



Funding Strategies and Grant Development



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Diversify Approach by Investment Area

Investment Area	Funding Approach
Infrastructure	One-time revenue source
Equipment/Subscribers	One-time revenue source
System Maintenance	Sustainable Revenue Source
System Operations	Sustainable Revenue Source
System Lifecycle Upgrades	One-time/Sustainable Source



Funding Strategy

- **Multiple Funding Sources:**
 - **Government Bonds**
 - **Capital Outlay Appropriation**
 - **General Fund Appropriation**
 - **Lease Purchase**
 - **Sales Tax**
 - **Surcharge Fees (Drivers license, vehicle registrations, 911, etc.)**
 - **System User Fees**
 - **Private Foundations**
 - **Federal Grants**
 - **Earmarks**
 - **State Grants**

- **Federal Grants:**
 - **DOJ Grants**
 - **DHS Grants**
 - **Other Federal Agencies: HHS, DOT, DOI / BIA, DOC, HUD**



ARRA Remaining Programs

- NTIA and RUS announced the [first round of the broadband stimulus program generated 2,200 applications, requesting \\$28 billion in funding.](#) Next Round: Late Fall / Early Winter
- **Infrastructure:**
 - More than 260 applications were filed solely with NTIA's Broadband Technology Opportunities Program (BTOP), requesting over \$5.4 billion
 - More than 400 applications were filed solely with RUS's Broadband Initiatives Program (BIP) requesting nearly \$5 billion
 - More than 830 applications were filed with both NTIA's BTOP and RUS's BIP, requesting nearly \$12.8 billion in infrastructure funding.



FY 2009 Byrne JAG Formula Grant Program

- **Program Description and Funding:** “Planning, evaluation, and technology improvement programs.” The list of eligible awardees is determined by BJA based upon a formula which includes crime data and population.
 - **60% state, 40% direct to local governments**
 - **The states 60% will require a percent to be passed through to local agencies**
 - **No Matching Funds required**
 - **Typically can be used in the 3 years following the year of appropriation**

- **How funds are allocated/distributed:**
 - The JAG formula includes a *state allocation* consisting of a minimum base allocation with the remaining amount determined on population and Part 1 violent crime statistics, and a *direct allocation* to units of local government.

- **Eligible Use of Funds:**
 - Grants may be used to provide personnel, equipment, training, technical assistance, and information systems for more widespread apprehension, prosecution, adjudication, detention, and rehabilitation of offenders who violate such state and local laws. Grants also may be used to provide assistance (other than compensation) to victims of these offenders. Grants may not be used for infrastructure related construction (i.e. tower sites, civil work, etc..) Grant period includes application year plus three years for a total of four years.
 - The two grant purpose areas that are most appropriate for local agencies looking to implement Motorola solutions are the Law Enforcement Programs and Technology Improvement Programs.

- **How access these funds**
 - The solicitation period varies, customers contact the state administrative agency (SAA) to determine eligibility and application information.



NTIA - PSIC Grant Program Status

- All \$968M available for grants had been released by early this year
 - 20% local match required, although may be in-kind
 - 80% pass-through requirement
- Statutory deadline to spend (not just obligate) all funds by 9/30/2010
- Recent Dept. of Commerce audit found many states at risk of not meeting deadline
 - As of 2/28/09, less than 7 percent (\$66M) had been drawn down
- Legislation introduced to extend deadline by two years
 - NGA, APCO, PS organizations are supporting extension



Recurring DOJ Grant Programs

- Byrne JAG Formula Grant Program
- Byrne Competitive Grant Program
- COPS Technology



Recurring DHS/FEMA Grant Programs

- Emergency Management Performance Grant Program (EMPG)
- Emergency Operations Center Grant Program (EOC)
- Homeland Security Grant Program (HSGP)
 - **State Homeland Security Program (SHSP)**
 - **Urban Area Security Initiative (UASI)**
- Interoperable Emergency Communications Grant Program (IECGP)
- Operation Stonegarden (OPSG)
- Port Security Grant Program (PSGP)
- Transit Security Grant Program (TSGP)
- Assistance to Firefighters Grant Program (AFG)



FY10 DHS & DOJ Appropriations Update

DHS and DOJ FY 2009 (\$M)	FY 08 Final	ARRA	FY 09 Final	FY 2009 Supp.	FY 10 Budget	House FY 10 Mark	Senate FY 10 Mark	FY 10 Conference Report
DHS State and Local Programs								
State Homeland Security Program	950		950		950	950	950	950
Urban Area Security Program	820		837		887	890	887	887
Metropolitan Medical Response System	41		41		41	44	40	41
Emergency Management Performance Grants	300		315			330	350	340
Buffer Zone Protection Program	50		50			50	50	50
Interoperable Communications	50		50		50	50	50	50
Port Security Grants	400	150	400		250	250	350	300
Rail and Transit Security Grants	400	150	400		250	250	356	300
Emergency Operations Centers						40	20	60
Fire Grants	560	210	565			380	380	390
DHS Subtotal	3599	510	3628	0	2428	3234	3433	3368
DOJ State and Local Programs								
Byrne Formula Grant Program	170	2,000	532			512	483	
Byrne Competitive		225				40	40	
Tribal Assistance		225				47	30	
COPS Technology Interoperability & Earmarks	205		185			123	187	
DOJ Subtotal	375	2,450	717	-	-	722	740	
TOTAL	3,974	2,960	4,345	-	2,428	3,956	4,173	



Funding Strategies – Motorola's Three Prong Approach

1. Establishing new programs supported by the field (ARRA successes, PSIC II)
2. Expand use or eligibility of existing funding programs (Disaster Mitigation, COPS Tech, JAG)
3. Identify, Investigate and Develop singular event programs (H1N1, Conventions)



HHS.gov: HPP & PEHP Grant Programs

➤ Hospital Preparedness Program (HPP)

- FY08: \$400M for state and large city health departments
- HPP Project Activities -- FY08 awardees required to address a number of priority level one sub-capabilities related to building medical surge capacity, including:
 - “Interoperable Communication Systems. ASPR Expectation: All awardees are required to equip participating hospitals and other healthcare entities, to the extent possible, with communication devices which allow them to communicate horizontally and vertically with EMS, fire, law enforcement, local and state public health agencies, nearby community health centers, long term care facilities, nursing homes and other medical and referral centers.”
- <http://www.hhs.gov/aspr/opeco/hpp/>

➤ Public Health Emergency Preparedness (PHEP)

- FY08: \$700M for state and large city health departments
- PHEP applicants must explain how they will integrate public/private health facilities with first responder systems
- <http://emergency.cdc.gov/cotper/coopagreement/08/pdf/fy08announcement.pdf>



2010 Project Planning

- Prioritize Opportunities
- Focused customer meetings
- Develop funding/political strategies
 - Identify project champions
 - Identify obstacles and develop mitigation strategies
 - Identify multiple funding sources
 - Consider financing component
- Identify grant(s) opportunities
- Prepare grant applications
 - Consider grant writing resources where necessary
- Prepare directed funding requests
- Follow Up Meetings



Timeframe: September through December



Important Dates in 2010 to Remember

- Grant application due dates:
 - **Emergency Management Performance Grants – Dec 09**
 - **Infrastructure Security Programs – January**
 - **Port, Transit, Freight Rail, Trucking, Intercity Bus, and Buffer Zone Protection Grant Programs**
 - **HSGP (SHSG, UASI, MMR, CCP) – March**
 - **Operation Stonegarden – March**
 - **Byrne JAG DOJ – March**
 - **Byrne JAG State - varies**
 - **Interoperable Emergency Communications – March**
 - **Regional Catastrophic Preparedness Grants – March**
 - **AFG (Fire Grants) – April**



Components of a Grant Proposal / Strategy

A Grants... is a Grant.. is a Grant

- Work through each step to develop a successful proposal:
 - ✓ Identify the problem
 - ✓ Design a problem statement
 - ✓ Document goals and objectives
 - ✓ Create program activities
 - ✓ Draft performance measures
 - ✓ Develop a time and task plan / timelines



Communication Systems

- Coordinated and Integrated
- Leverage current investments – Local, State, Federal
- Capacity to Grow – NO, LA, and MS transition to 700Mhz after Katrina, P25 standards
- Need Regional Approach / Connectivity – Gulf States



Helpful Hints

- Register and Monitor grants.gov
- Basic Management Review / Peer Review means
- Know the size of the funding pot and number of potential applicants
- Know the scoring weight of application components
- Solicitations open for 30 days – Develop proposal now
- Phase approach and puzzle approach
- Shop non-traditional grant sources
- Examine why you need the money – who is really the beneficiary
- Show benefits of the proposal beyond the applicant agency



Helpful Hints

- Build support for project now behind the scenes
 - Know SAA and the Feds
 - Build relationships - Get to know staff
 - Encourage Staff monitoring / Site visits
- Develop partnerships / Regional approach
- Build a case for “Why your proposal”
- Not a cost...but an investment is the Public’s safety
- Know agency priorities / monitor speeches and web sites
- There is always money – deobs
- Leverage your Technology Partner – support and Intel
- Funding plan – Not a sprint...but a marathon



Grants - Understood

MOTOROLA

American Recovery and Reinvestment Act

U.S. Department of Justice: Byrne Competitive Program

Summary of Byrne Competitive Grant Funding

\$2 billion is designated by the U.S. Department of Justice to fund up to 100 awards that will help states and local governments address crime in their communities and increase public safety.

Eligibility

- States with a history of national, regional, state, or local violence, including child governments. Priority will be given to jurisdictions that demonstrate the use of evidence-based practices and/or innovative strategies. These are competitive awards.
- Evidence-based programs and/or practices are defined as: Programs and practices that have been shown to be effective in reducing violent crime and enhancing public safety through controlled studies (e.g., sentencing or reducing crime, sentencing alternatives, reducing recidivism, etc.).
- Data-driven strategies are defined as: Criminal justice interventions that are informed by analysis of the factors believed to be generating the particular crime problem in a community and that use the information to understand and address the problem. The goal is to use the program evidence to produce highly focused interventions on the specific crime, and continue generating the specific crime problem.

Award Categories

Category A: Comprehensive Community-Based Data-Driven Approaches to Preventing and Reducing Violent Crime

Violent crime in the area may include reduction and/or prevention of gunning violence such as the Drug Market Intervention (DMIT) in Park, IL; Intensive, the Chicago Violence Prevention Initiative in Chicago, IL; and the Project Safe Neighborhood model. Available data include any or a mix of the following: Community safety, community health, involvement of probation officers, and projects that involve and/or involve investigation strategies.

Category B: Modeling for Building of Neighborhood Protection and Public Safety

Communities throughout the state are in a position to be modeling crime by monitoring and engaging with and/or creating initiatives in effective case management and/or case management. Available data include any or a mix of the following: Community safety, community health, involvement of probation officers, and projects that involve and/or involve investigation strategies.

Category C: Reducing Recidivism Rates and Crime Related to Sexual Predators

Available data include any or a mix of the following: Community safety, community health, involvement of probation officers, and projects that involve and/or involve investigation strategies.

Category D: Modeling for Building of Neighborhood Protection and Public Safety

Communities throughout the state are in a position to be modeling crime by monitoring and engaging with and/or creating initiatives in effective case management and/or case management. Available data include any or a mix of the following: Community safety, community health, involvement of probation officers, and projects that involve and/or involve investigation strategies.

Category E: Reducing Recidivism Rates and Crime Related to Sexual Predators

Available data include any or a mix of the following: Community safety, community health, involvement of probation officers, and projects that involve and/or involve investigation strategies.

Category F: Modeling for Building of Neighborhood Protection and Public Safety

Communities throughout the state are in a position to be modeling crime by monitoring and engaging with and/or creating initiatives in effective case management and/or case management. Available data include any or a mix of the following: Community safety, community health, involvement of probation officers, and projects that involve and/or involve investigation strategies.


2 page funding summary

Byrne Justice Reinvestment Program

2009-2010-2011-2012-2013-2014-2015-2016-2017-2018-2019-2020-2021-2022-2023-2024-2025-2026-2027-2028-2029-2030-2031-2032-2033-2034-2035-2036-2037-2038-2039-2040-2041-2042-2043-2044-2045-2046-2047-2048-2049-2050-2051-2052-2053-2054-2055-2056-2057-2058-2059-2060-2061-2062-2063-2064-2065-2066-2067-2068-2069-2070-2071-2072-2073-2074-2075-2076-2077-2078-2079-2080-2081-2082-2083-2084-2085-2086-2087-2088-2089-2090-2091-2092-2093-2094-2095-2096-2097-2098-2099-2100-2101-2102-2103-2104-2105-2106-2107-2108-2109-2110-2111-2112-2113-2114-2115-2116-2117-2118-2119-2120-2121-2122-2123-2124-2125-2126-2127-2128-2129-2130-2131-2132-2133-2134-2135-2136-2137-2138-2139-2140-2141-2142-2143-2144-2145-2146-2147-2148-2149-2150-2151-2152-2153-2154-2155-2156-2157-2158-2159-2160-2161-2162-2163-2164-2165-2166-2167-2168-2169-2170-2171-2172-2173-2174-2175-2176-2177-2178-2179-2180-2181-2182-2183-2184-2185-2186-2187-2188-2189-2190-2191-2192-2193-2194-2195-2196-2197-2198-2199-2200-2201-2202-2203-2204-2205-2206-2207-2208-2209-2210-2211-2212-2213-2214-2215-2216-2217-2218-2219-2220-2221-2222-2223-2224-2225-2226-2227-2228-2229-2230-2231-2232-2233-2234-2235-2236-2237-2238-2239-2240-2241-2242-2243-2244-2245-2246-2247-2248-2249-2250-2251-2252-2253-2254-2255-2256-2257-2258-2259-2260-2261-2262-2263-2264-2265-2266-2267-2268-2269-2270-2271-2272-2273-2274-2275-2276-2277-2278-2279-2280-2281-2282-2283-2284-2285-2286-2287-2288-2289-2290-2291-2292-2293-2294-2295-2296-2297-2298-2299-2300-2301-2302-2303-2304-2305-2306-2307-2308-2309-2310-2311-2312-2313-2314-2315-2316-2317-2318-2319-2320-2321-2322-2323-2324-2325-2326-2327-2328-2329-2330-2331-2332-2333-2334-2335-2336-2337-2338-2339-2340-2341-2342-2343-2344-2345-2346-2347-2348-2349-2350-2351-2352-2353-2354-2355-2356-2357-2358-2359-2360-2361-2362-2363-2364-2365-2366-2367-2368-2369-2370-2371-2372-2373-2374-2375-2376-2377-2378-2379-2380-2381-2382-2383-2384-2385-2386-2387-2388-2389-2390-2391-2392-2393-2394-2395-2396-2397-2398-2399-2400-2401-2402-2403-2404-2405-2406-2407-2408-2409-2410-2411-2412-2413-2414-2415-2416-2417-2418-2419-2420-2421-2422-2423-2424-2425-2426-2427-2428-2429-2430-2431-2432-2433-2434-2435-2436-2437-2438-2439-2440-2441-2442-2443-2444-2445-2446-2447-2448-2449-2450-2451-2452-2453-2454-2455-2456-2457-2458-2459-2460-2461-2462-2463-2464-2465-2466-2467-2468-2469-2470-2471-2472-2473-2474-2475-2476-2477-2478-2479-2480-2481-2482-2483-2484-2485-2486-2487-2488-2489-2490-2491-2492-2493-2494-2495-2496-2497-2498-2499-2500-2501-2502-2503-2504-2505-2506-2507-2508-2509-2510-2511-2512-2513-2514-2515-2516-2517-2518-2519-2520-2521-2522-2523-2524-2525-2526-2527-2528-2529-2530-2531-2532-2533-2534-2535-2536-2537-2538-2539-2540-2541-2542-2543-2544-2545-2546-2547-2548-2549-2550-2551-2552-2553-2554-2555-2556-2557-2558-2559-2560-2561-2562-2563-2564-2565-2566-2567-2568-2569-2570-2571-2572-2573-2574-2575-2576-2577-2578-2579-2580-2581-2582-2583-2584-2585-2586-2587-2588-2589-2590-2591-2592-2593-2594-2595-2596-2597-2598-2599-2600-2601-2602-2603-2604-2605-2606-2607-2608-2609-2610-2611-2612-2613-2614-2615-2616-2617-2618-2619-2620-2621-2622-2623-2624-2625-2626-2627-2628-2629-2630-2631-2632-2633-2634-2635-2636-2637-2638-2639-2640-2641-2642-2643-2644-2645-2646-2647-2648-2649-2650-2651-2652-2653-2654-2655-2656-2657-2658-2659-2660-2661-2662-2663-2664-2665-2666-2667-2668-2669-2670-2671-2672-2673-2674-2675-2676-2677-2678-2679-2680-2681-2682-2683-2684-2685-2686-2687-2688-2689-2690-2691-2692-2693-2694-2695-2696-2697-2698-2699-2700-2701-2702-2703-2704-2705-2706-2707-2708-2709-2710-2711-2712-2713-2714-2715-2716-2717-2718-2719-2720-2721-2722-2723-2724-2725-2726-2727-2728-2729-2730-2731-2732-2733-2734-2735-2736-2737-2738-2739-2740-2741-2742-2743-2744-2745-2746-2747-2748-2749-2750-2751-2752-2753-2754-2755-2756-2757-2758-2759-2760-2761-2762-2763-2764-2765-2766-2767-2768-2769-2770-2771-2772-2773-2774-2775-2776-2777-2778-2779-2780-2781-2782-2783-2784-2785-2786-2787-2788-2789-2790-2791-2792-2793-2794-2795-2796-2797-2798-2799-2800-2801-2802-2803-2804-2805-2806-2807-2808-2809-2810-2811-2812-2813-2814-2815-2816-2817-2818-2819-2820-2821-2822-2823-2824-2825-2826-2827-2828-2829-2830-2831-2832-2833-2834-2835-2836-2837-2838-2839-2840-2841-2842-2843-2844-2845-2846-2847-2848-2849-2850-2851-2852-2853-2854-2855-2856-2857-2858-2859-2860-2861-2862-2863-2864-2865-2866-2867-2868-2869-2870-2871-2872-2873-2874-2875-2876-2877-2878-2879-2880-2881-2882-2883-2884-2885-2886-2887-2888-2889-2890-2891-2892-2893-2894-2895-2896-2897-2898-2899-2900-2901-2902-2903-2904-2905-2906-2907-2908-2909-2910-2911-2912-2913-2914-2915-2916-2917-2918-2919-2920-2921-2922-2923-2924-2925-2926-2927-2928-2929-2930-2931-2932-2933-2934-2935-2936-2937-2938-2939-2940-2941-2942-2943-2944-2945-2946-2947-2948-2949-2950-2951-2952-2953-2954-2955-2956-2957-2958-2959-2960-2961-2962-2963-2964-2965-2966-2967-2968-2969-2970-2971-2972-2973-2974-2975-2976-2977-2978-2979-2980-2981-2982-2983-2984-2985-2986-2987-2988-2989-2990-2991-2992-2993-2994-2995-2996-2997-2998-2999-3000-3001-3002-3003-3004-3005-3006-3007-3008-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American Recovery and Reinvestment Act (ARRA) and Annual Funding Programs

For additional information on ARRA go to www.motorola.com/recoveryact

 Federal Funding Program	VERTICAL MARKETS							Total (\$M)	Program Description	Application Deadline <i>(expired dates in light font)</i>	SOLUTIONS					
	Rural Broadband Svc Providers	Education	Energy	Health	Ports	Transportation	State & Local Government				Voice and Data Communications	Workforce Mobility	Video and Site Security	Asset Mgmt and Accountability	Network Extensions	End-to-end Wireless Solutions
American Recovery and Reinvestment Act (ARRA)																
DOJ / Byrne State							X	\$1,200	60% of the funding is allocated to the states, DC and the Territories as a direct award from BJA. Of this percentage, an additional amount (Variable Pass Through) is to be distributed by the states to local units of government within their state through a sub-grant award as a competitive grant process through a statewide solicitation.	Varies by State	X	X	X	X	X	X
NTIA / Broadband Technology Opportunities Program	X		X					\$4,700	The primary purposes are to provide broadband service to consumers in "unserved" areas and to provide improved broadband access to consumer in "underserved" areas. There is also a focus on providing broadband education, awareness, training, access, equipment, and support to schools, libraries, medical and healthcare providers, community colleges and other institutions of higher education. Possible synergies with REC's and IOU's that build out for Smart Grid support with excess BW to support ISP Services.	8/14/2009 (1st tranche) Q1 2010 (2nd tranche) Q3 2010 (3rd tranche)					X	X
USDA / Rural Utility Service Broadband Program	X		X					\$2,500	Additional allocation: \$2.5 billion for USDA RUS. This represents a significant increase over the 2008 funding level. New grant program to be implemented soon.	8/14/2009 (1st tranche) Q1 2010 (2nd tranche) Q3 2010 (3rd tranche)					X	X
DoE / Smart Grid			X					\$4,400	\$4.5 billion for Smart Grid projects to be distributed through a competitive grant process by the Office of Electricity Delivery and Energy Reliability within the DOE. Available funds support the Smart Grid programs authorized by the Energy Independence and Security Act of 2007 (EISA07), including funding for R&D, demonstration projects and "shovel ready" investment grants.	8/6/2009 (phase I) 11/4/2009 (phase II) 3/3/2010 (phase III)	X	X	X	X	X	X
HHS / Health IT				X				\$2,000	During 2009, the Office of the National Coordinator for Health IT (ONCHIT) will work to create the Health IT standard. In 2010, after the standard has been created, the Department of Health and Human Services will immediately begin to provide incentives to hospitals, physicians' offices, community health centers, and many other types of healthcare facilities for their adoption and use of the Health IT standard. The government estimates that these disbursements will total \$17.5 billion. Funding will be available in 2010 through 2014.	TBD	X	X	X	X	X	X



Motorola.com/recoveryact

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American Recovery and Reinvestment Act

U. S. Department of Justice Grants

The Recovery Act may provide the single largest influx of funding for law enforcement agencies in this decade. Over \$2.5 billion in American Recovery and Reinvestment Act (ARRA) funding is available through the Department of Justice this year and the time to act is now!

Use this site to understand the details of the Recovery Act and learn how you can take advantage of these funds. Resources include:

- ▶ Webinars on each grant, presented by our funding expert, Domingo Herraiz, former Director, Bureau of Justice Assistance, U.S. Department of Justice
- ▶ Special grant writing webinar to help you effectively write your grant application.
- ▶ 2 page guideline summaries that define the funding opportunity, including deadlines and steps to apply.
- ▶ Ready to use presentation materials to help you educate others in your agency about these unique opportunities.

Don't miss this one-time opportunity to improve public safety in your jurisdiction using ARRA funding. We're ready to provide assistance to help you demonstrate a positive business case that meet your objectives.

SUCCESSFUL GRANT WRITING	BYRNE JAG GRANT FUNDING APPLY BY: MAY 19	RURAL LAW ENFORCEMENT APPLY BY: APRIL 22	BYRNE COMPETITIVE FUNDING APPLY BY: APRIL 27	TRIBAL LANDS CORRECTIONAL FACILITIES APPLY BY: MAY 4
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FEATURED CASE STUDIES

Green Bay police increases security with video surveillance (618 Kb pdf)

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Funding Strategies and Grant Development

Thank You!

