



Monthly Webinar Series

Making the Most of Grants in Government

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Speakers



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“

In governments that really are successful with grants, they have a strong point of view about the importance of grants, they have a plan they communicate, and they put the appropriate resources behind it.

James Ha
CEO of Civis





EVOLUTION OF GRANTS

THE EVOLUTION OF GRANTS
MANAGEMENT OVER THE
PAST 40 YEARS



The Beginning of
modern “grant-in-aid”
system



Grant awards reach
\$790 million during
great depression



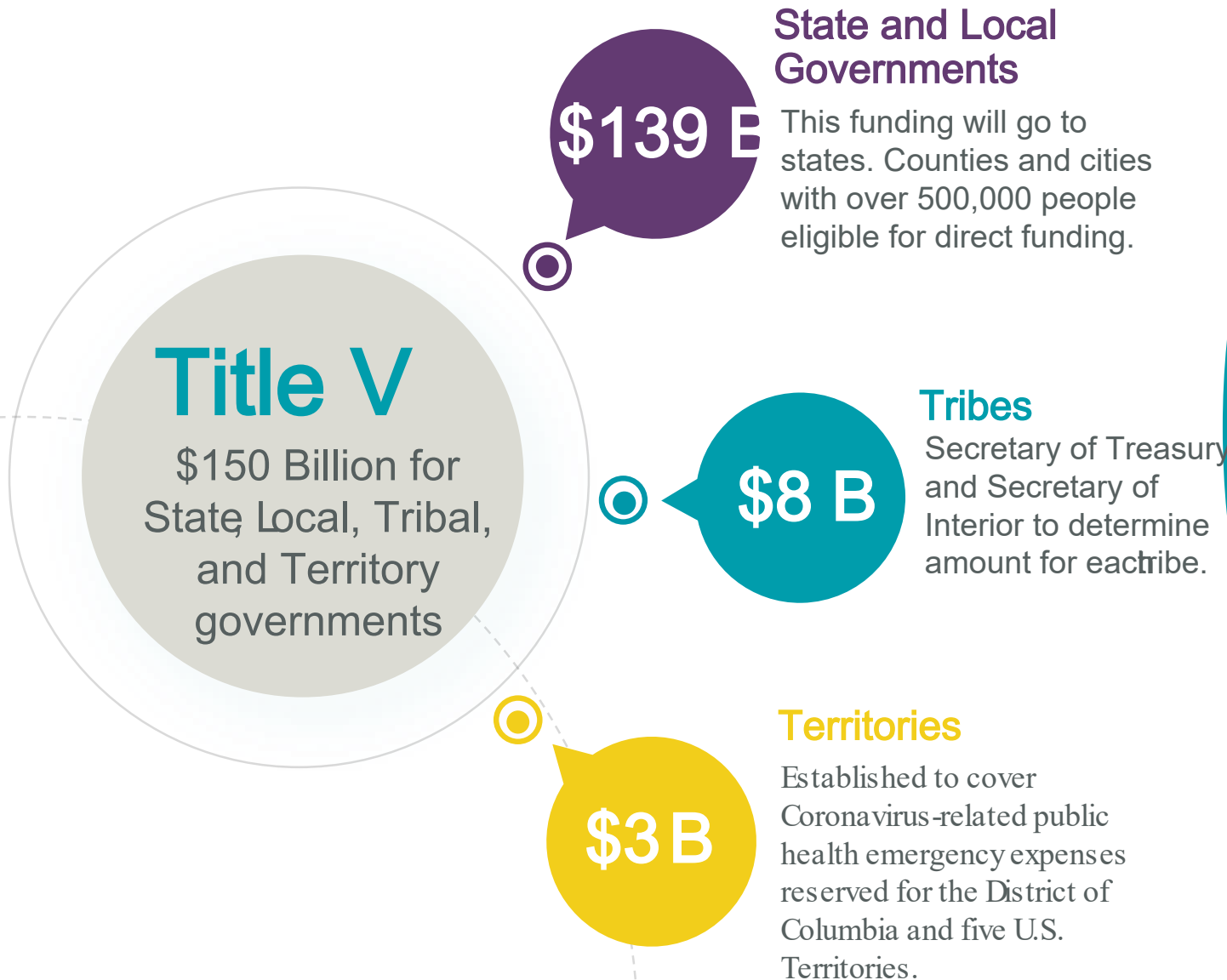
Affordable Care Act
and American Recovery
and Reinvestment Act



The federal government
awards more than 1,000
grants in a year



Breaking Down the CARES Act



Questions to Consider:

- Award is coming out that we don't have to apply for how do we assemble the right project plan?
- How do we track and manage these incoming grants?
- How do we make sure we're staying compliant?



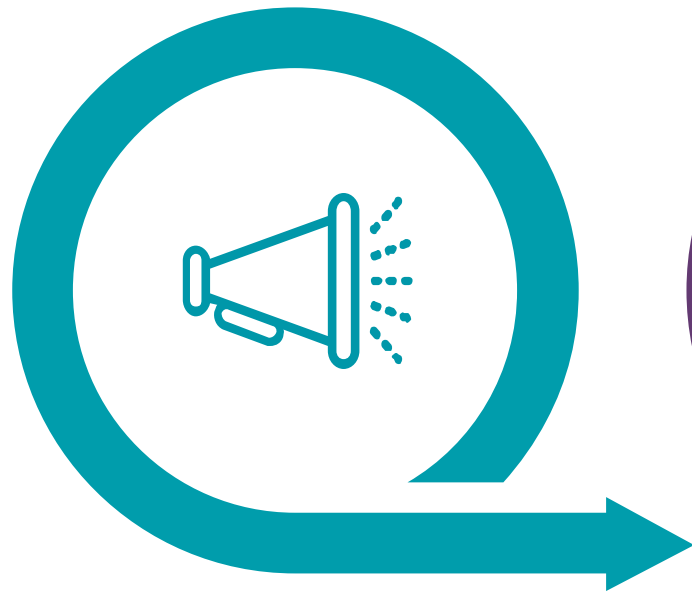
- 1 SAM registration/renewal
- 2 Flexibility with application deadlines
- 3 NOFO
- 4 No-cost extension on expiring awards
- 5 Non-competitive continuation grants requests
- 6 Expenditures for salaries and other project activities
- 7 Allowability of costs not normally charged to awards



- 8 Prior approval
- 9 Exemption of certain procurement requirements
- 10 Extension of financial, performance & other reporting
- 11 Extension of currently approved indirect cost rates
- 12 Extension of closeout
- 13 Extension of single audit submission



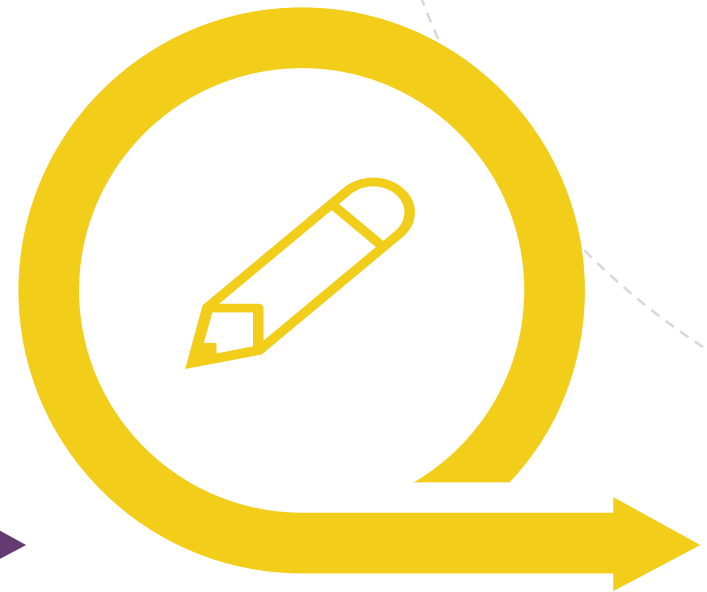
THE LIFECYCLE OF A GRANT



1) PREAWARD



2) AWARD



3) POSTAWARD



How Automation Redefines the Grants Management Game

Using a Lifecycle Approach to Grants Management

- Lifecycle grants management can even the playing field.
- Smaller departments and leaner staffs that often struggle to pursue grants can unlock success when they receive tailored opportunities, automate compliance requirement, and gain visibility into hidden costs.



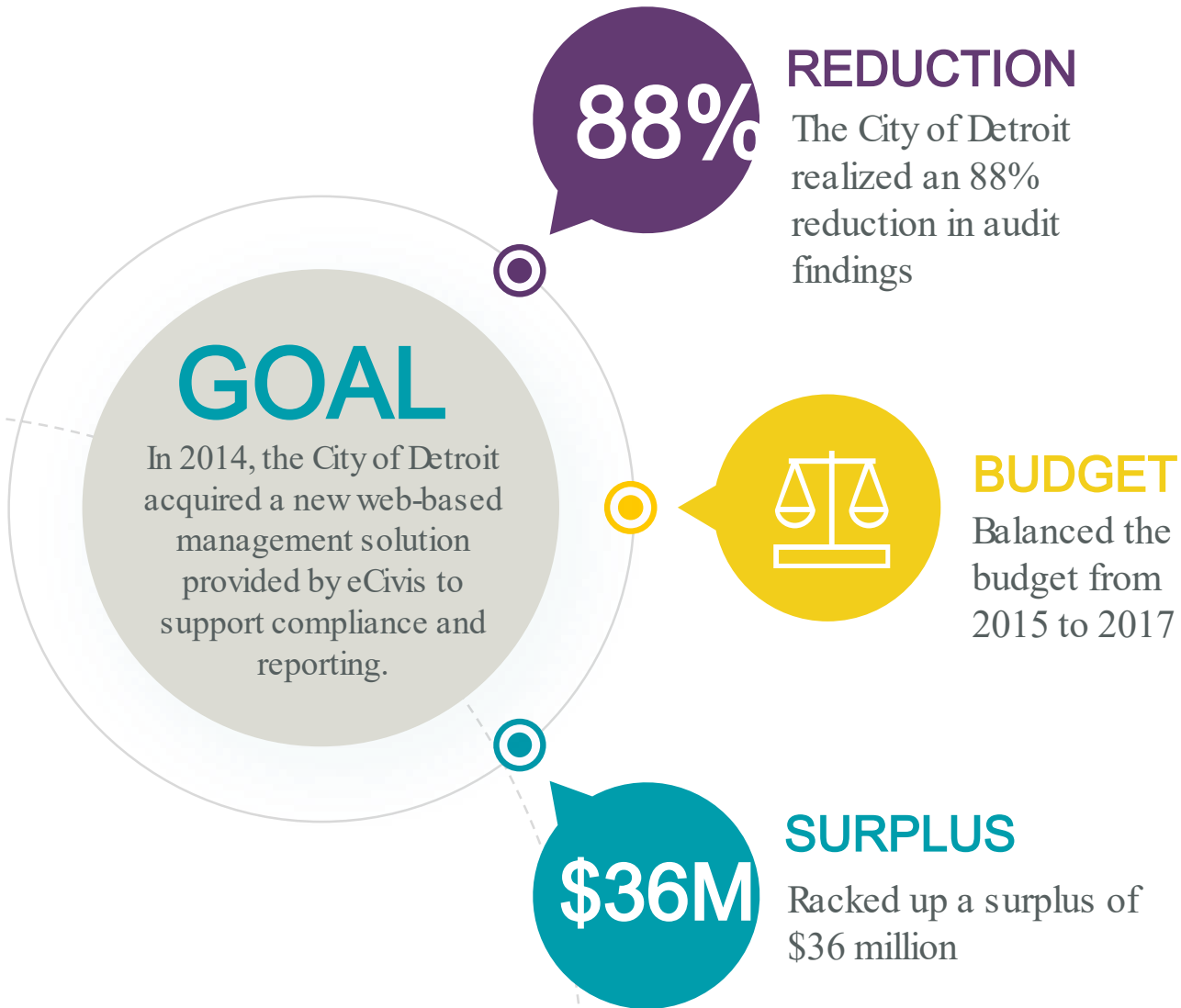


Success Story:
**CITY OF
DETROIT**





DETROIT FUELS COMEBACK



We took the best of the best in order to put together a process that could deal with the issues that Detroit had.

City of Detroit

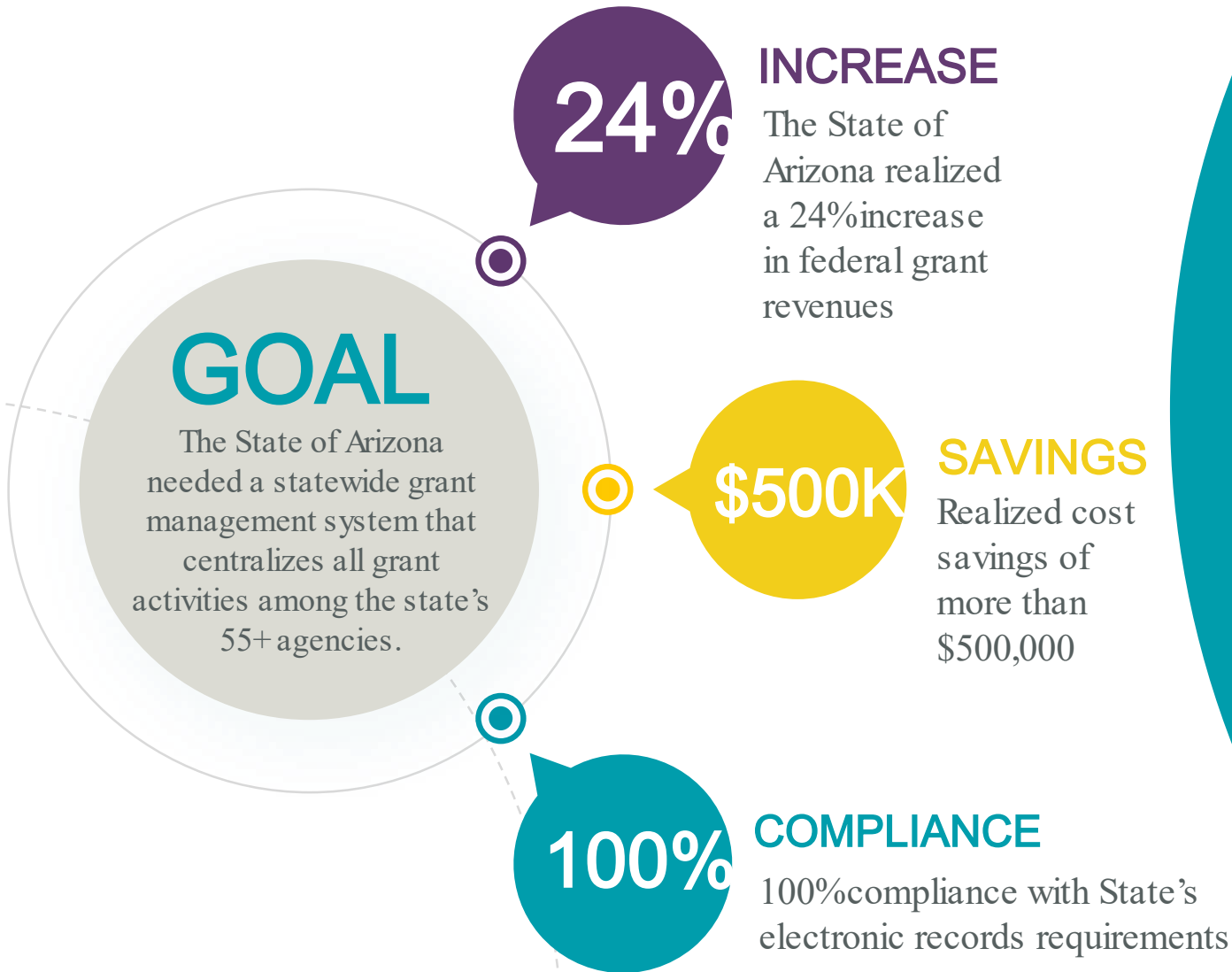


Success Story:
**STATE OF
ARIZONA**





STATEWIDE GRANT MANAGEMENT SYSTEM



This system dramatically reduces time spent on administrative compliance; agencies can focus their effort on activities that will truly benefit the Arizona taxpayer.

State of Arizona





YOUR GRANTS CHEAT SHEET



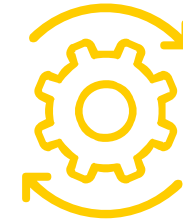
CREATE A CENTRAL GRANTS OFFICE/TEAM

This team or office should coordinate grants across agencies and can develop best practices while handling the administrative work.



DEVELOP A GRANTS STRATEGY

The types of grants that governments target should be strategic and align with larger mission goals.



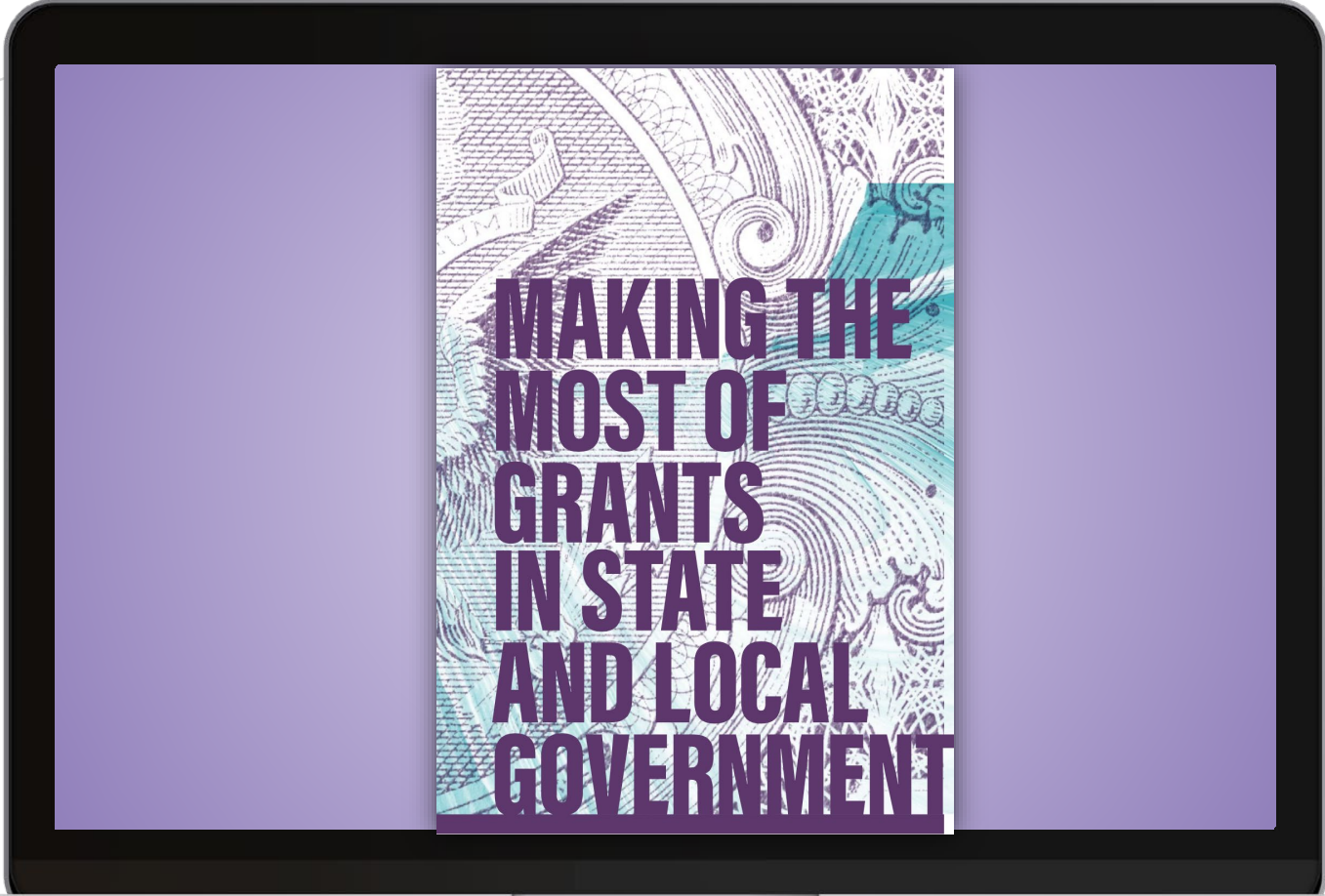
FIND A UNIFORM SOLUTION

Look for solutions that link states, counties, and cities so they can work together to find a single solution, and tracking and reporting can flow seamlessly.



Questions?

To learn more, head to
ecivis.com and
[download the whitepaper](#)



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IN STATE
AND LOCAL
GOVERNMENT**



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