

BRINGING HOME THE BACON PART III

Florida League of Cities Legislative Conference

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TOP 10 STRATEGIES TO OBTAIN FEDERAL FUNDS

1. Watch the Federal Register
2. Search free government grant websites
3. Dig deeper into agency websites
4. Subscribe to commercial grant search databases
5. Talk to your representatives in Washington
6. Keep track of who's in charge
7. Know your dates
8. Details count
9. Review your own resources
10. Position yourself as a subject matter expert

WATCH THE FEDERAL REGISTER

- The *Federal Register* (<https://www.federalregister.gov/>) is the official record of agency and department announcements.
- Search for “Notice of Intent to Award” to see the latest news of grant announcements, understanding that publication is never the first step in an agency's search for grantees.

SEARCH FREE GOVERNMENT GRANT WEBSITES

- Free, government-sponsored websites such as Grants.gov and the Catalog of Federal Domestic Assistance (cdfa.org) get straight to the point, listing grants currently open.
- USASpending.gov reports on grants already made, and can provide valuable information about where and how grants have been awarded.

SEARCH FREE GOVERNMENT GRANT WEBSITES

- **Examples of grants currently open include:**
 - **Save America's Treasures — Preservation.** Total \$13 million, award floor \$125,000, award ceiling \$500,000, requires dollar for dollar match-closing date Dec. 3rd.
 - **Solid waste management grant program —** To reduce or eliminate pollution of water resources in rural areas and improve planning and management of solid waste sites in rural areas. Estimated funding \$4 million, award ceiling \$1 million, no award floor, no matching requirement - closing date Dec. 31st.
 - **Save America's Treasures Collection —** \$13 million, award ceiling \$500,000, award floor \$25,000, requires dollar for dollar match.

DIG DEEPER INTO AGENCY WEBSITES

- Use the “grants” button to:
 - Find “open” grants;
 - Search for “grants forecast”; and
 - If you still have time, search and review previously awarded grants to understand trends.

SUBSCRIBE TO COMMERCIAL GRANT SEARCH DATABASES

- Subscription databases, such as COS Pivot (pivot.cos.com), provide information about both public and nonprofit grant opportunities.

TALK TO YOUR REPRESENTATIVES IN WASHINGTON

- Sign up for press releases from your Representatives and Senators, which usually include announcements about larger grant opportunities.
- **Get to know key staff members, learn their priorities and let them know about your skill set, availability and interest in opportunities.**

KEEP TRACK OF WHO'S IN CHARGE

- In addition to your own Representatives and Senators, identify senior staff on the key committees involved in allocating funding, as well as senior staff in the relevant agencies.
- Where possible and appropriate, introduce yourself and look for opportunities to provide information outside the grant application process.

KNOW YOUR DATES

- Keep track of application deadlines.
- Identify recurring grants.
- Make sure to check on renewal opportunities and rules.

DETAILS COUNT

- Grant applications should be as clean, detailed and accurate as possible.
- Follow the application instructions precisely, even if they seem odd.
- Errors and omissions can disqualify your application, and project managers may remember recurring problems.

REVIEW YOUR OWN RESOURCES

- Make sure that your organization has the resources, policies and procedures in place to fulfill grant requirements.
- As you become familiar with the grant application process, you'll see requirements recur; make sure you meet them before you file an application.

POSITION YOURSELF AS A SUBJECT MATTER EXPERT

- If you're applying for grants in a specific area, look for opportunities to speak and publish on the topic.
- Build a portfolio that documents your expertise.

STATE – NUMERIC VARIABLES

- REVENUE
 - WAYFAIR DECISION (FL RETAIL) – “NOT SO FAST”
 - AMENDMENT 1 LITIGATION – LATF
 - BONDING – MAYBE?
- EXPENDITURE
 - FLORIDA FOREVER - BRADLEY
 - HOUSING TRUST FUNDS - PASSIDOMO
 - ALTERNATIVE WATER SUPPLY/SEPTIC TO SEWER
 - SIMPSON
 - EVERGLADES/ALGAE BLOOMS - LEMEUIX
 - HURRICANE IMPACTS – GAETZ
 - SCHOOL SAFETY - REVISIONS

LEGISLATIVE OPPORTUNITIES

- WATER – DRINKING, WASTE & STORM
- TRANSPORTATION
- ECONOMIC DEVELOPMENT
- EMERGENCY MANAGEMENT FACILITIES
- HOUSING/HOMELESS
- AFTERSCHOOL/MENTORING
- CRIMINAL JUSTICE/PUBLIC SAFETY

STATE GRANTS

- FCT/FRDAP - DEP
- CDBG/JOB GROWTH FUND – DEO
- WMDS – SPRINGS/SEPTIC TO SEWER/LAND
- DOT REIMBURSEMENT
- SMART CITIES/BROADBAND

START THINKING NOW

- RELATIONSHIPS
 - DELEGATION
- RESOURCES
 - INTERNAL
 - EXTERNAL
- LOCAL STORY – “ASK” OR PROJECT
 - BENEFITS/RETURN ON INVESTMENT
 - FIXING A PROBLEM
 - PART OF PLAN
 - SKIN IN THE GAME

QUESTIONS AND ANSWERS

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