Introduction To Grants

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SYNEX GOVSolv is a member of the American Grant Writers’ Association
www.agwa.us
“...private industry could play a bigger role in helping short-handed local governments find grant opportunities.”

- Andy Opsahl, Government Technology Magazine
What Is a Grant?

• A grant is an **award (GIFT)** of **money, direct assistance or assets** to an organization for an **activity** or **project** to address a **specific purpose (NEED)**.

• A grant is obtained through a **FORMAL written proposal**, directed to a **funding source**, addressing a **purpose (NEED)** for the funding and **detailing actions** to confront that purpose.
What Is a Grant?

**NEED**
Something you **HAVE** to have

**WANT**
Something you would **LIKE** to have
What a Grant is NOT!

• **Funding to purchase a specific piece of equipment or service.** While grant funds can purchase assets and services those items should contribute to the mission of the organization in fulfilling certain goals and responsibilities. **Grants will fund a project, not a product.**

• **Funding for short term deadlines.** Due to the availability of grants, the timeframe needed to complete the application and review process, grants can only be considered a long-term strategic initiative. 6 months turnaround is a guideline.

• **Funding to alleviate budget shortfalls.** Just because an organization can’t afford something doesn’t mean a grant funder should pay for it.
Who Receives Grants?

Agencies of state, local or regional government, education and non profit agencies.

- **Arts & Culture**
  - (Museums, Libraries, Historic Resources Preservation)

- **Education**
  - (STEM/STEAM, Head Start, After School, College/University research, Rural, Professional Development, Native American Tribes, Minority programs, Disadvantaged, Disabled)

- **Health**
  - (Rural, Minority, Native American Tribes, Disadvantaged, Elderly, Disabled)

- **Human Services**
  - (Child/Family Welfare, Public Health, Workforce Development, Counseling, Literacy)

- **Public Affairs, Society Benefits**
  - (Alcohol/Drug Abuse, Crime, Blight)

- **Community Development**
  - (Tourism, Economic Growth, Library Systems, Beautification, Affordable Housing)

- **Homeland Security**
  - (Critical Infrastructure, Disaster Prep, Border Security, Election Security)
Who Receives Grants?

**Critical Infrastructure Sectors**

- **Chemical**: Manufactures, stores, uses and transports potentially dangerous chemicals
- **Commercial Facilities**: Sites that draw large crowds such as shopping, business, entertainment and lodging
- **Communications**: Satellite, wireless, wireline, broadcast
- **Manufacturing**: Primary metals, machinery, electrical equipment/appliance, transportation equipment
- **Dams**: Hydroelectric power, water supplies, agricultural irrigation, sediment/flood control, river navigation, industrial waste management, recreation
- **Defense Industrial Base**: Research/Development, design, production, delivery, maintenance to meet military requirements
- **Emergency Services**: Federal, State, Local, Tribal, Territorial law enforcement, fire departments and ambulance
- **Government Facilities**: Federal, state, local and tribal owned or leased
- **Healthcare**: All levels public and private
- **Information Technology**: Businesses, academic, internet
- **Energy**: Fuels, electricity, solar, other
- **Financial Services**: Depository institutions, providers of investment products, insurance, credit/financing and support functions
- **Food and Agriculture**: Water/wastewater, transportation of products/livestock
- **Nuclear**: Reactors, materials and waste
- **Transportation Systems**: Aviation, highway and motor carrier, maritime, mass transit, pipeline systems, freight rail, postal/shipping
Are You Ready For a Grant?

- **Does the organization have funds readily available to put toward the project?** Funding agencies and organizations require local investment in a project. In the grant world this is called Matching Funds or Seed Money. The amount varies but is typically between 10% and 50%.

- **Does the organization have a grant or fund raising department?** This would be the first stop to look for grant support.

- **Does the organization participate in any partnerships or consortiums?** Teaming with other organizations makes a stronger case for grant funding.

- **What is the timeline of the project?** Any procurement less than 6 months out would not provide sufficient time to allow the grant process to play out.

- **Who are the beneficiaries of the project?** Specific beneficiaries or target populations must be identified. The more beneficiaries the better the chances of obtaining funding.

- **What are the goals and objectives of the project?** There must be measurable and definable goals.

- **What happens to the project when the grant money runs out?** Grant funders take great care not to put an organization at financial risk to support a new project beyond the grant.

- **Is there a proposed budget for the project?**

- **Who will manage the project?** Grant funders will want progress reports and final evaluations.
1st: Look for problems or concerns within the community.
Drop-out rates | Crime rates | Unemployment | Literacy scores | Rural access | Minorities | Elderly | Handicapped | Etc.

2nd: Develop an idea that will address the issue(s).
Innovative classroom projects | Computer training labs | Surveillance, Security | STEM, STEAM projects | Transportation | Time, cost savings | Communications, Interoperability | Critical Infrastructure | Citizen Services

3rd: Look for grant programs that match your ideas.
www.grants.gov | State Administrative Agencies | Nonprofits, Foundations | grantsalert.com | Crowdfunding sites
State Pass Through Process

**FALL**
- Committees finalize program priorities.
- State announces availability of funds.
- State holds regional grant writing workshops.
- Pre-application is available.

**WINTER**
- Pre-applications due.
- Committees review pre-applications
- Recommendations submitted to the State.
- Notification of funding available.

**SPRING**
- Final applications solicited
- Special conditions are outlined.
- Applications reviewed and final changes made.

**SUMMER**
- Award letters sent to grantees.
- Grantees attend mandatory workshops.
- Grants begin July 1.
- Committees set program priorities.
- Next cycle begins.

Example form the State of North Carolina Grant Cycle
Strategies For Funding

“Alone we can do so little; together we can do so much.”
- Helen Keller

• Joint projects with other agencies
• Regional Planning Commissions or Councils of Governments
• State, regional and national associations
• Volunteer and non-profit organizations
  (Non Governmental Organizations, NGOs)
Strategies For Funding

Assure technology is a part of any grant

Deliverables, Exportable Products or Dissemination of information

- Newsletters, articles for publication, public service announcements.
- Training and communications for personnel related to the project
- Website, social media, videos
- Project manual
- Awards programs
- Public meetings, conferences
- Reporting to funders, constituents, government agencies
- Record keeping
- Research and reference
- Instructional materials
- Ordering supplies
- Scheduling personnel, services
- Surveys, small group testing, data mining
Grant Resources

- Online Foundation Directory, www.foundationcenter.org
- Independent Grant Resource, www.grantsalert.com
- American Grant Writer’s Association, www.agwa.us
Federal Funding Examples

US Department of Agriculture - Distance Learning and Telemedicine (DLT)
http://www.rd.usda.gov/programs-services/distance-learning-telemedicine-grants

USDA - Community Facilities Direct Loan & Grant
http://www.rd.usda.gov/programs-services/community-facilities-direct-loan-grant-program

USDA - Rural Economic Development Loan & Grant

US Department of Ed - High School Graduation Initiatives also know as the School Dropout Prevention
http://www2.ed.gov/programs/dropout

US Department of Justice - School Violence Prevention Program (SVPP)
https://cops.usdoj.gov/default.asp?Item=2958

US Department of Justice – Bureau of Justice Assistance – Edward Byrne Memorial Justice Assistance Grant (JAG)
https://www.bja.gov/JAG/

US Department of Homeland Security - Assistance to Firefighters Grant (AFG)
https://www.fema.gov/assistance-firefighters-grant

US Department of Transportation – Better Utilizing Investments to Leverage Development (BUILD)
https://www.transportation.gov/BUILDgrants
Foundation/Corporation Examples

Advancing Informal STEM Learning

http://www.nsf.gov/funding/pgm_summ.jsp?pims_id=504793

American Honda Foundation

https://www.honda.com/community

Entertainment Software Association Foundation

http://www.esafoundation.org/

Wells Fargo

https://www.wellsfargo.com/about/charitable/

Charlotte Martin Foundation

http://www.charlottemartin.org/increasing-opportunities-for-minority-youth/

Lockheed Martin Corporate Foundation

http://www.lockheedmartin.com/us/who-we-are/community/philanthropy.html

Dart Foundation

https://www.dartfoundation.org/grants/

Lowe's Community Partners

https://newsroom.lowes.com/apply-for-a-grant/

Foundation for Rural Service

https://www.frs.org/programs/grant-program

BBVA Compass Foundation – Community Giving

How long does it take to write a grant?*
- Federal = up to 120 hours
- State & pass through = 80 to 100 hours
- Foundation = 40 to 60 hours
- Corporate = 20 to 40 hours
- Community = 20 to 40 hours
*Based on experienced professional grant writers

Who are you competing with?
- Federal
  - Professional writers and consultants, experienced with each particular grant
- State & pass through
  - Full time agency writers
  - Department heads
  - Professional writers
- Foundation, Corporate & Community
  - Professionals
  - Department heads
  - Agency writers
  - Community Organizers
  - Charity organization volunteers
Professional Grant Consultants

What is A GRANT WRITER?

Duties and Responsibilities:
- Research and identify government, corporate and foundation funding prospects
- Generates proposals for grant programs
- Manages the grant process including accounting, reporting and evaluation
- Conducts training of staff and constituents as necessary
- Develops and maintains contacts within government, industry and the non-profit sector.
- Can act as an independent evaluator of grant packages

Skills required:
- Excellent oral, writing and computer skills
- Persuasive
- Analytical
- Detailed
- Creative
- Problem solver
- Goal oriented
- Self motivated
- Strong interpersonal, human relations skills
- May need to pass a background check

Education and experience:
- Minimum of a Bachelor’s Degree, Advanced Degrees are preferred
- Certification and additional coursework is a plus
- Past success in securing funding through grants
- Prior work with non-profits including fund raising
- Service as a member of a grant writing team
- Typical backgrounds are education, languages, history, political science, literature
Synnex Grant Support

• Basic training up to advanced grant writing certifications.
  ★ (Through the American Grant Writers' Association)

• Screening of opportunities and program development.

• Grant research.

• Referral to professional grant writers and consultants.