

### **Monthly Webinar Series**

# Making the Most of Grants in Government

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Francesca El Attrash-Ukaejiofo Content Marketing Manager, eCivis 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 CEOeCivis



## **EVOLUTION OF GRANTS**

#### THE EVOLUTION OF GRANTS MANAGEMENT OVER THE PAST 40 YEARS



The Beginning of modern "grantisn-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**

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\$3B



**\$139 E** This funding will go to states. Counties and cities with over 500,000 people eligible for direct funding.

## Title V

\$150 Billion for State Local, Tribal, and Territory governments



Tribes Secretary of Treasury

and Secretary of Interior to determine amount for eactribe.

### **Territories**

Established to cover Coronavirus-related public health emergency expenses reserved for the District of Columbia and five U.S. Territories.

### Questions to Consider:

 Award is coming out that we don't have to apply fohow 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?



### SAM registration/renewal

- Flexibility with application deadlines
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- No-cost extension on expiring awards
- Non-competitive continuation grants requests
- Expenditures for salaries and other project activities
- Allowabilityof costs not normally charged to awards

BreakingDown M-20-17 8



Exemption of certain

procurement requirements

Extension of financial, performance & other reporting

**Prior approval** 

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Extension of currently approved indirect cost rates

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Extension of closeout



Extension of single audit submission



# THE LIFECYCLE OF A GRANT



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## How Automation Redefines the Grants Management Game

# Using a Lifecycle Approach to GrantsManagement

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





# Success Story: CITY OF DETROIT





## DETROIT FUELS COMEBACK



**SURPLUS** Racked up a surplus of \$36 million

**REDUCTION** The City of Detroit realized an 88% reduction in audit findings

#### **BUDGET**

Balanced the budget from 2015 to 2017

# 66

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

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100%

GOAL

The State of Arizona needed a statewide grant management system that centralizes all grant activities among the state's 55+ agencies. INCREASE The State of Arizona realized a 24%increase in federal grant revenues

\$500K

SAVINGS Realized cost savings of more than \$500,000

### COMPLIANCE

100% compliance with State's electronic records requirements

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

State of Arizona



## YOUR GRANTS CHEAT SHEET





### CREATE GENTRAL GRANTS DEVELOP A GRANTSRATEGY FIND A UNIFORM SOLUTION

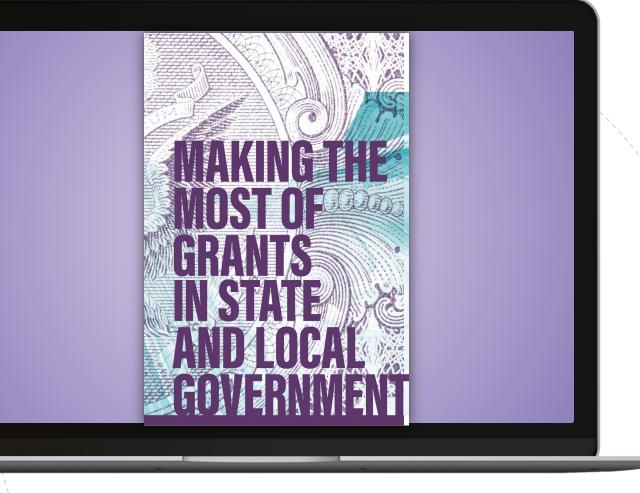
#### **OFFICE/TEAM**

This team or office should coordinate grants across agencies and can develop best practices while handling the administrative work. The types of grants that governments target should be strategic and align with larger mission goals. 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 moreheadto ecivis.com and <u>downloadhe whitepaper</u>





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