Introduction To Grants

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SYNNEX GOVSolv is a member of the American Grant Writers' Association
www.agwa.us

Competitive Grants For Technology

"...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.

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What Is a Grant?

NEED

Something you HAVE to have

WANT

Something you would LIKE to have

What a Grant is <u>NOT</u>!

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

- **<u>Funding for short term deadlines.</u>** 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.

- **<u>Funding to alleviate budget shortfalls.</u>** Just because an organization can't afford something doesn't mean a grant funder should pay for it.

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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)

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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

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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.

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Grant Preparation

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

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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

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Grant Resources

- **Federal Grants Clearinghouse,** www.grants.gov

- **Online Foundation Directory,** www.foundationcenter.org

- **Independent Grant Resource,** www.grantsalert.com

- **US Department of Education,** http://www2.ed.gov/fund/grants-apply.html?src=pn

- **US Department of Agriculture,** http://www.rd.usda.gov/programs-services

- **National Science Foundation,** www.nsf.gov

- **Council on Foundations,** www.cof.org

- **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
http://www.rd.usda.gov/programs-services/rural-economic-development-loan-grant-program

US Department of Ed - High School Graduation Initiatives also know as the School Dropout Prevention
https://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
https://www.bbvacompass.com/our-story/corporate-responsibility/foundations.html

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Professional Grant Consultants

DO YOU NEED A GRANT WRITER?

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.