The ABCs of Grants Management Part 1
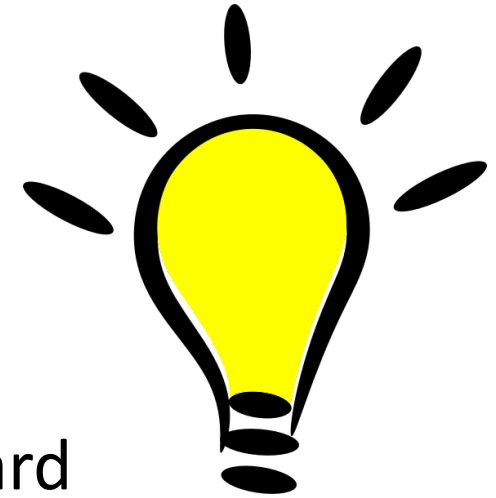
3/29/2022

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Grant? Can you relate?

What will you learn?

- Gain basic understanding of the grant industry

- Learn the difference between pre-award and post-award management

- Identify key strengths that an organization must have to be successful in managing awards, grants

- How to effectively look for funding opportunities

- Learn about tools to assist you in preparing grant applications

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What are some common misconceptions?

- #1 Grants are free money

- #2 Grants are easy to receive

- #3 Only the pre award (application process) matters

- #4 There are no rules to follow

- #5 You do not need to have a project in order to get a grant

Poll Question #1

Grant Industry

- Federal government spends over $500 billion annually

- Health and Human Services is the largest grant-making agency

- Grants come in all shapes and sizes
  - Federal
  - State
  - Federal pass through
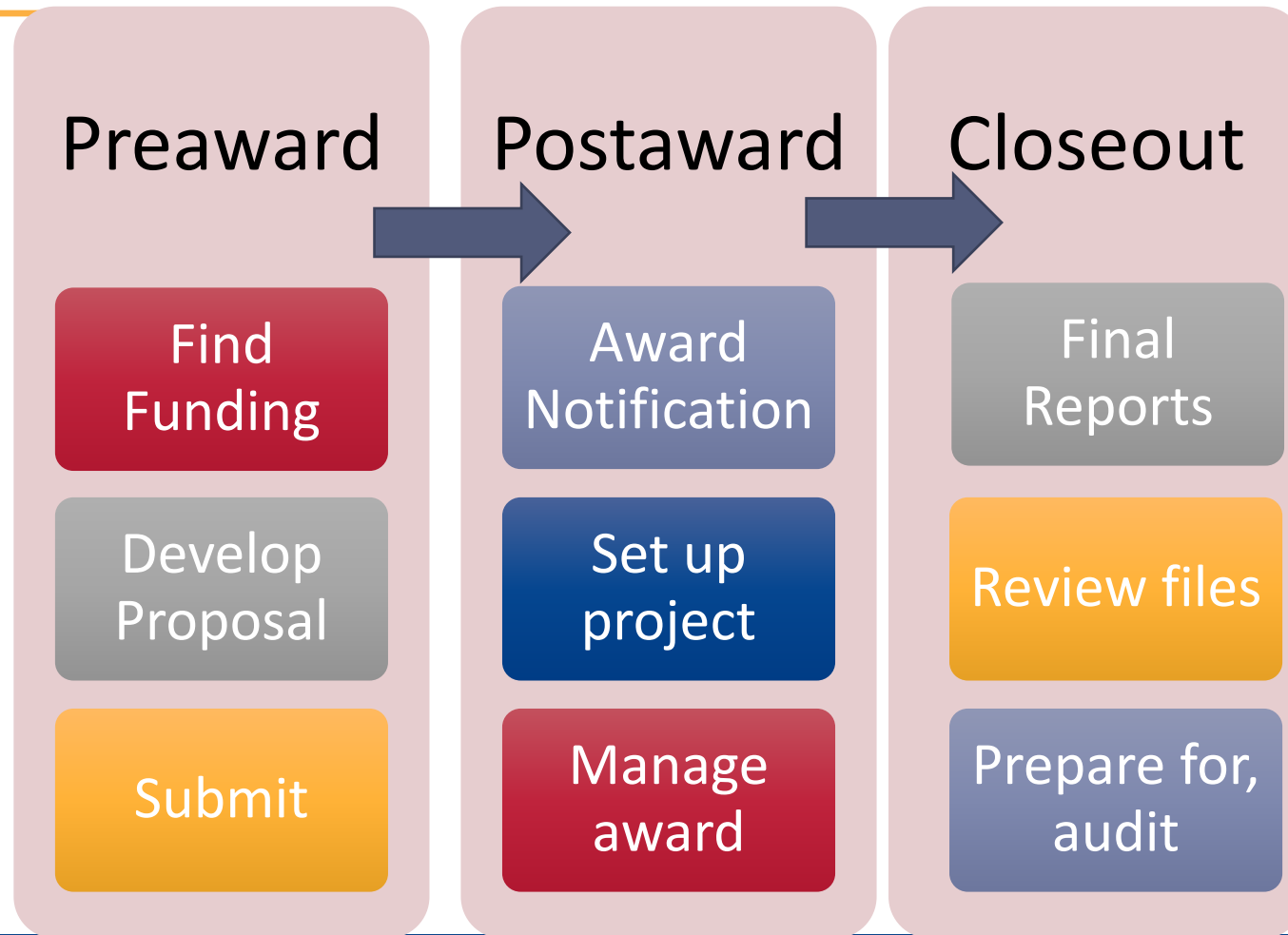 - Private Foundations

Grant Industry

- Competitive grants
- Formula grants
- Continuation

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Poll Question #2

Grant Lifecycle

What is meant by Pre-award?

- Activities that occur prior a grant being submitted
  - Searching for funding
  - Reviewing funding announcements
  - Writing the application, budget, develop the proposal
  - Identify partners, create network

What is meant by Post-award?

- Activities that occur once a grant is awarded
    - Reviewing the grant agreement, notice of award
    - Meeting with the project team
    - Implementing and managing the project
    - Reporting

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What is meant by Closeout?

- Activities that occur when the grant is almost complete
    - Final reports
    - Review documents, update files
    - Prepare for possible audit

Poll Question #3
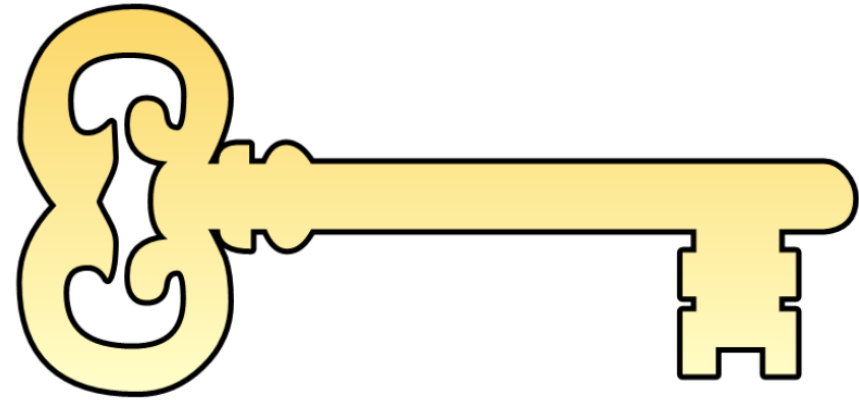
Before applying

- Policies, procedures

- Project or identify a need

- Collaboratives, develop relationships with partners

- Working relationship with finance and grant professional

- Senior level buy in

- Resources, capacity to work

- SAM.gov registration-Federal applications

- Create project management tools, tracking tools

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Key Resources for Funding Opportunities

- Local, or State Foundations

- State Agencies

- Federal government (Grants.gov)

- Rural Health Information Hub

- Grant spy, Foundation Directory Online, Grant Station (other paid grant services)

- Google

- Listservs, Social Media

- SDAHO weekly newsletter

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Tools to Prepare Applications

- Project Management tools

- Smartsheet

- Excel

- Templates

- Adobe Sign

- Share resources with other grant professionals

- Attend webinars (GPA, NGMA)

- Grant Chat Community (Social Media/FB page)

Q & A

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Thank you!

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Join us for ABCs of Grant Management Part 2
April 26 @ 12 noon CT

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