



# THE DOLLARS ARE IN THE DETAILS: **HOW TO MAKE YOUR CASE TO WIN GRANT FUNDING**

Many public organizations, such as schools, police and fire agencies, cannot solely rely on tax revenue or donations to fund equipment, operational and programmatic needs. Grant funding is a great way to help supplement your organization's budget, but it's important to make a compelling case when you apply.

Although every application is different, each will require you to describe your organization, your community and its needs, as well as explain what you want to purchase and why. Include important details so that reviewers understand both your challenges and the positive difference the requested funding will make.

Below are several examples from successful grant applications drawn from across public safety that illustrate how to state your case for grant funding.



# YOUR COMMUNITY & YOUR ORGANIZATION

Whom do you serve? Paint a picture for the grants evaluators of your organization and the community, including area, population and demographic information.

The Town of Ville is located in a rural national forest area. The town and the surrounding 200 square miles of the national forest are protected by Ville Fire Rescue,

with one paid chief and 25 volunteer firefighter-medics. We respond from three stations, providing structure and wildland fire suppression, emergency medical services, rescue services and hazardous materials response.

The Ville Fire Rescue annual budget comes from local property taxes, totaling \$54,321 in fiscal year 2019-2020.

The median household income in our area is only \$26,000 per year, which is less than half of the state median of \$53,400, and 41% of the national median of \$63,000. Property values are quite low as well, at a median of only \$116,400, which is only 44% of the state median property value of \$261,700.

The area has 18.9% unemployment compared to 5.3% statewide, and we have a poverty level of 26%, more than twice the state total of 12.6%. Essentially, one in five of our citizens is unemployed, and one in four lives below the poverty line.

This means that our local tax proceeds are dramatically less than other municipalities in the state.

***Describe the area your organization serves.***

***Provide key details about your organization and the services you provide.***

***Include details about your funding sources and budget to demonstrate your financial need.***

***Adding details from [census.gov](https://www.census.gov) about the economic factors in your area is a great way to illustrate your lack of available funding.***

***Sum up your situation.***



## THE CHALLENGE AT HAND

Explain the extent of the problem you aim to address with the requested funds, as well as how using that money will help meet your organization's needs to better serve the community.

Centerville EMS operates from one station in the center of town. There is no disability access, and the 100-year-old station building is in poor condition with windows that leak, which increases heating and cooling costs. This building also has many fire code violations, and its septic system is 50 years old with a well that is not on the property at all.

The city-owned station has sleeping quarters, but there is little privacy, and the single shower is subpar. The EMS service has outgrown the size of the building, and CVEMS does not have the financial strength to move to a larger station.

Although station upgrades are badly needed, our recent risk assessment identified the need to purchase interoperable communications equipment as our most pressing priority to meet our mission.

***Be brief, but list the challenges you are looking to address with the requested funding.***

***State the problem clearly, as well as why you need the requested grant funding to fix it.***

***Mentioning your strategic plan or risk assessment demonstrates that your organization is actively working on improvement and more likely to be a good steward of the funds.***



# WHAT YOU WANT TO PURCHASE & IMPLEMENT

Be specific. Describe the scope of what you intend to purchase and the related procedures you will implement if your request for funding is approved.

GOAL: The Fairview Police Department seeks to equip our police chief and all officers with P25-compliant portable radios

to improve our radio communication abilities, increase our ability to respond to emergency and nonemergency events, and enhance interoperability with our fellow law enforcement and other first responder partners.

## OBJECTIVES:

- Purchase six P25-compliant radios through a cooperative purchase agreement/competitive bid.
- Develop and train all officers on the department's radio communications policy within three months of grant award.
- Execute interoperability communication agreements with Central County Sheriff's Department, Greenville Police Department, and Fairview Fire/EMS within four months of grant award.
- Conduct at least one multi-agency radio communications exercise to test the clarity, range, and overall effectiveness of the radios within six months of grant award.
- COSTS: \$12,345 for radios and accessories (to be paid by grant)

**Clearly state what you want to purchase.**

**Briefly list the benefits you expect this purchase to provide to your organization.**

**Outline your plans for purchase and implementation.**

**Specify what you want to buy, including quantity.**

**Briefly describe the implementation process.**

**Plans that include interoperability generally get higher marks from reviewers.**

**State how the new equipment will be used.**

**State what your desired purchase will cost and whether the requested grant will cover the whole amount.**



# HOW WILL THIS FUNDING IMPROVE YOUR OPERATIONS?

Here's where you justify the requested investment by describing how your intended purchase will increase your organization's preparedness and response.

The Sweet Valley School District seeks to purchase and install a contemporary video surveillance system that can be accessed by school administrators and law enforcement officials anywhere, anytime. School administrators and law enforcement officials will be able to access and monitor the cameras on mobile devices at any time, including those in local law enforcement vehicles, and the system will provide analytics and alerts.

Detection and protection are keys to proactive threat mitigation, therefore a comprehensive security platform is of paramount importance.

This platform creates advanced visibility across all campuses by going beyond recording video, using machine learning, artificial intelligence, analytics, and pattern-based algorithms to recognize movement and unusual activities.

With widened visibility, automatic alerts, and actionable data, the district will be able to quickly detect suspicious activity and proactively mitigate threats.

***Open with a brief summary of the expected improvements the requested funding will help your organization achieve.***

***State clearly why the desired purchase is needed.***

***Describe advantages of the purchase.***

***Conclude with a clear summary of the anticipated benefits to your organization and the community you serve.***



## GET FREE GRANTS HELP

We hope these examples from successful grant applications can help you get started. We know applying for grants can be challenging, so to help, Motorola Solutions has partnered with Lexipol's grant experts to offer free grant assistance to a variety of public agencies. Services include:

- Free customized grant research specific to department needs.
- Grant alerts for upcoming opportunities.
- Unlimited free grant consulting from senior grant consultants.
- Discounted grant writing services.

## CHOOSE A GRANT ASSISTANCE PROGRAM TO GET STARTED TODAY!



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