Grant Preparation Workshop

Presented by

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Types of Funding

• Federal
  – Assistance to Firefighters Grant (AFG)
  – Fire Prevention & Safety Grant (FP&S)
  – Staffing for Adequate Fire & Emergency Response Grant (SAFER)

• Foundations/Corporations

Introduction to Grant Process

• Available FEMA Grant Programs
  – Assistance to Firefighters Grant (AFG)
  – Fire Prevention & Safety Grant (FP&S)
  – Staffing for Adequate Fire & Emergency Response Grant (SAFER)

• FEMA’s website
  – http://www.fema.gov/firegrants

CORNERSTONE TIP:
Think about any grant as a temporary bridge to span the gap between a risk and a solution. The money will run out one day, but the solution needs to remain.
Eligibility

1. Fire Departments

2. Non-Affiliated EMS Organizations
   - A public/private nonprofit EMS organization providing direct emergency medical services to a specific geographic area on a first-due basis but not affiliated with a hospital or serving a geographic area where emergency medical services are adequately provided by a fire department.

3. Regional Applicants
   - Host may be a fire department or non-affiliated EMS organization

PLEASE NOTE: If you are NOT registered with the IRS as a 501(c) corporation, then you are NOT eligible to receive funding from the AFG program.

Statutory Limits on EMS Funding

Did You Know...

- In FY2011, FEMA allotted $405 million to the AFG program
- EMS funding is limited to no more than 2% of the AFG appropriation
- That means only $8.1 million of the nearly $405 million is reserved for EMS

Regional Applications

- Eligible Regional Activities
  - Training
  - Equipment Acquisition
  *Note: Vehicle Acquisition, Modify Facilities, and Wellness & Fitness are not eligible*

- Project must have a region-wide impact on interoperability
  - Example: region-wide communication system/equipment

- Match requirements are based on the total population served by the defined region
How Do I Apply?

Timeframe
- Application window historically opens in the Spring
- Limited time to submit the application once it is open

Application Method
- E-Grant Application
  - Recommended and preferred method
  - Website: www.fema.gov/firegrants
- Paper Application

Application Evaluation: Phase One
- Questions in application are electronically scored
- Preliminary scoring is based on program priorities
- Applications focused on funding priorities have a better chance of reaching the competitive range
- The successful applicants stick to the grant priorities
- Mixing low priority requests with high priority requests will erode your score
- Item scores will be rated based on the relative cost/merit of each activity/item

Application Evaluation: Phase Two
- Highest scoring applications in Phase-One qualify for the “competitive range”
- Applications that make it into the “competitive range” are evaluated by panel of at least three peer reviewers
Application Evaluation: Phase Two

Peer review panelists focus on the Project Narrative

But also consider:
- Answers to the general questions
- Answers to activity-specific questions

Application Peer Review

Panelists rate applications on the quality of:
- Project description and budget
- Financial Need
- Cost/Benefit
- Improvements to Daily Operations

Critical Narrative Elements

Effective applications are based upon addressing the gap between:
- Community Risk Assessment
- Department Need/Capability Assessment
Key Considerations

- You only have a limited number of characters in each section
- Read and thoroughly understand the Program Guidance prior to authoring your grant
- Always tie your project back to improved safety for your personnel and/or community
- This isn’t about your department – it’s about solving the threat of an immediate risk

CORNERSTONE TIP:
Do not attempt to attach documents or insert colorful photos or charts (.jpeg, .gif, etc.). This is not permitted, and would only make you look bad. A diagram can be very useful, but have a trusted colleague review it first.

Helpful Hints

- Call together a team to work on the application & assign tasks
- Plan to submit your application early
- Write the narrative offline
- Avoid templates from other sources
- Bullets & other fonts will not transfer into the online application
- Look for gaps – never leave the panelists wondering
- Print application and ask someone to read it before submitting
- Do not submit the application before it is reviewed

SAFER Grant Program

- FY 2010 Appropriation provides $222 million to SAFER Grants – 34 rounds as of 10/07/2011
- 2 SAFER Activities:
  - Hiring new career crew members
  - Recruiting and retaining volunteer crew members
Examples of eligible projects
• Public education
• Code enforcement/awareness
• Arson prevention/awareness
• Sprinkler awareness
• Smoke alarm distribution
• Burn prevention

There are over 1,600 grant-making foundations in PA

4 Helpful Websites
• Pennsylvania Foundations Online
• The Grantsmanship Center
• The Foundation Center
• The Council on Federations

Business/Industry Partners
• Wal-Mart
• Medtronic
• Firemen’s Fund
• State Farm Insurance
• Rotary, Lions Club
Many corporations establish philanthropic branches

- Contact your local Chamber of Commerce and inquire about an index of businesses
- Find the right donor to meet your needs

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Thank you for attending