

### **Strengthening Capacity to Compete for Grant Funding**

*Counties rely on billions of dollars a year in grant funding to support their programs and services. From the federal government to the states to foundations, the monies come from a variety of sources. However, knowing how and where to go for the necessary grants is handled differently in each county.*

### **Tips for Getting Started with Grant Seeking**

1. Register on [www.grants.gov](http://www.grants.gov). Visit the site frequently to look for updates. On the home page, the New Opportunities This Week ([www.grants.gov/directpages/home\\_opportunities.jsp](http://www.grants.gov/directpages/home_opportunities.jsp)) is a fairly easy way to search grant opportunities.
2. The National Association of Counties (NACo) has developed the Grants Clearinghouse ([www.naco.org/MOTemplate.cfm?Section=Grants\\_Clearinghouse&Template=/TaggedPage/TaggedPageDisplay.cfm&TPLID=49&ContentID=25041](http://www.naco.org/MOTemplate.cfm?Section=Grants_Clearinghouse&Template=/TaggedPage/TaggedPageDisplay.cfm&TPLID=49&ContentID=25041)). The Grants Clearinghouse streamlines and simplifies the grant-seeking process for member counties.
3. Regional Planning Councils provide grant writing assistance, schedule regular meetings with staff to update them on your program and service goals. Enlist their support in identifying appropriate streams of funding.
4. Register with Illinois Resource Net (IRN) (<http://illinoisresource.net>): A funding Access Initiative; it is a university-based resource providing Illinois nonprofits and local units of government with the technical assistance and training.
5. Develop a continuous proposal development strategy, researching past as well as present funding opportunities, collecting documentation required for grant submission, and information necessary for building a strong case for funding.

### **10 Tips for Getting More Funding**

1. Learn as much as possible about each program to which you intend to apply
2. Involve others in your project, but be judicious; have a purpose for their involvement
3. Customize each proposal to the requirements of the funder
4. Get reviewers comments for non-winning proposals and use their feedback in future proposals ([www.fcc.gov/foia](http://www.fcc.gov/foia))
5. Include only support letters that demonstrate a real commitment on the part of the sender
6. Make grant-seeking part of your agency's strategy—don't put all your eggs in one basket
7. Be specific in your budget; most funders have generous allowances for budget length
8. Don't include materials other than those specifically requested by the funder
9. Have an outsider edit your proposal before you submit it
10. Follow directions

### **Sources of Funding for Green Industry**

- **American Recovery and Reinvestment Act of 2009: State Energy Sector Partnership (SESP) and Training Grants**

[http://www.doleta.gov/pdf/SESP\\_Summaries.pdf](http://www.doleta.gov/pdf/SESP_Summaries.pdf)

The Illinois State Energy Sector Partnership will develop a statewide strategy to meet the workforce development needs of employers directly involved in green energy industries. This collaborative project will analyze and determine the occupational and skills needs of the green energy sectors where investments will be made, and develop a statewide strategy for training workers in targeted industries. The program will implement such projects as the Greater Rockford Solar Initiative, and the Chicago Green Jobs for All Initiative which will provide training and certification to targeted populations.

- **Energy Innovation – Fuels from Sunlight**

<http://www.grants.gov/search/search.do;jsessionid=1NTdLCbJnRTRs2j1JnylRGcqQ14ySY3WL79Lz2GFHrBL3JCCWhqh!-159839958?oppld=50809&mode=VIEW>

The Department of Energy will launch three Energy Innovation Hubs in FY2010: Fuels from Sunlight, Energy Efficient Building Systems Design, and Modeling and Simulation for Nuclear Reactors. The Secretary of Energy has identified the problems in these topic areas as presenting the most critical barriers to achieving national energy and climate goals while having proven resistant to solution by conventional Research and Development enterprise structures. In a new Research and Development structure modeled on the Department's successful Bioenergy Research Centers, each Hub will comprise a highly collaborative team, spanning multiple scientific, engineering, and where appropriate, economics, and public-policy disciplines. By bringing together top talent across the full spectrum of Research and Development performers, including universities private industry, non-profits, and National Laboratories, each Hub is expected to become a world-leading Research and Development center in its topical area. The Hubs will seek to rapidly drive energy solutions to their fundamental limits. Each Hub will support cross-disciplinary Research and Development focused on the barriers to transforming its energy technologies into commercially deployable materials, devices, and systems. The ultimate goal of each will be to advance a highly promising area of energy science and technology to the point that the risk level will be low enough for industry to deploy solutions into the marketplace. After nearly 3 billion years of evolution, nature can effectively convert sunlight into energy-rich chemical fuels using the abundant feedstocks of water and carbon dioxide.

- **Assisted Housing Stability and Energy and Green Retrofit**

<http://www.grants.gov/search/search.do;jsessionid=6Ks6LChJQfJGT1Qg1Hn8r7GVVwxb2NL1dBG9yG1nPtd5nGgZtJHZ!-159839958?oppld=45922&mode=VIEW>

Grants and loans will be made available through HUD's Office of Affordable Housing Preservation (OAHP) for eligible property owners to make energy and green retrofit investments in the property, to ensure the maintenance and preservation of the property, the continued operation and maintenance of energy efficiency technologies, and the timely expenditure of funds. Physical and financial analyses of the properties will be conducted to determine the size of each grant and loan. Incentives will be made available to participating owners. The terms of the grants or loans will include continued affordability agreements. Grant and loan funds must be spent by the receiving property owner within two years. Full detail of how to apply, and grant and loan terms, will be published in a Housing Notice within 60 days of the Recovery Act being signed into law (by April 17, 2009).

- Recovery Act – Green Capacity Building Grants**  
<http://www07.grants.gov/search/search.do;jsessionid=zJk7LCYL2gYBSK4ypKp7XqFXdQRsnwhGtSnMh2C532L7clysTtpP!-549041451?oppld=48076&mode=VIEW>  
 The Department of Labor (DOL) announces the availability of approximately \$5 million in grant funds for projects that build the capacity of DOL-funded training programs to ensure that targeted groups are prepared to meet the needs of our country's expanding green industries. Only active DOL-funded grantees (eligible grantees specified in the SGA) are eligible to apply. Specifically, this SGA supports capacity building for organizations to provide training for entry-level positions leading to career pathways and/or additional training in the energy efficiency and renewable energy industries. The Department expects to award between 50 and 100 grants under this competition, providing awards ranging from \$50,000 to \$100,000.
- American Recovery and Reinvestment Act of 2009: Pathways Out of Poverty Grants**  
[http://www.doleta.gov/pdf/Pathways\\_Poverty\\_grants.pdf](http://www.doleta.gov/pdf/Pathways_Poverty_grants.pdf)  
 Jobs for the Future, in partnership with the AFL-CIO Working for America Institute, will dramatically ramp up pathways into green industries for unemployed and disadvantaged individuals in neighborhoods in five cities that are seriously impacted by the current economic downturn: Chicago, Detroit, Los Angeles, Milwaukee, and Philadelphia. Through this project, JFF will deliver expanded education, training, job placement, and retention services in these communities through local affiliates of the National Fund for Workforce Solutions (NFWs), which is a \$30 million project that expands high impact workforce partnership initiatives across the country.
- American Recovery and Reinvestment Act of 2009: Energy Training Partnership Grants**  
[http://www.doleta.gov/pdf/ETP\\_SGA\\_Award\\_Summaries\\_120409.pdf](http://www.doleta.gov/pdf/ETP_SGA_Award_Summaries_120409.pdf)  
 This project will provide training to ironworkers who require up skilling for the renewable wind energy sector, and will place ironworkers on wind turbine erection projects. The National Ironworkers and Employers Apprenticeship Training and Journeyman Upgrading Fund will partner with five of its local labor management apprenticeship committees with existing training centers. Wind turbine contractors and employers working in the five communities with expressed need for ironworkers will obtain portable training certificates and attend a public education technical training and education institution specializing in training in wind turbine erection and maintenance.
- American Recovery and Reinvestment Act of 2009: Energy Training Partnership Grants**  
[http://www.doleta.gov/pdf/ETP\\_SGA\\_Award\\_Summaries\\_120409.pdf](http://www.doleta.gov/pdf/ETP_SGA_Award_Summaries_120409.pdf)  
 The grantee will prepare the unemployed and incumbent sheet metal workforce for careers in energy efficient building construction, retrofitting, and manufacturing through a series of customized training courses that address the skills gap of the targeted workforce. Training will feature three areas of instruction: 1) Advanced Building Information Modeling (BIM); 2) HVAC Testing, Adjusting, and Balancing (TAB); and, 3) Phenolic Installation.