Winning and Sustaining Grant Funding in a New Era of Transparency and Accountability

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Imminent Changes and Challenges

• Federal Rules Changing
• State Budget Challenges
• County Resources & Priorities
• Foundation Criteria Shifting
• Federal Grants Management
• Economic Dev./Housing/Transportation
What Can We Do?

Collaboration
Preparation
Management
Transparency
Accountability
MML Fall Conference 2014

Why Can’t I Find The Money????????????

What Am I doing Wrong????????????????????

Why Did “They” Get Some and I Did Not?
Municipal Government

Council

Mayor

City Manager

DPW  Finance  HR  DCS  Police  Planning  IT
City of Bowie
Mayor and Council

- City Mgr., Assistant City Mgr, Staff
- Public Works, Water/Waste Water Plant
- Police Department
- Animal Control
- Code Enforcement Officers
- Finance
- Procurement
- Grants
- Parks & Grounds
- Facility Services
- Human Resources
- Community Services
- Youth & Family Services
- Planning & Economic Development
- IT
Think Before You Leap!

KNOW

Yourself (Strengths & Weaknesses)
Target Population
Project (Goods & Services)
Resource Requirements
Funding Sources
Rules of the Game
New Sheriff in Town

Accountability

Data
Increased Scrutiny and Limited Funds

Fraud

U.S. Department of Justice
Office of the Inspector General

Grant Fraud Awareness Briefing

Waste

Government Waste By the Numbers: Report Identifies Dozens of Overlapping Programs

Published March 01, 2011 / FoxNews.com

The federal government hosts 47 job-training programs, 44 of which overlap. It runs 80 programs for the “transportation disadvantaged.”

Another 82 programs spread across 10 separate agencies endeavor...
New Systems and Requirements
Effective Municipal Grants Administration

- Policy & Planning
- Research
- Resource Assessment
- Consensus
- Organization/Collaboration/Communication
- Management/Evaluation/Feedback
- Training
Seven Principles

Policy & Planning
- Vision, Mission, Goals
- Planning Horizon
- Strategy
- Capacity, Resources, Partners
- Forecasts
- Trends
- Alternative Strategies
- Legislative Initiatives/Champions
Seven Principles

Research

Problem/Target Population
Case Studies
Best Practices
Personnel
Cost
Competition
Growth Scenarios
Sustainability
Seven Principles

Resource Assessment
Projects
Timeline
Internal
External
Staff
Partners
Gaps
Seven Principles

**Consensus**
- Upper Management
- Project Management
- Support Staff
- Target Population
- Partners
- Council/Board of Directors/Investors
Seven Principles

Organization/Collaboration/Communication
• Structure/Hierarchy/Support Systems
• Teams/Roles/Agreements/Rules
• Four “Cs”
  Clear (Unambiguous)
  Concise (To the point)
  Complete (Thorough)
  Convincing (Compelling)
Seven Principles

Management/Evaluation/Feedback

Thinking About the “End” from the “Beginning”

Measuring Results (Annie E. Casey FDN.)

- **Impact**: Improvements in conditions directly related to the grant
- **Influence**: Changes in policies, systems, practices, and/or opinions that support Casey’s role in strategies that work
- **Leverage**: New or increased investments
Seven Principles

Management
  Team
  Decision Tree
  Project Management
  Grant Management
  Internal/External Communications
  Financial Management
  Document Management
  Corrective Actions
  Reports and Audits
Seven Principles

Evaluation

Goals
Objectives
Outputs
Outcomes
Performance Measures
Cost Effectiveness
Management/Staff
Partners
Seven Principles

**Training**
- Rules, Regulations, Statutes
- Grant Writing
- Grant Management
- Project Management
- Technical Skill Development
- Research/Evaluation/Testing
- Grant Administration
We Got The Money!!!!!!!

Project Doing Well!
- Timelines,
- Specs and Plans,
- Budgets,
- Invoices,
- Photos,
- etc.
Rules, Regulations, Reporting, & Audits

REMEMBER: IT IS NOT YOUR MONEY!!!
Shifting Paradigms

- Level and Reliability of Funding Streams
- Demographics
- Cost of Goods and Services
- Public/Private Partnerships
- Sustainable Practices and Policies
Calvin Coolidge

“Nothing in this world can take the place of persistence.
Talent will not; nothing is more common than unsuccessful men with talent.
Genius will not; unrewarded genius is almost a proverb.
Education will not; the world is full of educated failures.
Persistence and determination alone are omnipotent.”
Effective, Sustainable Municipal Grants Administration

Practice These Principles and Prepare for a New Era of Transparency and Accountability!!!!!!!

Thank You
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