





Grant Writing for Emergency Services

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1






Objectives

- By the end of this presentation, you should be able to:
 - Describe the grant writing process
 - Discuss common mistakes
 - Develop a grants committee
 - Explain different types of grants




2






Outline

- Types of Grants
- Steps to Success
- Common Mistakes
- Resources




3




Secret of Success




“There are no secrets of success. It is the result of preparation, hard working and learning from failure.”
Colin Powell




Picture Courtesy: www.britannica.com

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Types of Grants


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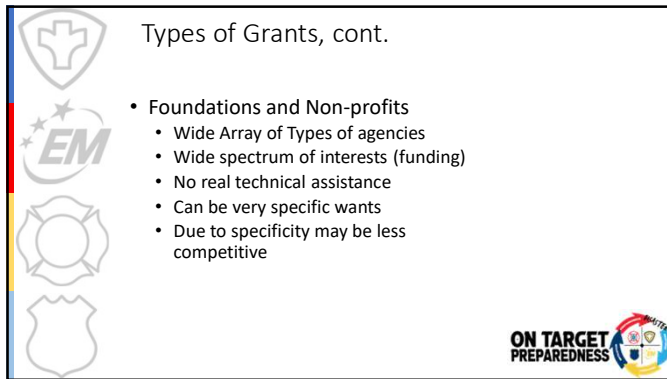


Types of Grants

- Public Funding
 - All Levels of Government
 - Pass Through Monies
 - Block Vs. Specific
 - Accountability
 - Technical Assistance

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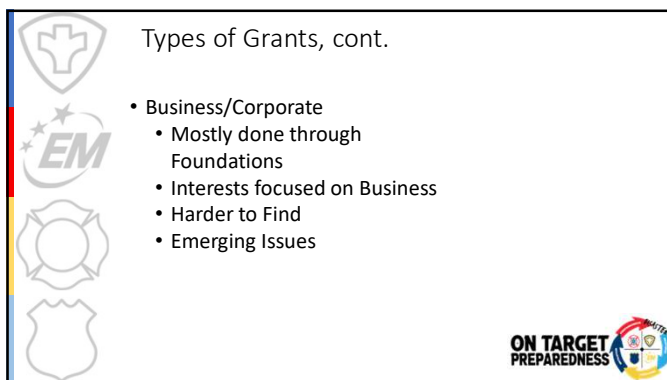


Types of Grants, cont.

- Foundations and Non-profits
 - Wide Array of Types of agencies
 - Wide spectrum of interests (funding)
 - No real technical assistance
 - Can be very specific wants
 - Due to specificity may be less competitive

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7

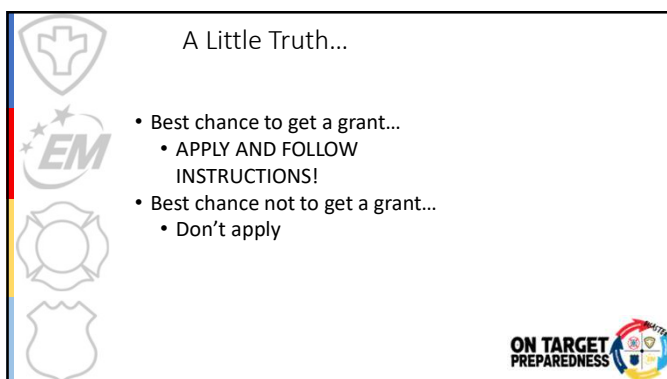


Types of Grants, cont.

- Business/Corporate
 - Mostly done through Foundations
 - Interests focused on Business
 - Harder to Find
 - Emerging Issues

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8

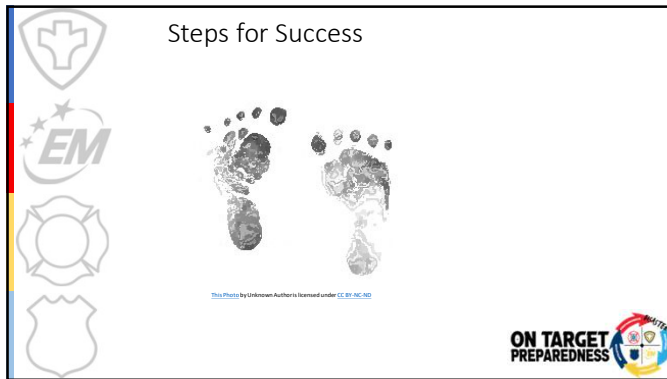


A Little Truth...

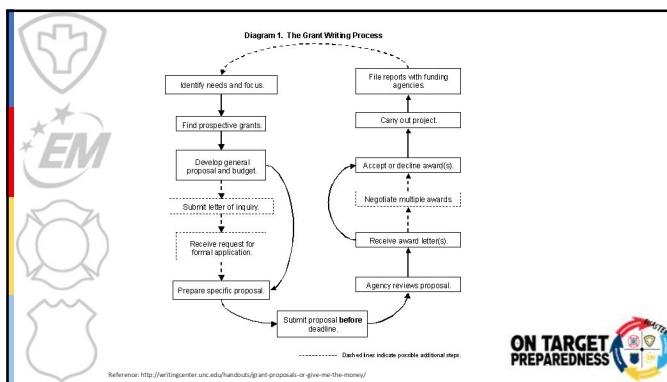
- Best chance to get a grant...
 - APPLY AND FOLLOW INSTRUCTIONS!
- Best chance not to get a grant...
 - Don't apply

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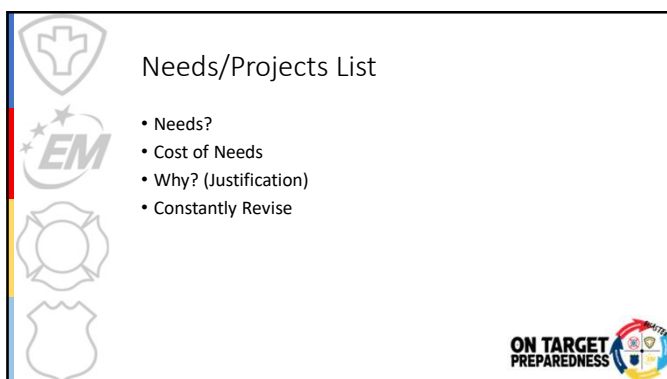
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10



11




12





Needs List Example

Item	Cost	Justification
Thermal Imaging Cameras (Qty. 5)	\$75,000	Multiple high occupancy residential areas often requiring multiple Engine Company responses
AED's (Qty. 5)	\$5,000	Recent cases of cardiac arrest without AED ons
Medium Duty Rescue Truck	\$305,000	Due to assessment of calls, seeing increase of technical rescue
Fire Prevention Public Campaign	\$10,000	Increasing number of fires leading to need for public campaign




13





Problems or Issues (Opportunities)

- Identify and List
- Quantify Cost
 - Economical
 - Health
- Potential Solutions




14




Problem/Solution Example

- Increase in Structural Related Fires
 - Quantification
 - Statistics from 911 call to first arriving Engine (e.g. 9 minutes average)
 - Statistics on previous three years and current year of structural related fires (e.g. 2021-18, 2022-46, 2023-52, 2024-60)
 - Statistics on nature/cause of fire-many cooking related
 - Solution
 - Plan and purchase related supplies for a fire prevention public campaign
 - Follow up statistics




15



Committee

- AKA Focus Group
- Makeup
 - Different KSA's
- Goals
 - Research opportunities
 - Write proposals
 - Submit to administration




16









17






The Proposal



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18








The Proposal

- Objectives
- Proper Visual Aids
- Limit Fluff and Jargon
- Use Action Verbs
- Enthusiasm




19






Effective Proposals

- Follow the RULES!
- Grammar and Spelling Count!
- Fluff Leads to Failure
- Contact Grantor Point of Contact
- Organizational Uniqueness
- Looks can Count
- Say it with Statistics



20








Proposal Objectives

SMART!




21






SMART

- S-Specific
- M-Measurable
- A-Achievable
- R-Realistic
- T-Time Sensitive




22






Project Evaluation

- How to Judge Effectiveness
- Shows Complete Thought
- Use Statistics
- Applicability to Others




23






Follow Up

- Promptly Return Additional Documents
- Ensure Receipt
- Do not be a Pest

“The waiting is the hardest part!”
-Tom Petty: “The Waiting”




24



Results

- Success
 - Follow guidance
 - Ensure Completion of Stated Goals
 - After Action review
- Failure
 - After Action review
 - Consider Asking for Advice from Grantor
 - Research Recipients of Grant
 - Request Copy of Proposal



25






Mistakes and Myths






26






Common Mistakes

- Cause Rejection
- Decreases Future Chances
- Inability to Measure Results




27








Grammar and Spelling

- Check and Check Again
- Spellcheck
- Multiple People Proof
- Consider Wording!
 - No Jargon
 - Plug, Water Ways, etc.
 - Do not Paraphrase Grant Information





28




Missing the Deadlines

- Immediate Rejection
- Give Plenty of Time
- Lack of Respect for their Time
- Inability to Meet Time Frames with Implementation






29








Problem/Solution (Opportunity)

- Not Indicating a Problem/Solution
- Do not Overplay Problem/Need
- Focus on the Solution
 - Funding
 - Items Purchased
 - Cost Savings
- Applicability to Others
 - Your Award
 - Applying to Others





30








Immense Proposal

- Results
 - Rejection
 - Mismanagement
 - Decreased Future Chances
 - Requirement for Repayment
- Suggestions
 - 1/3 to 1/2 of Annual Operating Budget





31








Mission Statement

- Often Overlooked
- Limits Grantors Understanding of Purpose
- Indirectly Limits Vision of Grant Proposal
- Agency Purpose and Goals




32








Poor Mouthing

- Explaining How Poor Your Agency is
- Describing Lack of Funding
- State Financial Need
- Illustrate Maintenance Budget
- Grantors
 - Focus on Need not Funding




33







Poor Attachments

- Include Attachments as Requested
- Ensure They are Neat
- If No Attachments are Requested
 - Are they Needed?
 - Proper?




34


Research Failure

- Asking for Funding without Research
- Get Quotes!
 - Do not Pad
 - Try to be Exact
 - Price changes???
- Grantors Focus
- Lack of Statistics




35








Resources







36




Internet

- Grants.gov
- Foundation Websites
- Government Websites
- Funding Successes and Failures






37








Grant Writers

- Expertise
- Potential Low Cost
 - In Grant Payment
- Less Time Required
- Lack Institutional Knowledge
- Beware of World Promisers




38

Networking

- Many Have Applied....
- Varying Experiences
- Success Stories
- Approaches to Common Mistakes
- Attend Workshop on Grants
 - Fire Prevention Grant
 - AFG Grant




39



Libraries

- Grant Listings
- Research
- Contacts Outside of Library
- Obtain and Review Grantor Guidance Materials




40



Partnerships

- Grant Writer
- Joint (Regional) Proposals
 - More Coverage or Effect
- Grant Directories



41



Thank You

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42



43
