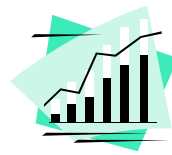


Government Grants, Step by Step

“ The object of government in peace and war is not the glory of rulers or of races, but of the happiness of the common man.”

– Lord William Beveridge (1879-1963)



Government Grants, Step by Step Introductions & Welcome

Jennie Messner

- League of Oregon Cities

Deborah Krause and E.J. Honton

- Claro! LLC



Today's Topics

- The Granting Environment
- Program Fundability
- Program Planning/Budgeting
- [NOT] Wasting away in Margaritaville...looking for funds in all the wrong places....

Today's Topics (continued)

- Types of grant programs, state and federal
- Proposal and application components
- Tips, Tricks, and Traps

Claro!LLC

- Who we are – an Oregon-based strategic planning, marketing and development consultancy

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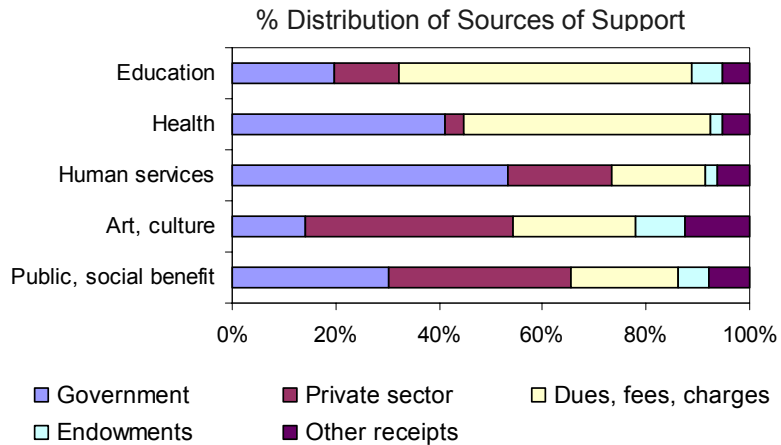
2046 NW Flanders #24
Portland, OR 97209
503/294-0157

34567 NE Long Hollow Rd.
Prineville, OR 97754
541/462-3130

The Good News...

- There is money to be had for good programs and services
- Immense variety of programs that are government funded

Nonprofit Sector Funding Sources of \$1+ Trillion in 2000



Source: Independent Sector, 1998

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7

The Bad News...

- Difficult to identify opportunities
- Substantial investment of time for no certain gain
- Due dates that are non-negotiable
- Rigid, rigorous application process
- Delays in the actual notice of grant award
- Frequent delays in the actual award and receipt of grant funds
- Grant process that is often political and bureaucratic

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8

How Government-Funded Projects Get Started

- Community Effort
 - Perceived Community Need
- Government Initiative
 - Often a result of legislative mandate

Government-Initiated Programs

- Inconsistent alphabet soup:
 - RFP – Request for Proposals
 - NOFA – Notice of Funding Availability
 - PIN – Program Information Notice
- Often poorly-written, cobbled together documents
- Lots of information, though, and almost all are available on the Web