



Sustaining & Rebuilding Resilient Communities

June 10, 2026



LAWYERS FOR
GOOD
GOVERNMENT



Environmental
Protection Network



- **Navigating Philanthropic Funding**
 - Essential Templates and Measurable Deliverables
 - Systematic and Organized Approach
 - Relentless Perseverance and Commitment
- **2 CFR 200 Proposed Grant Regulation**
 - What it is
 - How you can take action
- **Open Q&A**

Agenda



Navigating Philanthropic Funding

Kathy Pope
Development Director at EPN





Who am I and why I am sharing?

- Development Director at EPN since 2020
- Never did development work before
- EPN grew from under \$500k annual budget to \$8M annual budget in 7 years
- Keys to success: templates and metrics, organization, relentless perseverance



Kathy Pope



Overview of Presentation

- **Essential Templates and Measurable Deliverables**
 - You will use these in emails, proposals, reports, and conversations
- **Systematic and Organized Approach**
 - Create a list of funders, find connections, reach out, and repeat
- **Relentless Perseverance and Commitment to YOUR Goals**
 - Stay true to YOUR work – only apply for funding for work that you are going to do anyway



Essential Templates

- **One-Pager:** A brief overview of your work – who you are, what you do, and your impact.
- **Blurb:** A short, punchy paragraph that sums up your mission and vision.
- **Elevator Pitch:** A 30–60 second verbal summary of your work – clear, compelling, and easy to share.
- **Other?**



Measurable Deliverables

- **Activities:** Things you're planning to do
- **Outputs:** Things you're planning to produce
- **Outcomes:** Change you seek to create in the short-term and long-term
- **Other?**



Systematic and Organized Approach

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Identify Places to Search for Funders

- EPN's Pro Bono Assistance, **Beyond Federal Funding Bulletin**
- **Candid**, **Instrumentl**, **GrantStation**
- **The Grantsmanship Center**, **Tribal Funding Registry**, **Frontline Institute**, **New Economy Coalition**, **Local Infrastructure Hub**, etc.
- Tap your board, partners, advisors, and funders for suggestions!



Build Funder List & Find Connections

- **Create an easy-to-manage tracking system**
 - Keep a simple system and keep it updated. I use a spreadsheet with funders, staffers, areas of focus/interest, deadlines, and next steps
- **Figure out who you know – 1st and 2nd degree connectors**
 - Start with a trusted connector: board members, partners, or current funders
 - Find mutual connections on LinkedIn to help bridge the gap
 - Offer to draft the introduction email to make it easier for the connector



Reach Out

- **Keep It Short:** Be clear about how your work aligns with the funder's priorities
- **Ask for a Conversation:** Start with a brief introductory chat, not a funding ask
- **Occasional LOIs:** If well aligned, submit unsolicited Letters of Interest (LOIs)
- **Key Takeaway:** Open the door to a conversation – be clear, relevant, and easy to respond to



Funder Meetings

- **Let the Funder Lead**
 - Start by asking about their priorities – this helps tailor your pitch.
 - **Goal:** Make it a conversation, not a monologue.

- **Do Your Homework, But Stay Flexible**
 - Prepare, but be ready to adapt based on the funder's interests.
 - Stay true to your mission while aligning with their needs.



Relentless Perseverance

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Be Relentless

- **Relentless Perseverance**

- Silence isn't a no – keep showing up with meaningful updates and demonstrated impact
- Remember relationship-building takes time (typically a minimum of at least 6 months from first contact to potential funding)
- Revisit funders over time – context changes, and so do funding decisions



Stay True to Your Goals

- **Commitment to YOUR Goals**
 - Stay true to YOUR mission and work – only pursue funding for what you're already committed to
 - Let funding accelerate your direction, not redefine it
 - Prioritize alignment – focus on funders that match your goals



Fundraising is About

- **Clarity** in your story
 - Have templates and metrics
- **Consistency** in your process
 - Develop lists, find contacts, outreach, and repeat
- **Persistence** in your follow-up
 - Keep reaching out, keep communicating, keep going



Any Questions?





OMB's Proposed Regulation on Federal Financial Assistance



[OMB's Proposal](#)

OMB released a sweeping rewrite of Federal grants guidance that would:

- Reshape and weaponize how the Federal government awards and administers all grants and financial assistance – touches states, Tribes, local governments, major universities and hospitals, and thousands of NGOs, CBOs, and private entities
- Transition from a guidance document that allows agencies discretion which elements to adopt to a regulatory scheme that applies uniformly to all signatory agencies
- Increases the power of agencies to terminate or pause grants based on shifting agency priorities
- Enacts clear violations of First Amendment and Equal Protection rights by limiting what are considered “acceptable” viewpoints eligible for federal funding
- Reduces scientific integrity in research proposals by putting oversight in the hands of agencies rather than peer review and prohibits use of funding for conferences, professional fees, etc.
- Despite claims to the contrary, massively increases compliance burden – including by eliminating fixed amount awards and requiring justifications for every expense



OMB's Proposed Regulation on Federal Financial Assistance Cont...



[OMB's Proposal](#)

- This rule **eliminates or weakens DEI-related requirements** in Federal grants, adopts a perverse interpretation of gender identity, and reverses progress made since 2021 on equitable access to funding.
 - Removing criteria may **reduce support for historically underserved communities**, especially in housing, health, and environmental justice programs.
 - Weaponizes gender ideology in a way that eliminates the use of federal funding for transgender individuals and care for transgender children
 - Prohibits use of federal funding for elective abortions
 - Prohibits use of funds for disparate impact analysis



OMB's Proposed Regulation on Federal Financial Assistance - Timeline



[Register for the training](#)

Assumed Final rule schedule

- 7/13 - Comment period closes
- 8/1 - Potential start of interagency review on final rule
- 9/1 - Potential final rule publication
- 10/1 - Target effective date
- Makes a lot of potentially unrealistic assumptions
 - Only allows around 2 weeks to respond to comments and draft final rule - not realistic even with AI
 - Assumes 30 days is sufficient for interagency review (when the proposal was in review for over 3 months)
 - Assumes simultaneous signature of all participating agencies and publication
 - Assumes effective date is 30 days after signature



Next Steps



[Register for the training](#)

- **Comments are due on July 13, barring an extension**
- L4GG and EPN are here to help!
 - Comment training will take place on June 23, 2026 from 2-3 PM ET. [Register here!](#)
 - We are drafting comment templates for multiples types of commenters - including legal advocates, community members, scientists, and state/local government representatives - will be available ASAP
- In the meantime, there are actions you can take:
 - Utilize the court of public opinion by:
 - Reaching out to local/regional press to highlight why this proposal is harmful to YOU. [EPN can help](#) identify key opportunities
 - Amplify your viewpoint on social media if you feel comfortable - and encourage allies to do the same
 - Update your elected officials - tell them why this proposal is harmful to you and your community and urge their intervention



Other Regulatory Proposal Updates



[Share your comment](#)

- **Legacy Coal Combustion Residuals Disposal rule** - Comments due 6/12
 - Proposal to weaken requirements for legacy coal ash disposal sites
 - Read Earthjustice & Sierra Club's comment toolkit [here](#)
- **Steam Electric Effluent Limitations Guidelines** - Comments due 6/17
 - Proposal to weaken limits on wastewater discharges from coal-fired power plants
 - Read Clean Water for All's comment toolkit [here](#)
- **Oil & Gas NESHAP** - Comments due 6/22
 - Proposal to find that no new requirements needed and no obligation on unregulated emissions
- **Federal Coal Combustion Residual Permit program** - Comments due 6/29
 - Re-opened 2020 proposal for a federal permit program for coal ash disposal ("permits for life")
- **Begin Actual Construction in New Source Review Permitting** - Comments due 6/29
 - Proposal to allow construction of non-emitting components before pre-construction permits
- **Tier 4 Vehicle Criteria Pollutant standards** - Comments due 7/7
 - Proposal to delay compliance with emission standards for model year 2027 vehicles by 2 years while EPA reconsiders the underlying standards
- **HFC Transport Refrigeration Units rule** - Comments due 7/10
 - Proposal to exempt on-road & intermodal refrigeration units from HFC leak & repair rules
- **PFAS Regulatory Determination & PFAS Compliance Delay** - Comments due 7/20, hearing on 7/7
 - Proposals to rescind determination for 4 PFAS chemicals & to delay compliance for PFOA/PFOs





Any Questions?





**For the most up-to-date
resources & recommendations,
check out our Federal Funding
Updates**

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