



# Federal Funding 101

AICUP Economic Development Institute: 11.04.10

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# Introduction to GSP

- GSP provides a suite of government and business consulting services to clients.
  - Federal & State Government Affairs
  - Grant Writing & Strategy
  - Development Finance Strategy
  - And More...
- GSP focuses on organizational needs of clients (money, location, planning, issues) and develops custom solutions to offset these needs.
- Founded in 2001 with headquarters in Pittsburgh, PA
- Locations in Harrisburg; Washington, D.C.; Philadelphia; Columbus; and Minneapolis/St. Paul



# Federal Funding Breakdown

- Federal funding can be used for:
  - Infrastructure
  - Training and Education programs, Curriculum Development, Programming
  - Environmental and Energy Initiatives
  - Research & Development
- Types of Federal Funding:
  - Appropriations
  - Competitive and Discretionary Grants
  - Public/Private Partnerships



# Appropriations Process





# Are Appropriations for Me?

- What are your school's potential projects and priorities?
- How much is a reasonable request?
- Does your school have the requisite partnerships?
- Does your school have an ideas of the necessary PE and Line #s?
- Will your projects have local support?
- Transportation requests should sync with the reauthorization.





# Appropriations: What has Changed?

- Appropriations have changed every year GSP has been doing them.
  - Amount of marks, eligibility for marks, size of marks, etc.
  - Currently, House and Senate have different rules.
    - House
    - Senate
    - All can change with a new Congress in January.



# Appropriations: How to Prepare and Navigate

- Meet with your U.S. House and Senate offices ASAP.
- Determine what your requests are going to be (and choose one).
- Garner letters of support from state and local elected officials and other key special interest groups.
- Make sure you meet all deadlines and fill out forms correctly.
- Sell the project's political capital:
  - Does it create jobs? Provide for the common defense? Promote the general welfare? National significance?
- Use elected officials' local/regional offices to help prioritize/gain support for your request(s).



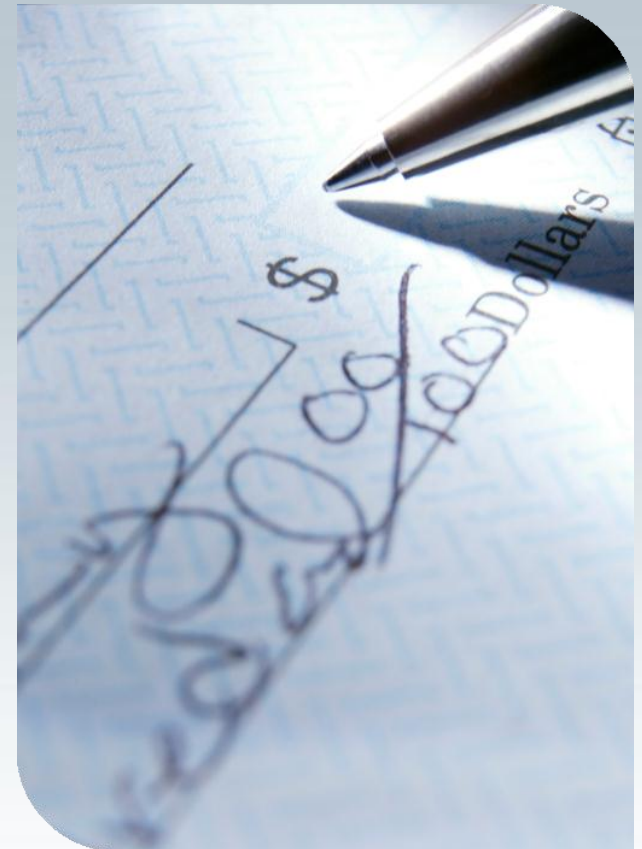
# Appropriations: Should my School Serve as a Pass-Through?

- Economic benefit
  - Administrative fees are common to administer the funds.
  - Opportunities to align school, researchers, professors and students with companies, regional-elected officials
- Your own priority list of projects
  - Don't flood an elected official's office with requests.
  - Be clear on your priority.
  - Sometimes the pass-through is the priority, and therefore go ahead.
- Ensure you are okay with the strings on the back end of the funding
  - Compliance, audit issues



# Appropriations: Next Steps

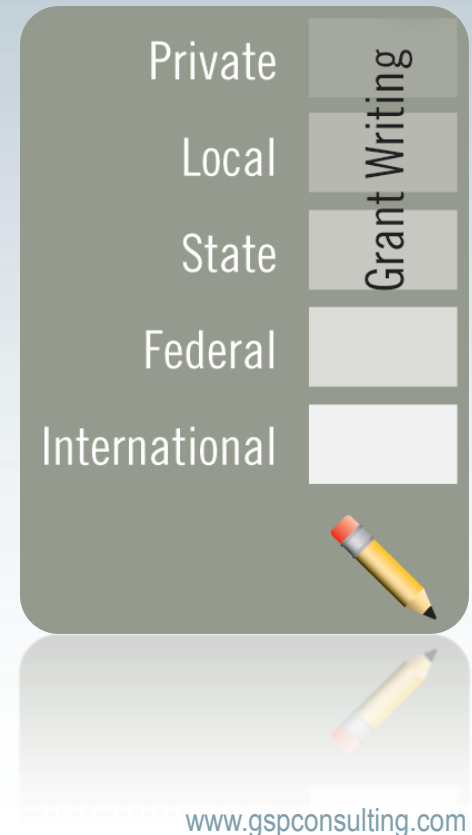
- Identify each office's internal deadlines for appropriation submissions.
- Track the appropriation changes in the new Congress.
- Pick your priority and message it correctly.
- The More the Merrier – harder to say “no” to 20 than it is to say “no” to 1.





# Introduction to Grants

- Grants are funds released to a specific project, based on an application or proposal, by a grant maker with no expectation that the funds will be paid back.
  - A **federal grant** is financial assistance awarded by a federal agency for a public project or service authorized by federal law. Grants are awarded through an application process.
- Grant proposals are generally reviewed by industry peers.
- Grants require stringent reporting requirements, at times.
- Grants can be supplied on multiple levels.





# Who Releases Grants?

- Department of Education
- Department of Labor
- Department of Housing and Economic Development
- Department of Energy
- Department of Justice
- Department of Defense
- Department of Commerce
- Department of Health & Human Services
- National Science Foundation
- National Endowment for the Arts/Humanities
- Institute of Museum and Library Services





# What Types of Grants Exist?

- **Earmark** grants require federal lobbying and are directly awarded without competition.
- **Direct Grants** are given directly from the federal government to the grant recipient.
- **Pass-Through** grants require states to apply for grant funds and then the state grants funds to requesting recipients.
- **Competitive** grants are awarded to various projects, based on peer review, against limited funds.
- **Formula** grants are distributed automatically to recipients based on set standards or criteria (like population).



# What Types of Grants Exist?

- **Categorical** grants have various restrictions on what types of projects for which funds can be distributed.
- **Block** grants are a group of categorical grants grouped together, with fewer restrictions.



# How to Apply for Grants





# How to Apply for Grants: Register

- It's free.
- The path of least resistance for registration:
  - Have the head officer of your company/organization complete the registration process
  - Follow the Grants.gov tutorial for all registration at:  
<http://grants.gov/assets/OrgRegUserGuide.pdf>
- Set reminders every six months to login and update profiles.
- Complete the registration process in the designated order.
- Can take up to five weeks to complete the entire process
- Begin this process now...even without any grant opportunities.
- Keep all login information and passwords safe.



# How to Apply for Grants: Register

- Apply for a DUNS number
  - Stands for “Data Universal Numbering System”
  - Central database of businesses and nonprofit entities
  - Maintained by Dun & Bradstreet
  - Sometimes required for state grant submissions
- Register with the CCR.
  - Stands for “Central Contractor Registry”
  - Requires statistical and financial data
  - May require support from a grantee’s financial officer
  - Sometimes required for state grant submissions
- Register with Grants.gov
  - Central hub for all federal grant releases
  - To be completed by a binding officer



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# How to Apply for Grants: Review

- What projects are fundable?
  - Choose projects that are easy to scale or complete in phases.
  - Align your needs with areas of government interest.
- Who should I include?
  - Partnerships and collaborations have a greater chance of success.
  - Understand the priorities of other organizations and have their buy-in.



# How to Apply for Grants: Research

- Subscribe to e-mail alerts via Grants.gov.
- Subscribe to e-mail alerts via Grants.GSPConsulting.com.
- Monitor websites of targeted agencies.
  
- Match your identified projects with funding opportunities
- Consider all sources...federal, state, local and private.



# How to Apply for Grants: Research



Contact Us SiteMap Help RSS Home

Home > Find Grant Opportunities > Search Grant Opportunities > Search Results > Synopsis



## FOR APPLICANTS

Applicant Login

Find Grant Opportunities

Basic Search

Browse by Category

Browse by Agency

Advanced Search

Email Subscription

Get Registered

Apply for Grants

Track My Application

Applicant Resources

Search FAQs, User Guides and Site Information

APPLICANT SYSTEM-TO-SYSTEM

FOR GRANTORS

ABOUT GRANTS.GOV

HELP

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SITE MAP

## Environmental Literacy Grants for Formal K-12 Education

Synopsis

Full Announcement

Application

The synopsis for this grant opportunity is detailed below, following this paragraph. This synopsis contains all of the updates to this document that have been posted as of **07/20/2010**. If updates have been made to the opportunity synopsis, update information is provided below the synopsis.

If you would like to receive notifications of changes to the grant opportunity click [send me change notification emails](#). The only thing you need to provide for this service is your email address. No other information is requested.

*Any inconsistency between the original printed document and the disk or electronic document shall be resolved by giving precedence to the printed document.*

Document Type:	Grants Notice
Funding Opportunity Number:	NOAA-SEC-OED-2011-2002608
Opportunity Category:	Discretionary
Posted Date:	Jul 20, 2010
Creation Date:	Jul 20, 2010
Original Closing Date for Applications:	Jan 12, 2011
Current Closing Date for Applications:	Jan 12, 2011
Archive Date:	Feb 11, 2011
Funding Instrument Type:	Cooperative Agreement Grant
Category of Funding Activity:	Education Environment Natural Resources Science and Technology and other Research and Development
Category Explanation:	
Expected Number of Awards:	10
Estimated Total Program Funding:	\$8,000,000
Award Ceiling:	
Award Floor:	
CFDA Number(s):	11.008 -- NOAA Mission-Related Education Awards
Cost Sharing or Matching Requirement:	No

### Eligible Applicants

Others (see text field entitled "Additional Information on Eligibility" for clarification)

### Additional Information on Eligibility:

Eligible applicants are institutions of higher education, other nonprofits, K-12 public and independent schools and school systems, and state, local and Indian tribal governments in the United States. U.S. federal agencies, for-profit organizations, foreign organizations and foreign government agencies are not eligible to apply as the lead institution. The following types of organizations may be partners on an application submitted by an eligible applicant: NOAA programs and offices, other Agencies, Funded Research and Development Centers, for-profit companies, non-U.S. organizations and institutions. Federally Funded Research and Development Centers conduct research for the United States Government. They are administered in accordance with U.S Code of Federal Regulations, Title 48, Part 35, Section 35.017 by universities and corporations. For the most up to date master list of every FFRDC, please view the following Web site: <http://www.nsf.gov/statistics/ffrdlist/start.cfm>. NOAA will consider applications that request a portion of the funding be used to support these types of partners. Please Note: although NOAA programs and offices can receive a small portion of funds associated with a project, the principal benefit of the project cannot be to support NOAA. Home-school organizations are eligible to apply.



# Current Available Grant Opportunities

- Public Works, Economic Adjustment and GCCMIF Grant Programs
- Superfund Hazardous Substance Research and Training Grant Program
- Agriculture in the Classroom Challenge Grants
- Advanced Coal Research at U.S. Colleges and Universities Grants
- Grants for Cyber-Enabled Discovery and Innovation
- Youthbuild Grants
- Grants for Strategic Technologies for CyberInfrastructure
- Grants for Cyberlearning: Transforming Education



# Current Available Grant Opportunities

- Computing Education for the 21st Century Grants
- Scalable Nanomanufacturing Grants
- Rural Community Development Initiative (RCDI) Grants
- Grants for Nanoelectronics for 2020 and Beyond
- Solar Energy Initiative Grants
- Sparks! Ignition Grants for Libraries and Museums
- Discovery Research K-12 Grants
- Grants for Accelerating Innovation Research
- Transforming STEM Learning (TSL) Grants



# How to Apply for Grants: Respond

- Once you find an opportunity that matches your project:
  - Have a dedicated point person on your staff to serve as the lead
  - Reach out to potential partners/collaborators.
  - Set the budget and set it early.
  - Let your intentions be known and seek formal support/commitment from strategic contacts:
    - Legislators
    - Funders
    - Vendors



# How to Apply for Grants: Report

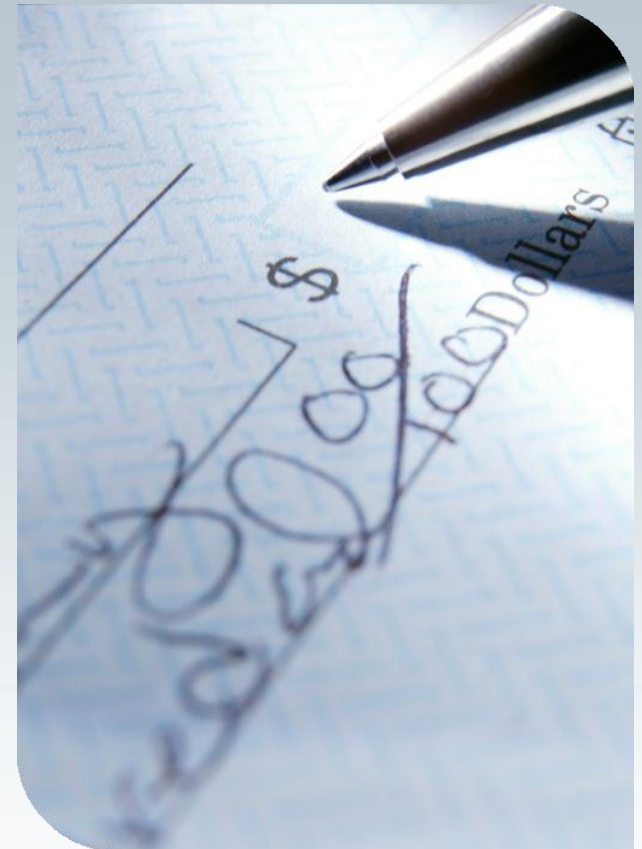
- If you receive a grant:
  - Have a grant management strategy in place
  - Prepare reporting for management of funds
  - Assign responsibilities with hard deadlines for reporting
  - Develop a plan to minimize risk





# Next Steps: Grants

- Complete registration process
- Identify projects for funds
- Determine potential funding streams for your projects
- Consider grant tactics for success
  - Cost share
  - Strategic partners
  - Design of project/phasing
  - Political support
  - Flexibility





# Case Studies

- California University of Pennsylvania
  - \$6.5M DOD
  - \$325,000 DOL
  - \$190,000 Ed
- Carlow University, PA
  - \$100,000 Ed
- Duquesne University, PA
  - \$426,000 DOJ
  - \$485,000 Ed
- Harrisburg Area Community College, PA
  - \$309,000 DOL
  - \$143,000 Ed
- Community College of Allegheny County, PA
- Indiana University of Pennsylvania
- Robert Morris University, PA
- Seton Hill University, PA
- Sinclair Community College, OH
- West Chester University, PA
- Wilkes University, PA



# What the Election Means....

Questions?

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