

# Easy Money \$\$\$

## ADM-102



Amanda Davis, OEMS  
2012 EMS Symposium  
November 8, 2012





## What are Grants?

- **Assistance to state/local governments and non-profit agencies**
  - Direct Funding
  - Loans
  - Surplus Government Equipment
- **Eligibility Requirements**
- **Amount Requested usually outweighs Amount Funded**
- **Strong Application = Positive Results**



## How can Grants help my Agency?

- You have to apply in order to get \$\$\$\$\$
- Equipment, Vehicles, Training, Programs
- Budgets are lacking in Agencies
- Media Attention
- Provide opportunities that your agency might not have
- Sustainability/maintenance



# How do I find EMS Grants?

Easy – Google.com  
– EMS Grants

how to find ems grants



About 20,200,000 results (0.24 seconds)

## [EMS Grants Help - Trying to apply for EMS Grants?](#)

[www.emsgrantshelp.com](http://www.emsgrantshelp.com)

We do the hard work for you!

Ad - Why this ad?

## [Grants for EMS, Paramedics & Ambulance | EMSGrantsHelp](#)

[www.emsgrantshelp.com/](http://www.emsgrantshelp.com/)

**EMS Grants Help** is the largest resource for EMS and paramedic grant ... Did you **know** that you can include the cost of grant writing services as part of the AFG ...

[Grants - Resources - Products - Grant Assistance](#)

## [EMS Product Grants Available by Government EMS Grants ...](#)

[www.emsgrantshelp.com/products/](http://www.emsgrantshelp.com/products/)

Research grant funding for EMS, paramedic and EMT products including ...

## [Login to Access EMS Grants Assistance and Help | EMSGrantsHelp ...](#)

[www.emsgrantshelp.com/resources/](http://www.emsgrantshelp.com/resources/)

Login to EMSGrantsHelp.com's for free **EMS grant** resources and access to **EMS ...**

## [Search EMS Grants by Type, Provider and Keyword ...](#)

[www.emsgrantshelp.com/search-grants/](http://www.emsgrantshelp.com/search-grants/)

**Search EMS Grants.** EMSGrantsHelp.com features the most extensive fire grant ...

[+](#) Show more results from [emsgrantshelp.com](http://emsgrantshelp.com)

## [EMS Grants](#)

[www.ems1.com/grants/](http://www.ems1.com/grants/)

**Get grant** help today for the Idaho Technology products your agency needs by simply clicking on the **Get Help Now** button. Sponsored by **EMSGrantsHelp.com ...**

## [ODPS | EMS | Grants](#)

[ems.ohio.gov/ems\\_grants\\_resguide.stm](http://ems.ohio.gov/ems_grants_resguide.stm)

Ohio Fire and **EMS Grant** Resources. There are numerous ways to obtain funding or grants for your EMS department. ... Do not **get** discouraged by rejection. ...

Ads - Why these ads?

## [Top 2011 Online Grants](#)

[www.grants.classesusa.com](http://www.grants.classesusa.com)

You May Qualify for a **Grant**  
Go Back To School Today!

## [Federal Grants](#)

[www.educationgrant.com](http://www.educationgrant.com)

Do You Qualify for a Pell **Grant**?  
Use it For College, Get Free Info!

## [Grants for the Arts](#)

[www.midatlanticarts.org](http://www.midatlanticarts.org)

Providing **Grant** Support for  
Artists & Art Organizations

## [VFH - Grants](#)

[www.virginiafoundation.org](http://www.virginiafoundation.org)

VA Foundation for the Humanities  
**Grants** for Non-Profit Organizations

## [Gov. Grants - Free Money](#)

[www.thegrantsguide.info](http://www.thegrantsguide.info)

Receive Gov. **Grants** To Pay Bills,  
Start A Biz, Or Go Back To School!

## [Find Scholarships - Free](#)

[www.fastweb.com](http://www.fastweb.com)

Official Site - Search over  
1.5 Million Scholarships for Free!

## [Research Grant Funding](#)

[www.usip.org](http://www.usip.org)

We Offer Individual **Grants**  
Visit Our Website For Information



# **FOLLOW THE DIRECTIONS**

**Grants get  
DENIED for  
not doing  
This**

1. What project do I want to apply for?
2. Does my agency have any matching funds? (monetary/in-kind)
3. What grants are available?
  - State
  - Local
  - Federal
  - Private
4. Research Grant Opportunity
  - Due Dates
  - Eligibility
  - Is there assistance available?
5. Write Grant
6. Submit Grant



## 1. What do I want to apply for?

What do we need as an agency?

- Equipment (new or aging)
- Programs/Training (new, dated, required for certification?)
- People (Salaries?)
- Vehicles (new or aging)
- Recruitment/Retention (campaign)



## 2. Does my agency have the matching funds?

- Have you asked about a budget?
  - What can you really afford?
- Have you talked with the vendor/contractor to get a quote?
- If a match is required, do you have it confirmed in writing?
  - Date specific to grant guidelines
  - Do you have to go before a Board? (be cognizant of time span)
  - Attach letter with grant application (shows buy in)



### 3. What grants are Available?

### 4. Research Grant Opportunity

- Local (companies, corporations, mom/pop stores)
- Federal
  - **Start with State requirements First – VDEM (SAA) for all Homeland Security Grants**
  - Interoperability – VDEM with coordination for VOVAS
  - **Look at the BIG grants first**
    - FEMA – Assistance to Firefighters Grant (AFG) (7/13)
    - FEMA – Staffing for Adequate Fire & Emergency Response (SAFER) Grants (7/13)



- FEMA – Fire Prevention & Safety Grants (FP & S) (7/13)
- FEMA – Station Construction Grants (SCG) ??? (7/13)
- FEMA – Commercial Equipment Direct Assistance Program (CEDAP) - no allocation for FY 11 & 12, 13????

Best Resource for Federal Grants –  
[www.grants.gov](http://www.grants.gov)

[www.fema.gov](http://www.fema.gov), [www.emsgrantshelp.com](http://www.emsgrantshelp.com),  
[www.emsworld.com](http://www.emsworld.com), [www.raconline.org](http://www.raconline.org),  
[www.federalgrantswire.com](http://www.federalgrantswire.com)



- State

Search for state agencies under grant opportunities  
Start with main public safety and carve down  
In Virginia – VDF, VITA-911, DCJS, VDFP, OEMS

Virginia Department of Forestry

- Volunteer Fire Assistance (VFA) Grants  
March 2013

[www.dof.virginia.gov](http://www.dof.virginia.gov)



## VIRGINIA INFORMATION TECHNOLOGY AGENCY (VITA) - 911 Public Safety Communications

### **Continuity and Consolidation Grant Program**

- Funding to primary PSAPs for projects designed to replace or upgrade wireless E-911 equipment and services that are technically outdated,
- Funding for primary PSAPs to utilize in consolidation projects.

### **Grant Enhancement Program**

- Provide funds to primary PSAPs for projects designed to enhance cross-jurisdictional information sharing and collaboration among PSAPs, PSAP staff development, and new capabilities beyond those currently available with wireless E-911; or, upgrades/replacements of existing Enhancement projects

October 2013 [www.vita.virginia.gov/isp](http://www.vita.virginia.gov/isp)



## VIRGINIA DEPARTMENT OF CRIMINAL JUSTICE SERVICES (DCJS)

### **Byrne/Justice Assistance Grant Program**

- Provides grants to local governments and state agencies to support drug control, drug treatment, crime prevention, community oriented-justice, and various criminal justice improvements.

### **Law Enforcement Terrorism Prevention Program**

- Funds are used to support law enforcement with planning, organizational activities, training, training exercises and procurement of equipment for the following activities: information sharing to preempt terrorist attacks; target hardening to reduce vulnerability of selected high value targets; threat recognition to recognize the potential or development of a threat; intervention activities to interdict terrorists before they can execute threat; and interoperable communications.

Check website for deadlines – [www.dcjs.virginia.gov](http://www.dcjs.virginia.gov)



## Virginia Department of Fire Programs (VDFP)

### **Aid to Localities**

- Provides Virginia cities, towns and counties with funds to pay for training, construction of training centers, fire fighting equipment and protective clothing. Allocations are population-based.

### **Technology Grants**

- Provides funds for VFIRS 'hardware'- inclusive of a PC, Printer & connectivity, up to \$1,000.00



## RSAF (OEMS).....

- Approximately \$9 million in matching funds available annually.
- Requires matching funds from EMS Agency
  - Regular 50/50
  - Hardship 80/20 (special circumstances)
  - Unusual 100/0 (extreme cases)
- Two Grant Cycles Annually
  - Deadlines - March 15<sup>th</sup> and September 15<sup>th</sup>
  - Awards – July 1<sup>st</sup> and January 1<sup>st</sup> (12 months)



## Know the BASICS.....

- County/City official supporting request is recommended
- Each agency can submit only 1 application per cycle but may include more than one item
- Special priority applications have precedence during the review process:
  - VPHIB Migration to VPHIB to version 3 (VAv3) – VPHIB Questionnaire
  - Emergency Medical Dispatch
  - Emergency Operations – Communications Questionnaire
  - Innovative (Special) Projects
  - Multi-Jurisdictional/Agency Projects - MOA required
  - Recruitment and Retention (Training, Management/Leadership)



# AI APPLICATIONS

- Must be submitted on-line and include:
  - Affirmation Page
  - Federal ID Number Verification
  - Most recent Tax Returns
  - Supplemental Documentation
    - VPHIB Questionnaire – VAv3 Requests
    - Communications Questionnaire - P25 Compliant
    - Crash Truck/Extrication Equipment Questionnaire
    - Special Priorities Questionnaire (Funding Priority)
    - Support Letters/Additional Narrative/Project



# AI APPLICATIONS

## 1. Affirmation Page

- Business name, DBA name, FIN
- Original Signatures of Authorized Agent, Fiscal Officer, OMD due on the deadline date
- Project Description
- Sustainability Plan

## 2. FIN

- Copy of original letter from IRS issuing FIN
- Copy of most recent tax return
- Statement from County/City Manager



# AI APPLICATIONS

## 3. Most Recent Tax Returns

- Front cover to verify non-profit status

## 4. Extrication Equipment/Rescue Truck Questionnaire

- Verify number of calls needing type

## 5. Communications Questionnaire

- P25 Compliant - Narrowbanding Mandate, January 1, 2013

## 6. VPHIB Questionnaire – VAv3 migration

## 7. Special Priorities Questionnaire

- Needed if seeking a funding priority
- Objectives of project, benefits, challenges, sustainability

## What Can I Apply For?

### OTHERS

Agency Training

Quick Response Vehicles

AED/Defibrillators

Extrication Equipment

ALS/BLS Equipment

Protective Clothing

Computers

Audio Visual Equipment

Software

## FUNDING PRIORITIES

### VPHIB migration to version 3 (VAv3)

Hardware, software, licenses, support and services

### Emergency Medical Dispatch (EMD)

Communications equipment, software, hardware, training

### Emergency Operations

Deployment team equipment, emergency ops equipment, MCI trailer, HMERT trailer tow vehicle

### Innovative (Special) Projects

Medical direction, strategic planning, quality improvement, technology, project to benefit the EMS system

### Multi-Jurisdictional/Agency Projects

Projects/equipment benefiting multiple jurisdictions/agencies (MOA required for all parties)

### Recruitment and Retention

Campaigns, management, leadership, training, OMD training, etc...



## Not Eligible for Funding

- Leased equipment or vehicles,
- Equipment or vehicles secured by a lien,
- Guarantees or Warranties,
- Fire apparatus,
- Law-enforcement equipment, or
- Used equipment or vehicles without prior approval

**NOTE:** Used equipment or vehicles will not be eligible for funding without prior approval from the OEMS.



# Grant Review Process

**EMS Council**

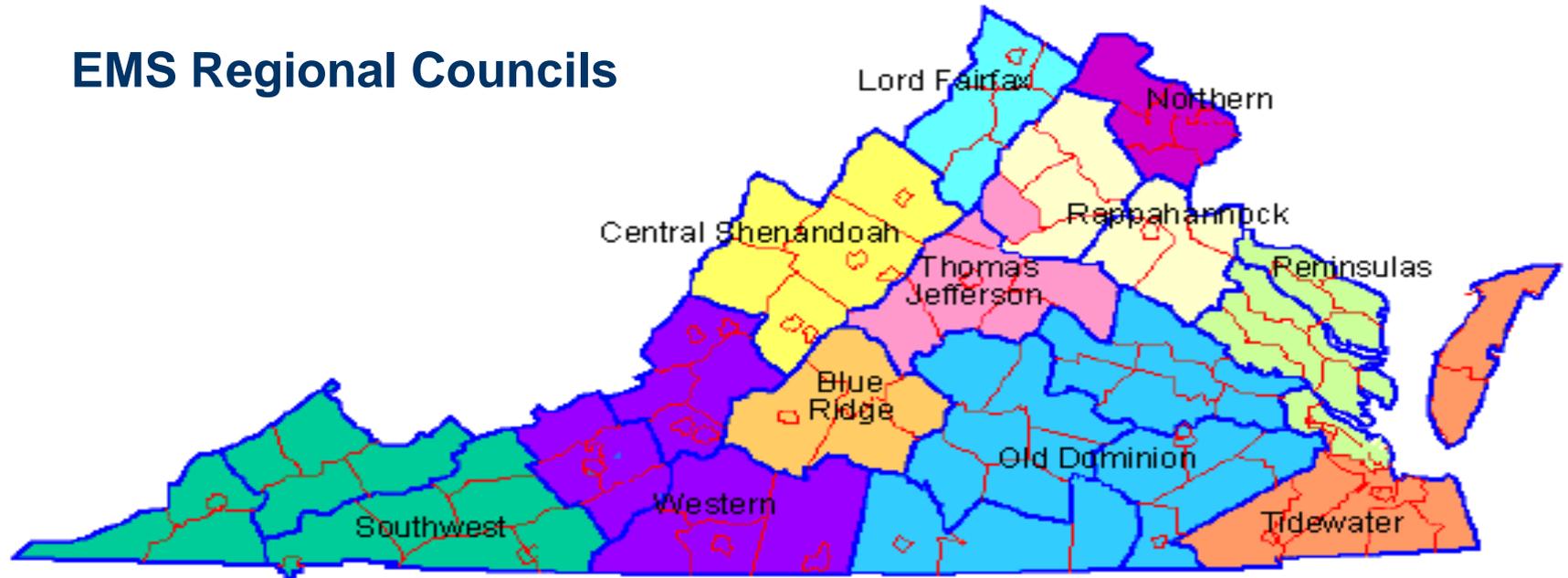
**OEMS Program Reps**

**OEMS Staff**

**FARC**

**Awards Announced**

## EMS Regional Councils



**Western Virginia EMS Council – Billy Altman**

**Northern VA EMS Council – Barbara Brown**

**Old Dominion EMS Alliance – Robert Trimmer**

**Rappahannock EMS Council – Dan Butler**

**Southwest Virginia EMS Council – Pokey Harris**

**Tidewater EMS Council – Dan Norville**



# How are my grant graded?

- **Grade 1 - Immediate Funding Need**  
Alternative funding sources exhausted or unavailable. System will suffer if program postponed. Program request is of greatest impact to citizens served.
- **Grade 2 - Definite Funding Need**  
Alternative funding limited or delayed availability. Program of high priority. Need is present. Program of high impact to citizens served.
- **Grade 3 - Project Needed Eventually**  
Local funding available in future. System will benefit from improved time table. Limited available funding.
- **Grade 4 - Project Can Be Delayed**  
Local funds available. Program of low impact to citizens served. Consideration will be given as need increases.
- **Grade 5 - Project Not Needed**  
Local funds available. Limited or no impact to service area. Duplication of resources. Consideration will be given as need is evident. Failure to submit a complete application.



# Important Evaluation Criteria

- Requested item/project is required for licensure and/or certification (Vehicle, equipment, medications, etc...)
- Equipment requested is required for upgrade from BLS to ALS. (OMD identified, class availability, statement of endorsement from local governing body supporting upgrade)
- Current personnel trained to operate requested items. Equipment matches level of care.
- Vehicle requests will be evaluated based on current vehicle inventory, call volume/vehicle/year and current number of EMS certified personnel. (Guideline/Rule of Thumb: 300 calls/vehicle/year as a minimum.)



## Important Evaluation Criteria

- Requesting agency serving more than its own service area, an increasing percent of calls are out of its district.
- Equipment requested to be shared with other EMS agencies.
- Program request identified in local, regional and/or state EMS Plan(s) as priority, impact to citizens served.
- The program/equipment request is compatible with goals and objectives of the Agency, EMS Region and the Commonwealth.



## How do I apply?

- OEMS website - [www.vdh.virginia.gov/oems/grants](http://www.vdh.virginia.gov/oems/grants)
- Click on the link to download the Consolidated Grant Application Program (CGAP) software
- Download the software to your PC and save the information to your hard drive on your PC (remember your file name)
- Once its completed go back to the OEMS website and click on the link "Submit your grant application"
- Select your agency name and password (if you can't remember your password call/email us) and select the file name

**YOUR FILE DOES NOT MAGICALLY APPEAR AT OEMS – YOU HAVE TO TRANSFER THE DATA!**

## RSAF Grants Program

The **Financial Assistance for Emergency Medical Services** Grants Program, known as the **Rescue Squad Assistance Fund (RSAF) Grant Program** is a multi-million dollar grant program for Virginia non-profit EMS agencies and organizations. Items eligible for funding include EMS equipment and vehicles, computers, EMS management programs, courses/classes and projects benefiting the recruitment and retention of EMS members.



[General RSAF Grant Information](#)

[Financial Assistance Review Committee](#)

[Other Grant Opportunities](#)

[Downloads](#)

### Grant Application Links:

- ❖ [Grant Application Instructions](#)  (08/2012)
- ❖ [Download the CGAP Version 2012.2](#)
- ❖ [Request a CGAP CD](#)
- ❖ [Submit Grant Application](#)
- ❖ [Grant Application Checklist](#) (08/2012)

### Questionnaire's and Documents:

- ❖ [Special Priorities Questionnaire](#)  
- ❖ [Communications Questionnaire](#)   (08/2012)
- ❖ [Rescue Truck/Extrication Equipment Questionnaire](#)  
- ❖ [VPHIB Questionnaire](#)   **NEW!** (New Special Priority - ONLY complete if applying for VPHIB equipment)
- ❖ [Grant Affirmation Page](#)  

### Important Information

**Next Grant Cycle:**  
August 1 - September 17,  
2012

**Application Deadline:**  
September 17, 2012 By  
5:00 p.m.

*Note:* All Applications  
MUST be submitted via the  
Web. The Affirmation page  
is due by **September 17,  
2012** with original  
signatures.



## GRANT APPLICATION CHECKLIST

- Completed Grant Application Summary Transfer to OEMS ([www.vdh.virginia.gov/oems/grants](http://www.vdh.virginia.gov/oems/grants))
- Affirmation Page Complete with Original Signatures
- Copy of letter from IRS issuing your agency its FIN
- 1<sup>st</sup> Page of most recent Tax Returns (not applicable to government agencies)
- Quotes for each item requested

### OPTIONAL REQUIREMENTS:

- VPHIB Questionnaire **NEW!** (Only if applying for Migration to VPHIB's version 3 (VAv3) Requirements)
- Special Priority Questionnaire (Required if applying for any Special Priority, this should be submitted in addition to any other Questionnaire required based on your agency's request)
- Crash/Rescue Truck Questionnaire (Only if applying for a Crash/Rescue Truck)
- Communications Questionnaire **NEW!** (Only if applying for Communications Equipment)
- Letters of Agreement **REQUIRED** for all REGIONAL GRANTS by all parties **NEW!**
- Supplemental Narratives/Documentation

**AFFIRMATION** (required for all grant submissions)

Office of Emergency Medical Services, 1041 Technology Park Drive, Glen Allen, VA 23059

The Authorized Agent and Financial Officer, whose names and signatures appear below, have been designated by the agency/organization to complete and submit a grant request on its behalf. The agency/organization agrees to comply with the Rules and Regulations Governing Financial Assistance for Emergency Medical Services for Rescue Squad Assistance Fund requests. In addition, the Authorized Agent and Financial Officer attest to the agency's or organization's ability to provide the matching funds (if required) to complete the purchase of the requested item(s), should they be awarded state funds. The Authorized Agent and Financial Officer are aware that EMS vehicles and equipment purchased with state monies must be purchased without any financial liens and without the item being used as collateral to secure a loan of any kind. The Authorized Agent and Financial Officer, by signing below, attest to the fact that the Agency(s) that are affected by the possible outcome of this grant request, have been notified and agree to its submission. **RSAP Requests:** The Authorized Agent and Financial Officer, by signing below attest that to the best of his/her knowledge, the information contained herein with regard to the agency's financial condition is true, accurate and correctly reflects the financial condition of the agency/organization. **The OMD signature is required all for grants. This form must be received by the grant deadline date with original signatures from the Authorized Agent, Fiscal Officer and Operational Medical Director (OMD).**

**Request for Federal/Employer Identification Number** (required)

Business Name (as shown on your income tax return)

Business name, if different from above (Doing Business As (DBA))

Address (number, street, and/or suite no. per FIN)

City, State, and Zip code

Federal Identification Number

**OEMS USE ONLY:**

	Authorized Agent	Financial Officer	Operational Medical Director (OMD)
<b>Name:</b>			
<b>Title:</b>			
<b>Phone:</b>			
<b>E-Mail:</b>			
<b>Signature:</b>			

**Point of Contact for Grant Management:****Name:****Agency:****Phone:****Email:***OPTIONAL: City/County Representative*

City/County representative shown below has been informed of the \_\_\_\_\_ (insert agency name) \_\_\_\_\_ request for grant funds.

Printed Name \_\_\_\_\_

Title \_\_\_\_\_

**Brief Project Description: (IF NOT COMPLETE, APPLICATION IS DISQUALIFIED)****Project/Equipment Sustainability: (IF NOT COMPLETE, APPLICATION IS DISQUALIFIED)***(How does your agency propose to sustain this project/equipment after funding is complete?)*



# Private Funding

- <http://www.cpsb.org/scripts/abshire/grants.asp>
  - Lists category search of grants from federal, state and private foundations
- **10 Essential Website for Grantseekers**
  - Firstgov, The Nonprofit Gateway, The Foundation Center, Daily Federal Register Contents, Federal Register Search, The Catalog of Federal Domestic Assistance, State and Local Government on the Net, The Chronicle of Philanthropy, The Grantsmanship Center, Hoover's Online Corporate Directory
- **Don't forget about your community**
  - Target, WalMart, Exxon-Mobil, Firehouse Subs



## 5. Write Grant

Many Grants require:

- Project Narrative
- Demographical Data
- Budget
- Goals with Measurable Objectives
- Implementation Plan
- Sustainability



Highlight your AGENCY...if you don't talk about your accomplishments NO ONE else will!

## Project Narrative

- Who will it benefit?
- What is the item you are applying for?
  - Have you looked at other resources for funding?
- When will the item be used?
- Where will the item be placed?
- Why does your agency need this item?
- How will the item be utilized?

## Demographic Data

- Population Data, Service Area, Patient Care Statistics, Economic Status, Provider Information, think about what the reviewer needs to know!



## **Budget**

- What is the EMS budget for your agency (personnel, training, equipment, vehicles, etc...)
- If awarded, how will your agency utilize the funding
- Timeline of project and how funding will be spent within grant cycle
- Matching funds – monetary/in-kind

## **Goals and Objectives**

- Goals – broad, general statement of what you plan to accomplish
- Objectives – how you plan to carry out each goal with measurable quantities or time spans



## Implementation Plan

- Timeline of how project will be carried out
- Who will carry out these tasks

## Sustainability

- Once the project/item has been awarded, how will your agency maintain after the grant cycle ends?
- Some grants require a letter of support from the County Administrator/City Manager



## 6. Submit Grant

- Check grant submission guidelines
- Make sure you have a complete application
- Call and make sure your grant has been received
- Check website for updates and an announcement

You can always call your grant administrator (usually online) to introduce yourself and ask for any further guidance!



## Grant Writing Tips

- Read Directions
- Check for Completeness
- Narrative – concise and to the point
- Don't wait until the last minute
- Have application reviewed by others before submission



## Grant Writing Tips

- Most Important
  - Re-read and check for errors
  - Make sure grant has required original signatures
  - Don't ramble – be concise and to the point



## REMEMBER.....

1. Define Your Need - Be aware of grant guidelines
  - **Look at priorities of Granting Agency/Organization**
2. Identify what you should have to fill Your Need
  - **Remember to Identify Extra Costs that may be needed**
3. Look for partners that have similar interests to your Project and have the resources to Help!
  - **Don't forget about your local stores, hospitals and community**
4. Write a Good Proposal - Remember Grants are Competitive



# QUESTIONS?

Amanda Davis, Grants Manager

804-888-9106 or [amanda.davis@vdh.virginia.gov](mailto:amanda.davis@vdh.virginia.gov)

Linwood Pulling, Grants Specialist

804-888-9105 or [linwood.pulling@vdh.virginia.gov](mailto:linwood.pulling@vdh.virginia.gov)

**Virginia Office of EMS**