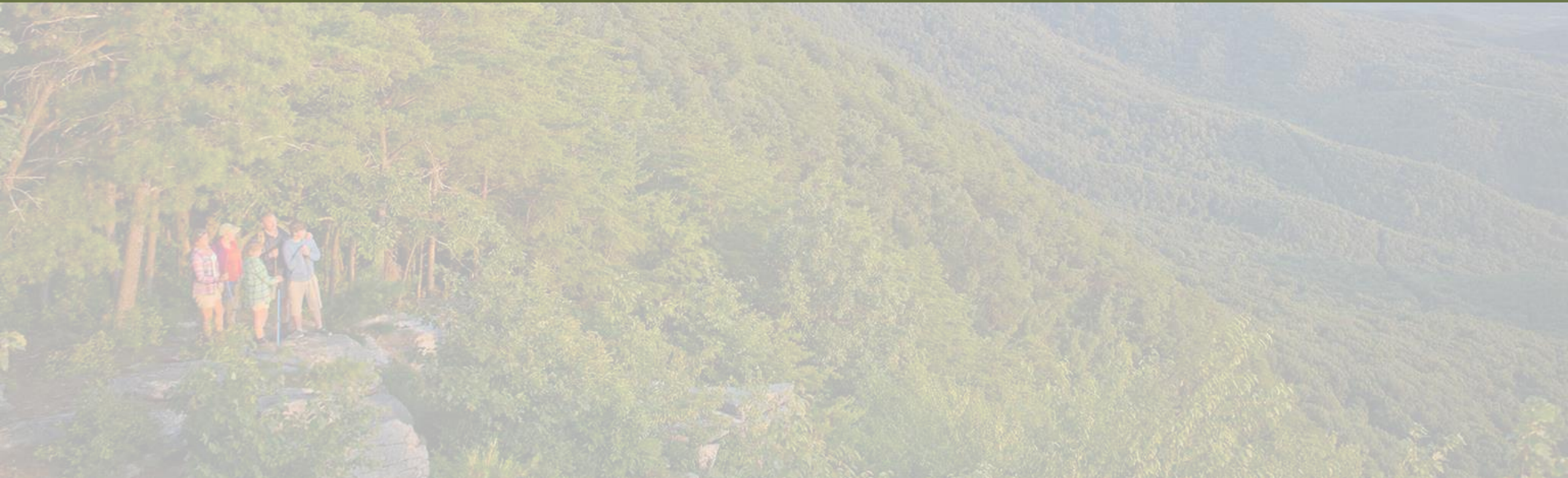
Where Does GOSP Funding Come From?

The GOSA Trust is funded by:

“moneys received by the state from the sales and use tax collected by outdoor recreation equipment establishments.”



GOSP Terms



Frequently Used Terms in GOSP

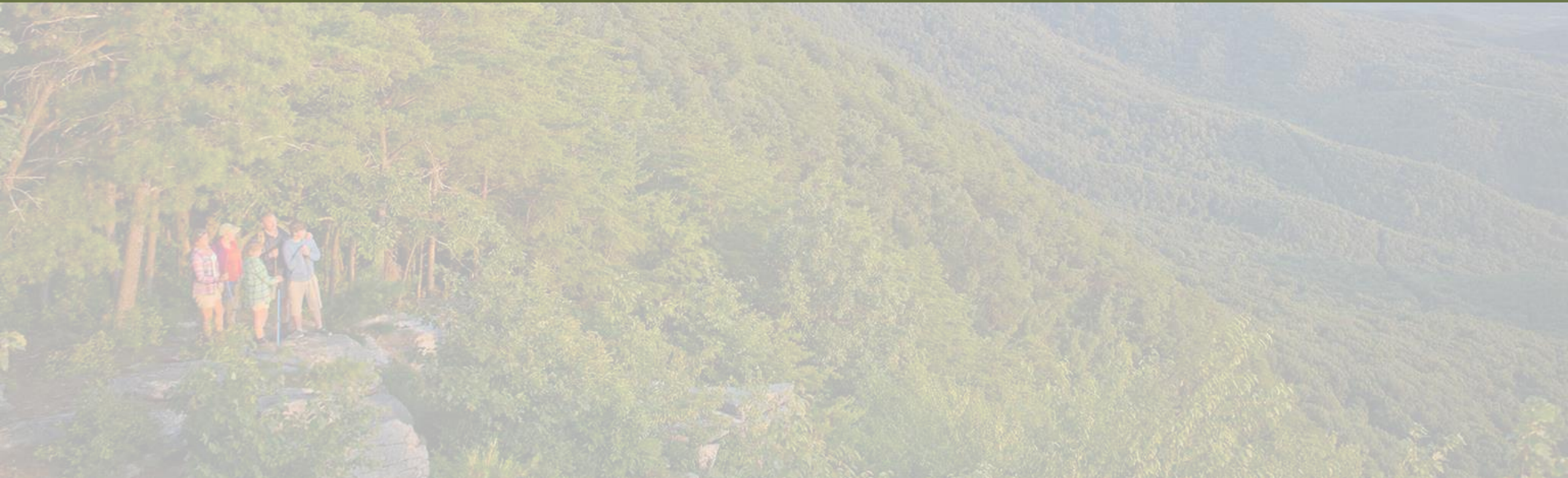
- “Natural-resource recreation” means recreation in the form of boating, hiking, camping, fishing, hunting, jogging, biking, walking or similar outdoor activities.
 - **These examples are taken straight from the GOSA statute.**
- “Stewardship” is defined as maintenance, restoration, or improvement projects.
- “Regional Significance” can be defined as enhancing the natural-resourced based outdoor experience and quality of Georgia’s natural resources, while providing value to a greater community beyond the local area.

Nongovernmental Entities

Any nonprofit organization registered with the Secretary of State's office, **primarily concerned** with the protection and conservation of land and natural resources, as evidenced by its organizational documents.



GOSP Structure



The GOSP Board of Trustees

- Accepts, evaluates, and approves project proposals in accordance with priorities established by the GOSA legislation and priorities established by the Board of Trustees.
- Projects approved by the Board of Trustees are then reviewed for approval by the Board of Natural Resources and the appropriations subcommittees maintaining oversight authority over GADNR and GEFA.

The GOSP Board of Trustees

The Board of Trustees consists of 11 members as follows:

Voting Members

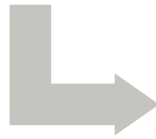
- The Commissioner of the Georgia Department of Natural Resources (Chairperson of the Board)
- The Director of the State Forestry Commission
- The Director of the Environmental Protection Division (EPD) of the Department of Natural Resources
- The Commissioner of Transportation
- Two members appointed by the Speaker of the House of Representatives
- Two members appointed by the President of the Senate

Ex Officio, Nonvoting Members

- The director of the DNR Coastal Resources Division
- The director of the DNR Wildlife Resources Division
- The director of DNR State Parks, Recreation, and Historic Sites Division

GOSP Application Timeline

Workshops
June 2021



Pre-application
August 2 –
October 15, 2021



Second-level
Applications
Spring 2022 –
May 30 2022,



Project Agreements
Summer 2022

Who Can Apply?

Qualified Local
Governments
according to Department of
Community Affairs (DCA)

Constituted
Recreation
Authorities

All State Agencies

Nongovernmental
Entities

Ineligibility

- Applicants that have active or previously awarded grants through the Georgia Department of Natural Resources (GADNR) which are currently deemed inactive by the Department.
- Entities not in good standing with the Department of Community Affairs (DCA).

Funding

Minimum grant of \$500,000.

Maximum grant of \$3,000,000.

Match minimum of 25%

No min. or max. for State Projects

Loans are also available

Match

- Minimum grantee match is 25%, maximum grant 75%
- Applicants can commit to a larger match
- 75/25 match example:
 - Total Project cost = \$1,000,000
 - Grant value (75%) = \$750,000
 - Minimum match (25%) = \$250,000

Common Sources of Match

Grantee cash

- Engineering
- Construction costs
- Materials
- Equipment rental

In-kind donations

- Volunteers
- Professional Services
- Materials
- Land acquisition

Match Eligibility Period

- Appraisals, design and engineering, environmental compliance reviews, and grant writing expenses are eligible for MATCH ONLY if within 18 months of the Project Agreement effective date.
- Must not to exceed 15% of the total project

Example:

\$1,000,000 Total Project = Pre-agreement match of \$150,000 or less

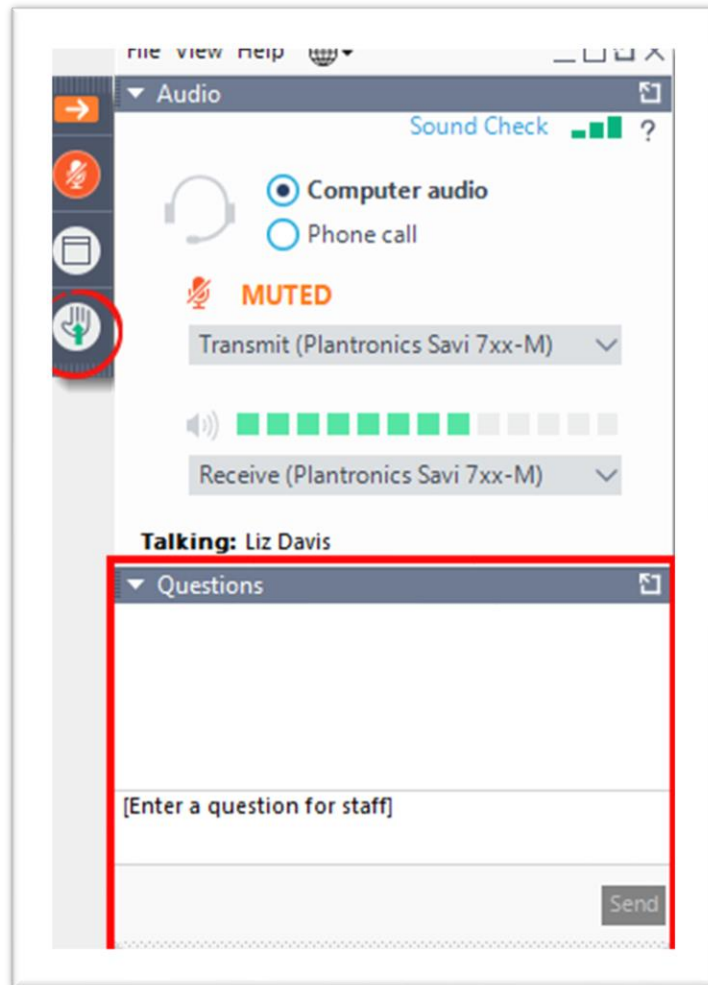
Examples of Reimbursable Costs

- Construction costs
- Materials
- Equipment rental
- Land acquisition
- Design & Engineering
- Legal fees for acquisition

Examples of Ineligible Match or Reimbursement Items

- Design and/or Planning only projects
- Maintenance
- Admin costs
- Food, beverage, or travel
- Indirect costs
- Consulting services (except grant writing as defined previously)
- Large equipment and large tool purchase
- Grand openings
- Items paid for outside of the project agreement dates

Pause for Questions

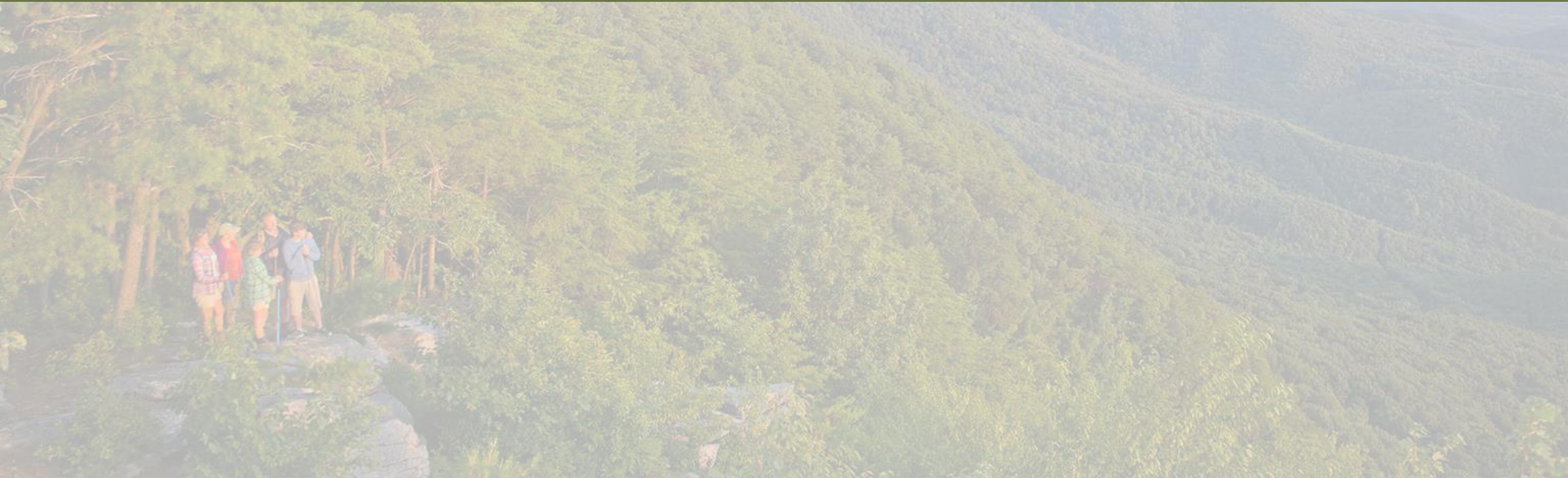


Your Participation

- Please continue to submit your text questions and comments using the Questions panel
- Please raise your hand to be unmuted for verbal questions.



GOSP Fundamentals



Application For GOSP and RTP

Applicants may only submit one GOSP proposal per cycle.

Applicants may submit Pre-applications to both RTP and Outdoor Stewardship this year, but the projects cannot be dependent upon the one another.

Project Funding Types

- Local Parks and Trails of State and Regional Significance
- State Stewardship
- State Acquisition

Local Trails and Parks of Regional Significance

Available to **local governments, constituted recreation authorities, and nongovernmental entities**

- Acquisitions to include conservation easements
- Local maintenance, restoration or improvement projects
- **Combination projects:** Acquisition **AND** Stewardship elements

State Stewardship

Available to: State of Georgia agencies and nongovernmental entities only.

These entities may apply for maintenance, restoration or improvement projects on permanently protected conservation land and current State-owned parks.

**Local governments and constituted recreation authorities
MAY NOT apply for State Stewardship grants.**

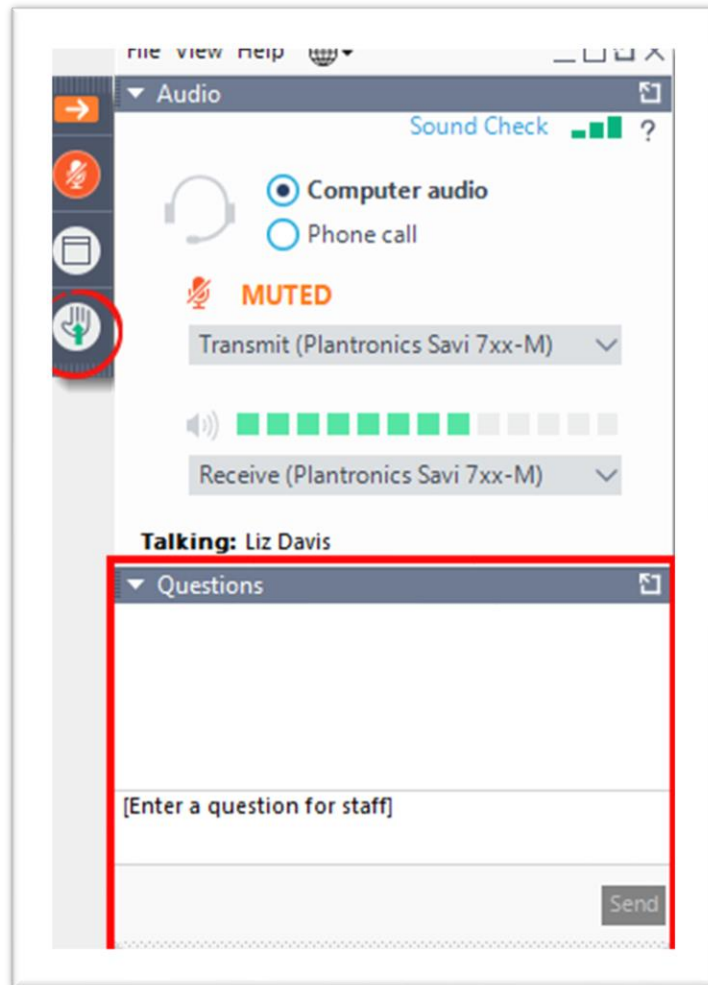
State Acquisition

Available to: State of Georgia agencies and nongovernmental entities only

- Acquisitions of property, to include conservation easements
- **Combination projects:** Acquisition **AND** Stewardship elements

**Local governments and constituted recreation authorities
MAY NOT apply for State Acquisition grants.**

Pause for Questions

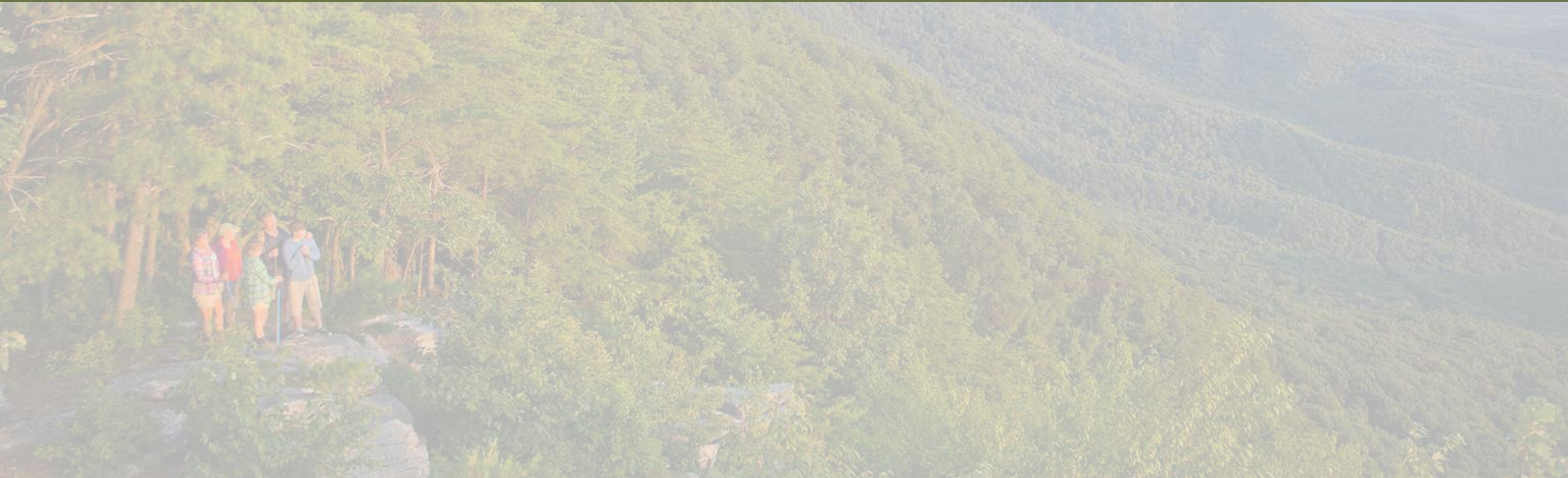


Your Participation

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The Pre-Application



Grant Application Poll

Have you ever completed and submitted a grant application in the past?

The Online Application Process

- 100% online process
- Access available at www.gadnr.org/grants
- A YouTube tutorial link, helping you navigate our applications, is available at: www.gadnr.org/grants

The Pre-Application

- The Pre-Application is the initial stage of the competitive application process.
- This is the only competitive section of the complete application process.
- Selected projects will be invited to submit a Second Level Application.

The Pre-Application

- Before beginning your proposal, ensure that no previously completed work is included, except ...
- Engineering, environmental reviews, and grant writing within 18 months of the anticipated agreement date, limited to 15% of the total project **FOR MATCH ONLY.**
- **GOSP will not reimburse for ANY work performed before a mutually executed agreement is completed, anticipated to occur in the summer of 2022.**

Objective Criteria Question Examples

Question 3 – Recreational Opportunity

MAX POINTS 25 POINTS

Criteria Question Will this project provide nature-based recreational opportunities?

Criteria Details Applicant must list all nature-based outdoor recreation opportunities (hunting, fishing, hiking, biking, boating, camping, wildlife viewing, etc.) provided by the acquisition or development of this property.

Required Documents Map or other document showing the availability of all listed activities. (i.e. If applicant lists “camping” as an activity, applicant should mark the campsite on the property)

Scoring Metric Applicant will receive 5 points for each activity, for up to 25 points total.

- Hunting
- Fishing
- Hiking
- Biking
- Boating/canoeing/kayaking
- Camping
- Wildlife viewing
- Other
- None

Subjective Criteria Question Examples

Question 5 – Cultural and Historical Value

Max Points

10 points

Criteria Question

Does this project include the acquisition or stewardship of land with a cultural or historical value?

Criteria Details

Applicant must demonstrate how the property has local, regional or state-wide cultural and/or historical value and describe how this project adds to or enriches that value.

Scoring Metric

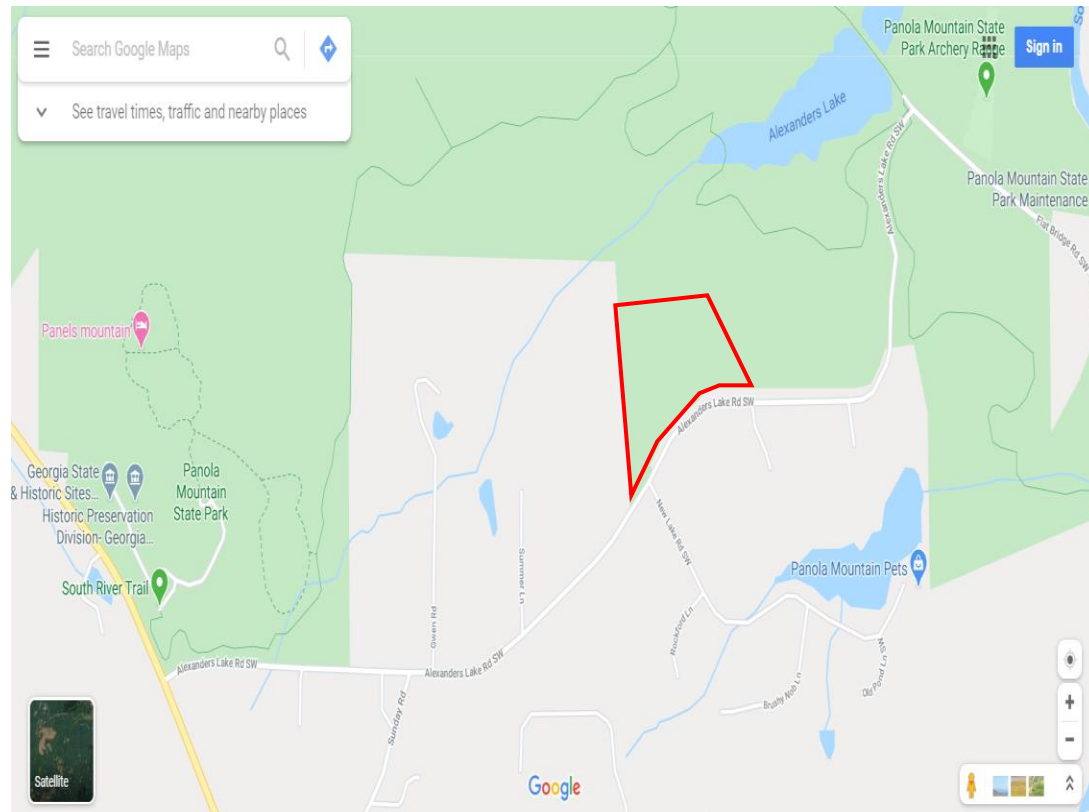
Applicant will be awarded up to 10 points based off the property's historical and cultural value, which may also be supported by provided documentation.

Additional Requirements of All Applicants

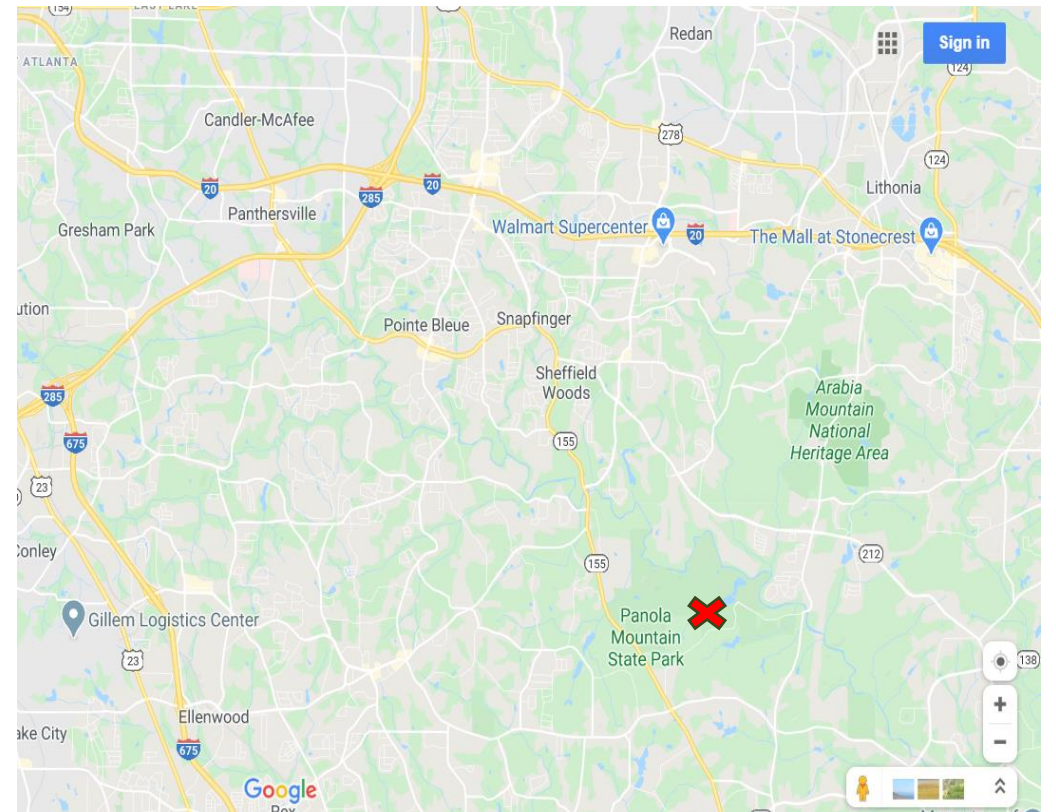
- Pre-Application Cover Letter
- Resolution committing to funding availability
- Preliminary Site Plan / Conceptual Plan
- Project Boundary map
- Property Location Map
- **Generalized** cost estimate/Project Budget
- Two Appraisals (Acquisitions only)

Boundary and Location Maps

Boundary Map



Location Map



Project Budget – All Applicants

- **Must utilize the form on our website: www.gadnr.org/grants.**
- Include everything in your budget. Only included eligible items.
- Should be **generalized, but still comprehensive**, in the Pre-Application.
- You must adhere to your budget. All project items must be completed to successfully close out your project and receive your retainage.
- **Budget changes may require a formal amendment request or completion of a new application – Consider changes carefully!**

Understanding the Project Budget Worksheet

**GEORGIA OUTDOOR STEWARDSHIP PROGRAM
DEPARTMENT OF NATURAL RESOURCES
PROJECT BUDGET WORKSHEET**

Applicant Name:

Project Title:

Date:

Project History

Total Project Amount:

Total Amount of Funding Requested:

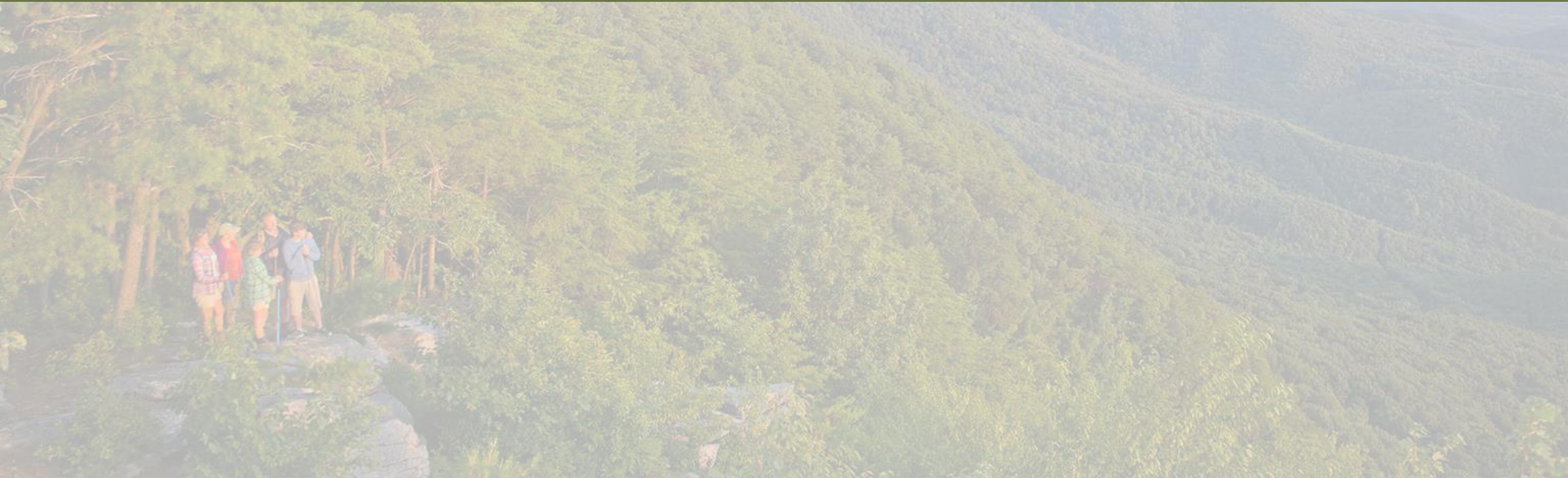
Total Match Commitment:

Category Number	Description (include units in Description where possible)	Cash Match	In-Kind Match	Requested Funding
1				
2				
3				
4				
5				
100				
TOTALS		\$0.00	\$0.00	\$0.00
GRAND TOTAL		\$0.00		

Volunteers who donate job specific professional skills and/or equipment operation (grading contractors, plumbers, electricians, etc.) can value their time and/or equipment at their standard rates but may not exceed the rates outlined at https://www.bls.gov/oes/current/oes_ga.htm. General labor rates (no professional skills required) must not exceed \$11.40 per hour.



What Makes a Proposal Competitive?



What Makes a Proposal Competitive?

- Make it easy for the Reviewers to award you points.
- Be specific. Generic terms tend to be unimpactful and everyone uses them already.
- What makes your project better than your competitors' similar project?
- Regionally significant elements will likely score better than predominantly local elements.
- Fluff kills and squanders your opportunity to sell your vision.

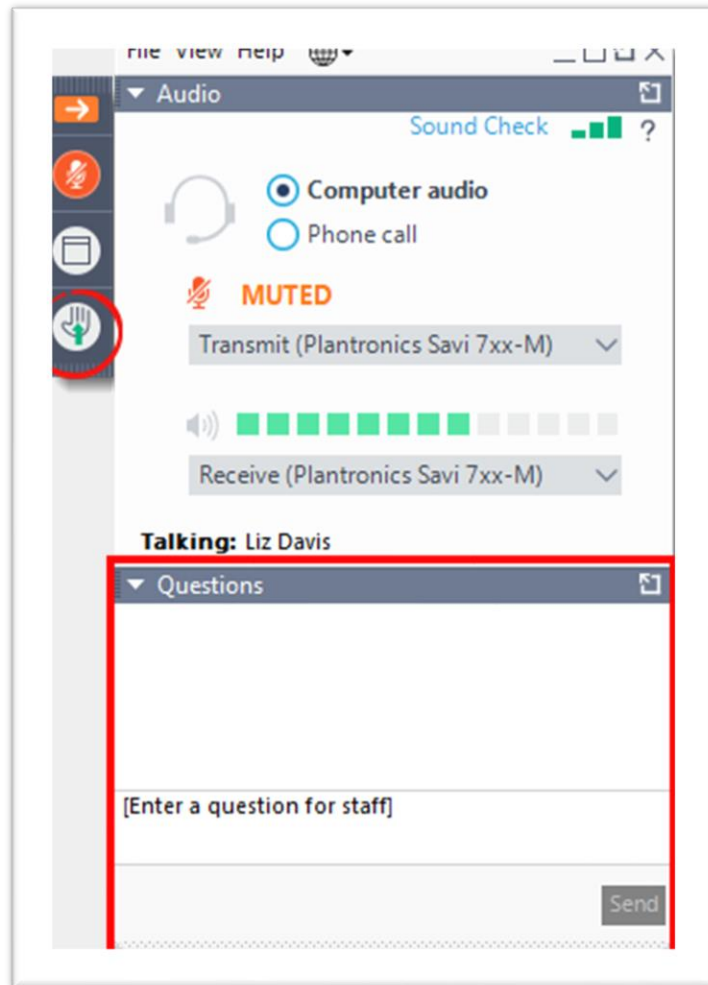
What Makes a Proposal Competitive?

- Projects with few elements will have trouble competing.
- If you answer “No” often on your Pre-application it is unlikely that you will be selected. Consider adding to your scope if possible.
- Use the available words in the narratives.
- Be concise (what, where, how, why...) but utilize the available word count. Confusing narratives leave points on the table.
- “We hope to...”, “In the future, we may add...”, “There are plans to...”

Effective Narratives

- Have the manual open while completing the narratives.
- Many questions have qualifying elements (monetary value of support, required formal documents, etc.).
- Make it easy for the Reviewer to **measure** the impact of your project. Many questions are graded relative to your competitors' narratives.

Pause for Questions



Your Participation

- Please continue to submit your text questions and comments using the Questions panel
- Please raise your hand to be unmuted for verbal questions.



The Second Level Application



The Second-Level Application

Successful Pre-applicants invited to the Second Level Application shall submit:

- Financial info to receive ACH reimbursements
- **DETAILED** Project Budget worksheet
- Project Implementation Schedule
- Environmental Review documents needed by DNR for submission

Environmental Reviews

- Georgia Environmental Policy Act (GEPA) Environmental Checklist.
- Phase 1 Environmental Assessment by a licensed contractor.
 - This function is not provided by DNR and should be sought after by the applicant.
 - The Grants Unit will identify any project exempt from a GEPA Phase 1 review.

Agency reviews to be completed by DNR on behalf of the applicant:

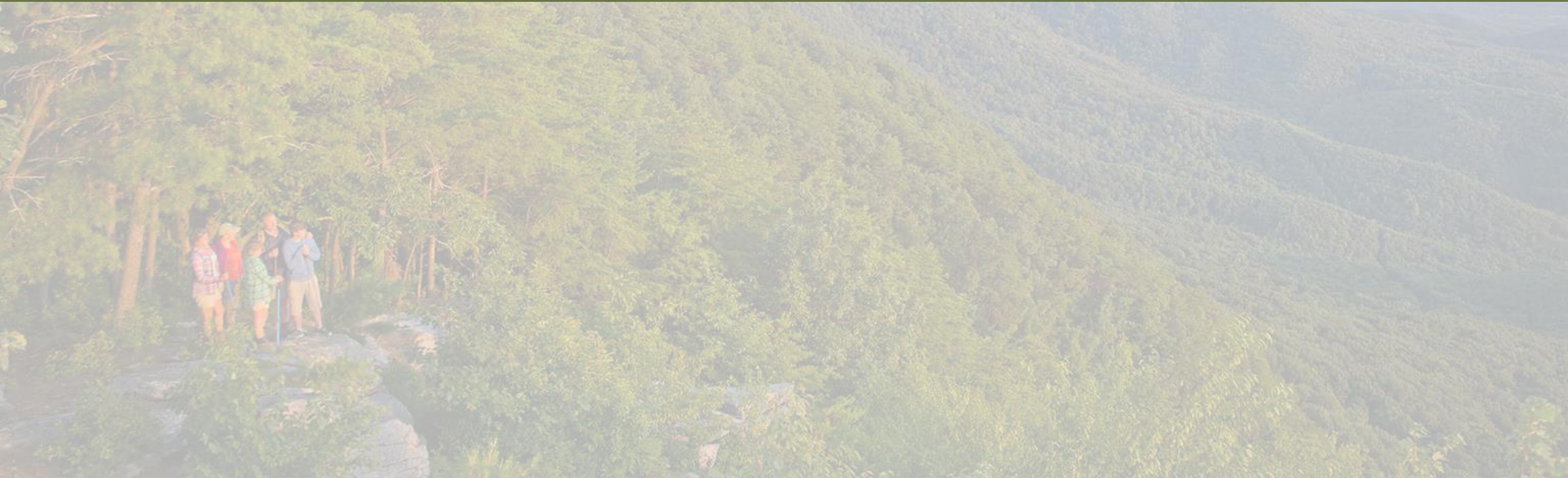
- Wildlife Resources Division (WRD) Review
- Historic Preservation Division (HPD) Section 106 Review
- Georgia Department of Transportation (GDOT) Review
- Floodplain Encroachment Review

After Your Application is Complete

- All applicants must attend a mandatory financial workshop prior to receiving a project agreement from GADNR.
- The day a mutually signed agreement is signed is considered “Day 1”. Grantees are eligible for funding and have 24 months to complete their project measured from Day 1.
- The reimbursement process will be covered in depth during the Financial Workshop.
 - Expect a robust level of required documentation (please see the program manual for more details).



Close Out and Post-Completion



Close out

- Close out must occur within 45 days of project completion.
- Grantee completes a final quarterly report and marks it as “Final”. It shall include:
 - Indication that the project is complete, accessible, and open to the public, if applicable.
 - Photos of the completed work
 - “As built” plans in .pdf format
- Grantee completes a final reimbursement request and marks it as “Final”
- For acquisitions only – A copy of an updated property deed with required protective language **and recording stamp** from the local jurisdiction’s County Clerk’s office.

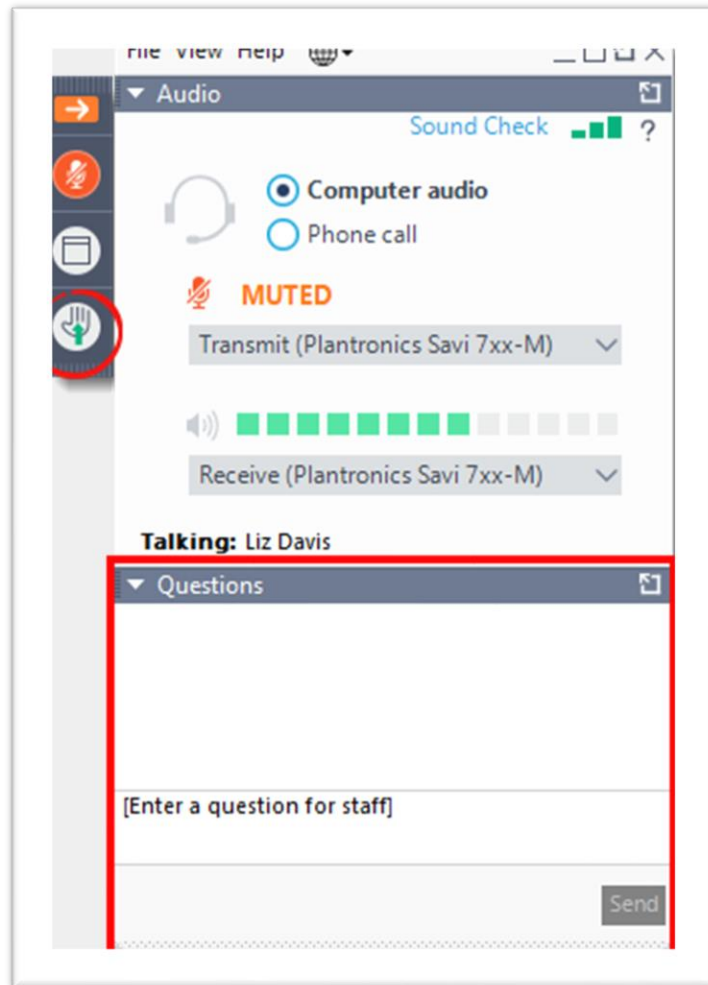
25% Retainage

- Taken out of each reimbursement request
- Final payment of the 25% retainage paid by DNR upon satisfaction of all parties' commitments and responsibilities.
- If payment of the full 25% would create a shortfall of the applicant's match, DNR will adjust the payable retainage amount accordingly.
- In the instance of funding overpayment by DNR, the grantee is required to refund an amount back to GEFA equivalent to the overage.

Long-term Obligations for GOSP Recipients

- All documents must be retained for at least 5 years.
 - 5 yrs. post any litigation if applicable
- Funding recipients must retain legal control and oversight of the property.
- Funding recipients must properly maintain the property.
- Real Property or conservation easements acquired with GOSP funds shall comply with protective language in the deed.
- Grant recipients may charge reasonable user fees. Revenues must go towards the management/maintenance of the project.

Pause for Questions



Your Participation

- Please continue to submit your text questions and comments using the Questions panel
- Please raise your hand to be unmuted for verbal questions.

Five Minutes Break Until Q & A

00 : 05 : 00

Change Clock Type

Digital

Duration: 00 05 00

TimeUp Reminder (Optional): -- -- --

Choose Sound Effect None

Choose TimeUp Sound None

Enable Count Up Combine With Bar Clock

Start

Pause

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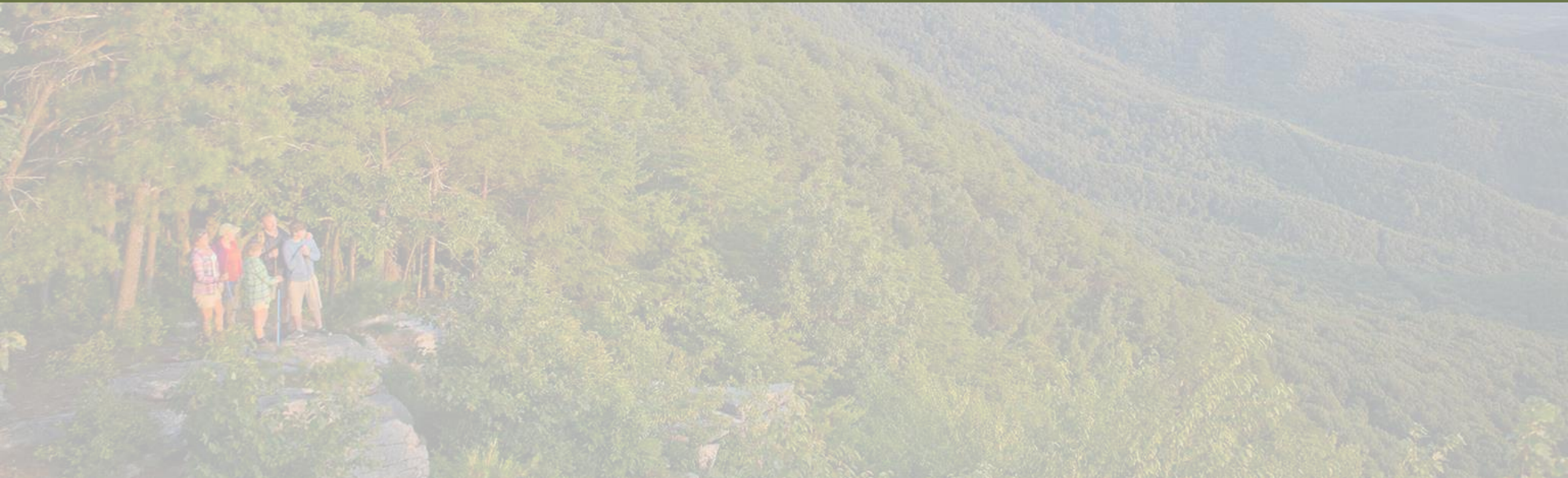
Reset



TIME IS UP!



Tips for Submitting a Successful Pre-Application



#1 – Check Your Eligibility at the Start

- Make sure your organization and project are eligible *before* you start work on your Pre-application.
- Verify that you can fulfill the match requirement.
- Do you have the support of the authorizing official or officials who must sign off on each stage of this grant process? More input and more insight will yield stronger results.
- Does your project meet the purposes of the grant for which you want to apply? You don't want to invest this much time on an application that cannot be considered for funding.

2 - Be Prepared

- Understand the amount of work it will take to complete the application **before** you begin. Sample applications can be viewed on our website prior to the application start date.
- About half of applicants surveyed following the 2019 GOSP/RTP grant cycle reported spending between **40 - 80 hours** preparing documents for and submitting a Pre-application.
- Applying can be challenging, but managing a successful grant is even more difficult. Does your organization have the ability to see this grant through to a successful and timely completion? Managing these grants requires a lot of upfront costs, regular progress reporting, and detailed recordkeeping.

#3 – Follow the Directions

- The manual is your guide to filling out the application. We know it's lengthy, but it contains all the instructions for successfully completing each section of the application.
- Carefully read all criteria questions so you understand exactly what the reviewer is looking for. Each question explains exactly what the reviewer is looking for.
- Lots of questions require the applicant to upload documentation to receive credit and you don't want to miss out on those points.

#4 – Keep the Reviewers in Mind

- Make the assumption the reviewers have never been to your city or county and have never heard of your project. Maps, photos and planning documents help the reviewer understand the overall vision of your project.
- Pay attention to the word count and focus on answering the questions that are asked. Use clear and direct language.
- Reviewers get excited about Georgia's outdoor resources; tell them your story in a way that they get excited about your project.

#5 - Focus on the Narrative

- The narrative and budget help the reviewer understand how you'll spend the funds. Don't just tell us *why* you need the funding, tell us *what you need the funding for*.
- Focus on the tangible project and impact. Use other criteria to tell us about the economic, environmental value, etc.

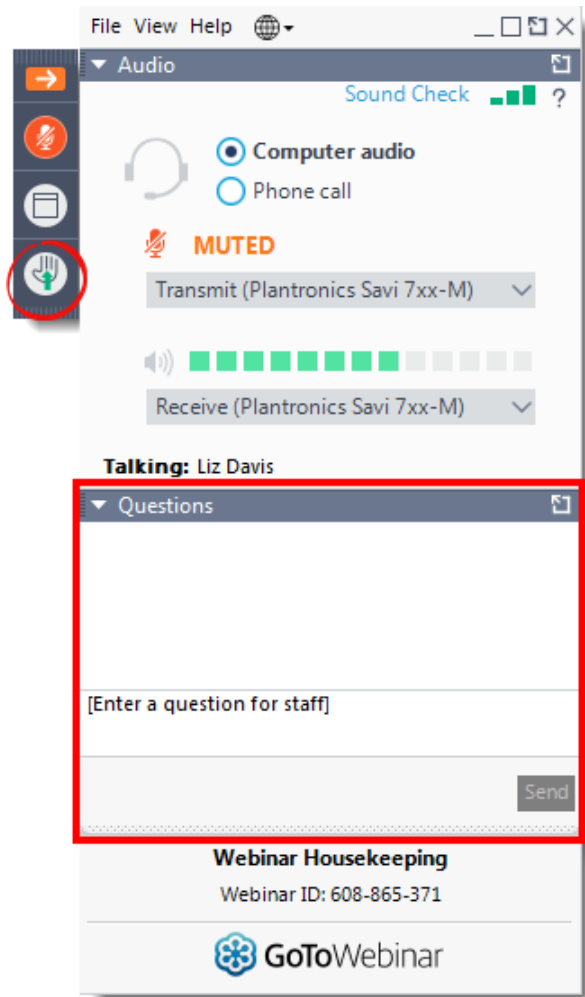
#6 – Work with Partners

- All DNR grants prioritize projects that have strong partnerships. Collaboration shows the reviewers others are invested in this project.
- Remember, a letter of support is not the same as a financial partner.

#7 - Ask for Help

- Our Grants Specialists are here to help answer your questions. They can also give contact information for other DNR employees who can help with wildlife, historical, recreation or environmental questions.
- If you've recently submitted a GOSP application that was not funded, contact a Grants Specialist to set up a meeting to review or update your application.

Question and Answer Session



Reminder – You can ask a question by typing it in the “Questions” box or raising your hand to be called on.

We will remain on the meeting until we’ve answered all questions.

Feel free to contact us after the meeting to answer any questions one-on-one.