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# Grant Seeking with the Government- Untapped Resources for Your Program

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DAKOTA COUNTY  

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TECHNICAL COLLEGE

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# The A-B-C's of Government Grants

## ■ Key Words

- ❑ RFP (Request for Proposals)
- ❑ NOFA or Super NOFA (Notice of Funding Availability)

## ■ Eligibility

- ❑ Foundations
  - ❑ 501c3
  - ❑ Government/Public Entities
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# Where to look?

## ■ Federal

### □ [www.grants.gov](http://www.grants.gov)

- [http://www.grants.gov/applicants/email\\_subscription.jsp](http://www.grants.gov/applicants/email_subscription.jsp)

### □ Department websites

- Department of Ed
  - SBA
  - Department of Commerce
  - DHHS/ACF/OCS (Dept. of Health & Human Services)
  - National Science Foundation
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## ■ State

### □ State Registers

- Contact Economic Development Department
- Contact Procurement Office

## ■ Local

### □ Less formal and more political

### □ Watch County Board or City Council minutes

- CDBG
- Tax Increment Financing & Other Vehicles

### □ Get to know “local officials”

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- International

- USAID

- SBA

- Often Pre-Described

- “Guerilla Research”

- Check out the competition

- IRS Form 990 ([www.guidestar.org](http://www.guidestar.org)- advanced search)

- Organization’s Annual Report

- Agency websites

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# Elements of a Proposal

- Narrative/Program Proposal
  - Capacity/Boilerplate
  - Project Design
  - Metrics/Evaluation
- Cost Proposal
  - Cash v. In-kind
  - Government Forms (SF424)
- Appendices
  - Support Letters
  - Don't Overdo!
  - Electronic View/Accessibility



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# Be Prepared!

- The Electronic Submission Movement
    - Start early!!!!
    - Will require participation of senior administration at your institution
    - Save all passwords!
  - Attend Pre-Submission Meetings/Bidder's Conference
    - Important networking & research opportunity
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# Warnings!

- Hired grant writers- no miracles
- Too narrow thinking- shape your proposal
- Don't forget the administrative costs
- Partnerships- “don't give away the store”
- Chameleon Behavior




# Where's the Edge?



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# 10 Tips to Sell Your Project

1. Know!! Know !! Know!!
2. Pass the Elevator Test
3. Show the Return
4. Enlist Others
5. Use Values, Principles, Ego & Themes
6. Do You See the Light?
7. Be Careful with Ideas
8. Relate
9. Remember the Sunshine Rule
10. Practice the  Principle





Save a Tree & Your Back....

A downloadable copy of this presentation can be found by visiting our website at:

**[www.dctcbei.com](http://www.dctcbei.com)**