

# ***Municipal Grant Funding***





Municipal Consulting  
and Grant Writing

# Our Story



**G&G** Municipal Consulting and Grant Writing has been serving the municipal community since 2006.

We specialize in grant writing/administration, low/moderate-income (LMI), median household income (MHI), & demographic surveys for municipalities among other consultant services.

# Services

We have helped generate municipal funding amounts totaling approximately 150 million dollars & helped municipalities secure approximately 500 million in low-interest and 0% interest financing.



## Income Surveys

Reasonably priced median household income surveys that will enable you to apply for low interest loans and grants for infrastructure improvements.



## Consulting Services

Critical evaluation of all aspects of municipal projects to determine whether they are feasible, achievable, affordable, and sustainable.



## Grant Writing

We work closely with you to identifying grant funding that best suits your organization and that you are most qualified to win.

# “What’s a grant?”

Financial assistance given by the government or another organization that is used to achieve a specific purpose

# Grants: How To Start

Getting your municipality prepared:

- ▷ Create your “Strategic Plan”
- ▷ Register for System of Awards Management (SAM)
- ▷ Register online with grant funding agencies
- ▷ Be aware of applications and their deadlines

# Creating Your Strategic Plan

- ▷ What are your projects?
  - Project priorities
- ▷ Create a funding plan
- ▷ Gain public input

# SAM Registration

- ▷ System of Awards Management
- ▷ Obtain your Unique Entity Identifier (UEI)
- ▷ Make sure to update yearly



# Grant Funding Agency Registration

- ▷ Register with Grants.gov (Federal)
- ▷ Register with Grants Gateway (State)
- ▷ Other registrations such as FEMA, DOJ, etc.

# NYS Grants

- ▶ Consolidated Funding Application (CFA)
- ▶ Grants Gateway (State Application Portal)
- ▶ NYS Homes and Community Renewal (CDBG)
- ▶ Department of Transportation (DOT)
- ▶ NYS Unified Court System
- ▶ NYS Education Department

# Federal Grants

- ▷ Federal Emergency Management Agency (FEMA)
- ▷ Department of Justice (DOJ)
- ▷ Department of Homeland Security (DHS)
- ▷ Federal Department of Transportation (DOT)

# Income Surveys

**Communities with low median household incomes (MHI) or LMI status may qualify for USDA loans, grants, and CDBG funding. G&G Municipal Consulting provides accurate, inclusive surveys to help secure funding and reduce tax burdens.**

- **Town of Watertown-CDBG Awarded \$1,250,000 for Water Infrastructure**
- **Town of LeRayCDBG Awarded \$1,250,000 for Water Infrastructure**

# Grants of Interest

- ▷ Water/Sewer Infrastructure
- ▷ Economic Development
- ▷ Downtown Revitalization
- ▷ Parks
- ▷ Archiving
- ▷ Public Safety
- ▷ Urban Forestry

“Does my community  
qualify?”

*Maybe!*

# Applications & Deadlines

- ▷ Maintain a “Grant Calendar”
- ▷ Keep an application checklist
- ▷ Know your deadlines

# Administering the Grant

- ▷ Grant funding entity will notify you of the award
- ▷ Contract
  - ▶ Make sure to respond promptly!

***Remember:***  
Every grant is  
different!



# Administration Follow-Up

- ▷ **Maintain awareness of deadlines**
- ▷ **Keep an electronic record of all details**
  - **Have a physical record as well**
- ▷ **Try to create/maintain a relationship with someone who works for the grant funding entity**

“What if we don’t get  
the grant?”

*There’s still options!*

# Didn't Get The Grant..Now What?

- ▷ Review where it went wrong
- ▷ Project prioritization
- ▷ Review funding plan
- ▷ Have strong supporting documents
- ▷ Reapply

# Review: Where Did We Go Wrong?

- ▷ Ask funding entity for a debrief
  - ▶ Application scoring
  - ▶ Ask questions
  - ▶ “What did we do wrong, what can we do better”

# Project Prioritization

- ▷ Is this project still a priority in your community?
  - Should we reapply?
- ▷ Produce a new priority list
  - Reassess wants and needs “wish list”
- ▷ Change your definition of “No”. Your ask may not align with the grant funding entity’s desires

# Review Funding Plan

- ▷ Create an updated cost assessment
- ▷ Check matching funds requirements
- ▷ Verify your supporting documents

**REAPPLY!**

# Thank you!

Any questions?



@ggprocess



@ggprocess



@gg-process



(585) 368-8866



131 S. Union Street, Suite E8  
Spencerport, NY



PO Box 39  
Spencerport, NY 14559