

FUNDED

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Grantseeking, Reinvented: Grants Office Communities, a Revolutionary New Tool

Also: Nonprofit insights from Form 990s, expert funding strategies, AI's promises and pitfalls, Tribal Funding updates, key federal changes, and more.



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Dear reader,

In addition to the broad landscape of grant-related news and updates you've come to expect from each issue of FUNDED, we're thrilled to announce that Grants Office Communities (communities.grantsoffice.com) has officially launched! Grants Office developed this platform to streamline the searching and managing of grants and projects, and we believe it will transform how grantseekers across the public sector **find** federal, state, and foundation grant opportunities and **manage** their projects, teams, and proposals. If you haven't had a chance to check it out yet, please do. There's a **free 2-week trial** and subscription levels for both individuals and teams.

Also in this issue of FUNDED – Dr. Liz Shay has surveyed the depths of the Form 990, the tax return some of you may already be familiar with, for insight into what an entire nation's worth of nonprofit filings reveal about the composition and direction of our robust nonprofit sector.

This issue also places a heavy emphasis on resources (or **tools**, if you will) – both internal and external – that can help drive your organization's grantseeking forward, even in times of change and uncertainty. You'll find tools to help you develop your personal skillset and succeed at funding transformational projects across your community.

As we often say, we've included something for everyone, at every level of experience with grants.

And we're certainly not ignoring the environment all this is happening in. For those who want to keep an ear to the ground, we continue to maintain a dedicated web page (grantsoffice.com/Learn-from-Us/Grant-News/article/1553) on the latest developments in federal funding, the review and award process, and our expectations for how a proactive grants strategy today can pay dividends tomorrow, and beyond.

Be sure to check out the timely and informative **Grantscasts** our team has presented this year, and register for the ones to come. And as always, if you have comments, feedback, corrections, or topics for future issues, feel free to drop me a line at: mpaddock@grantsoffice.com.

I hope you enjoy this issue of FUNDED as much as we have enjoyed bringing it to you!

Sincerely,

Michael Paddock

Editor and Publisher,
FUNDED



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U.S. Nonprofit Organization Trends: Insights from IRS Form 990 Filings

Dr. Liz Shay, Senior Grants Development Consultant

Nonprofit organizations have been an integral part of society for centuries, but the modern sector largely took shape after the Tax Reform Act of 1969. Today, there are more than 1.8 million active nonprofits, spanning a wide range of categories, including:

- 501(c)(3) charitable organizations, foundations, and religious entities
- Social welfare organizations and civic leagues (classified as 501(c)(4) entities)
- Chambers of commerce, trade associations, and other business leagues (classified as 501(c)(6) entities)
- Social clubs (classified as 501(c)(7) entities)
- Political organizations (tax-exempt under section 527)

All nonprofit organizations must file Form 990 annually with the Internal Revenue Service (IRS). While the data is about a year behind, these forms become public record and, along with the IRS 990 Business Master File, offer valuable insight into nonprofit activities, finances, and trends.

Want to learn more about IRS Form 990 and how to read it? Check out “How to Leverage Form 990s to Identify Aligned Foundation Funders” in our February 2025 issue of FUNDED.

Exploring the characteristics of nonprofits can help us better understand the kind of work happening across the United States. Of the 1.8 million organizations, about 50,000 are public charities that make grants either to individuals or organizations, and even more are private charities that may make grants as well. Knowing a nonprofit's 990 data may help your own organization establish partnerships that may increase your impact and expand your work.



OVERVIEW OF ACTIVE U.S. NONPROFITS

Most active nonprofits in the United States are 501(c)(3) public charities and include those roughly 50,000 grantmakers already mentioned and a wide variety of nonprofit organizations working directly in their communities, including religious entities. The grantmakers in this section are required to fill out a Schedule I with their Form 990, allowing you to see their grantmaking activities in a clear and consistent manner. Using this information can help you better align with a foundation's priorities in your grantseeking efforts.

Approximately 10% of that 1.8 million are 501(c)(3) private foundations, many of which do grantmaking, although their Form 990s can sometimes be more difficult to read. And the final large category is 501(c)(x) Other Nonprofits, at about 18% of all active nonprofit organizations. These entities are unlikely to be grantmakers, with occasional exceptions, but may do work that is well-aligned to your organization, making way for potential impactful partnerships.

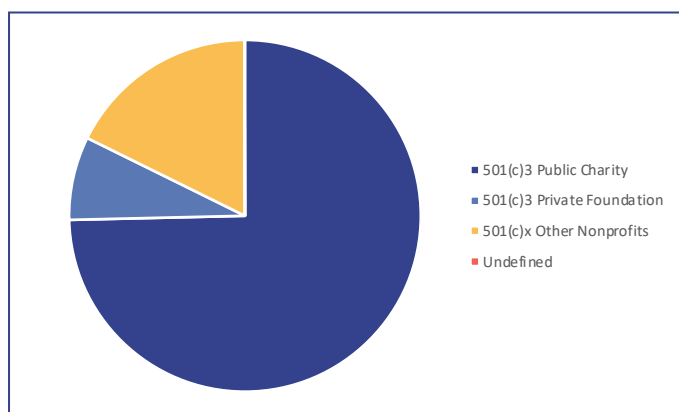


Figure 1: Total active nonprofit organizations by tax-exempt category type.

AGE OF ORGANIZATIONS

The IRS 990 Business Master File contains chronological information about nonprofit organizations, collected for almost 40 years. Almost 15% of active nonprofits have been around since before 1990, showing a long history of work. Due to the rise of the internet and the ability for organizations to not only work more efficiently but also receive online donations, the largest group of active nonprofit organizations was formed in the 2010s. We also saw over 350,000 nonprofit organizations formed during the current decade, many in response to the COVID-19 pandemic.

Although the age of a nonprofit organization does not necessarily reflect its work, organizations that have existed for longer typically have more stable activities. This stability can allow you to make better predictions about upcoming grantmaker priorities, as well as have a better sense of an organization's work when looking for programmatic partnerships. Newer organizations are often more responsive to current trends or concerns, so they may be good partners if you are working on emerging topics for your community.

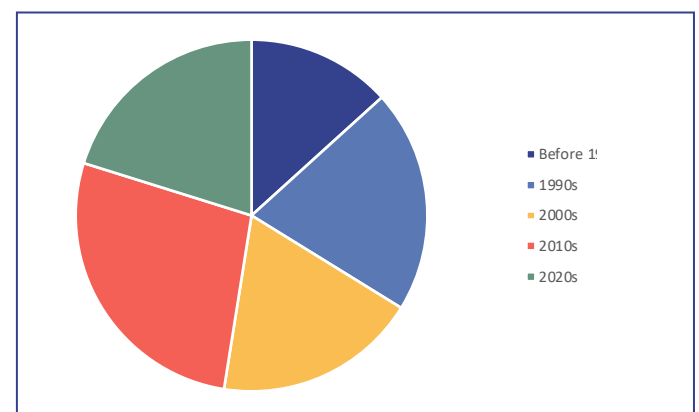


Figure 2: Total active nonprofit organizations by decade formed.

FINANCIAL SIZE

Nonprofit organizations report their end-of-year assets as part of their Form 990, providing keen insight into an organization's size. Almost three-quarters of organizations, the vast majority of which are not grantmakers, have less than \$100,000 in assets, often reflecting their desire to utilize their resources to impact their communities as quickly as possible. The next most common size is between \$100,000 and \$500,000. This category includes a mixture of grantmakers and other nonprofit organizations.

As shown in the chart below, nonprofit organizations come in many different sizes. Many of the largest nonprofit organizations reflect grantmaking organizations because they use the income of their investments to make grants for future years, with larger assets allowing for more grants. However, these largest organizations are often also the most likely to be publicly visible, and therefore have more competitive grant programs. Knowing the size of an organization's end-of-year assets, along with other details from their Form 990, can help when your organization explores potential funders, especially if there isn't a lot of public information and you plan to reach out with a Letter of Intent.

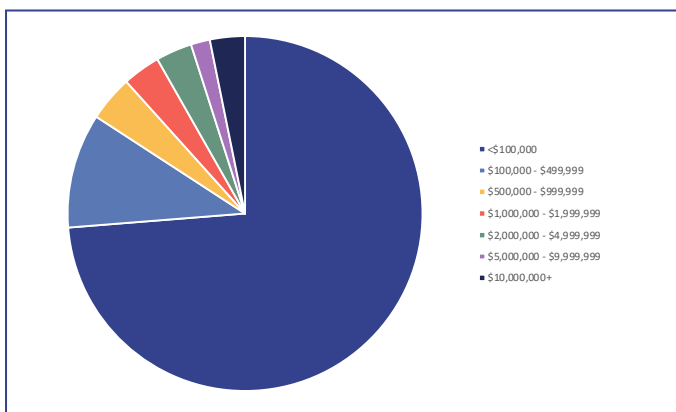


Figure 3: Total active nonprofit organizations by end-of-year assets size.

U.S. NONPROFIT ORGANIZATION ACTIVITIES

Nonprofit organizations classify themselves using the National Taxonomy of Exempt Entities (NTEE), which groups organizations by their mission and their services. These NTEE codes include multiple divisions, which get progressively more specific. We aren't going into quite that level of detail for this article, however, exploring some of the high-level categories can give us an understanding of priorities for active nonprofits across the country.

Industry Groups

The first division is an organization's industry group, where one of eleven categories is selected. Human Services is the largest industry group, making up slightly over a quarter of all active nonprofits, and includes everything from crime prevention organizations to housing supports to youth development agencies. Other large industry groups include Public, Social Benefit (including civil rights organizations, advocacy groups, and public policy entities), Religion Related (predominantly places of worship, although also including advocacy and outreach), and Education (K-12 schools, early childhood education, extended learning time organizations, etc.).

If you are part of a nonprofit organization, it's helpful to know what your NTEE code is. It is very possible that your services may cross multiple categories, although the NTEE code is decided by your primary function. When looking for grantmakers or partners that align with your mission, start by exploring others in your industry group. You should also consider adjacent industry group. For example, if you are an education entity, you may find alignment with a nonprofit whose mission supports human services.

Some industry groups are easier to fund than others, so if your organization has multiple programmatic areas, explore alignment with industry groups that have a greater number of active organizations.

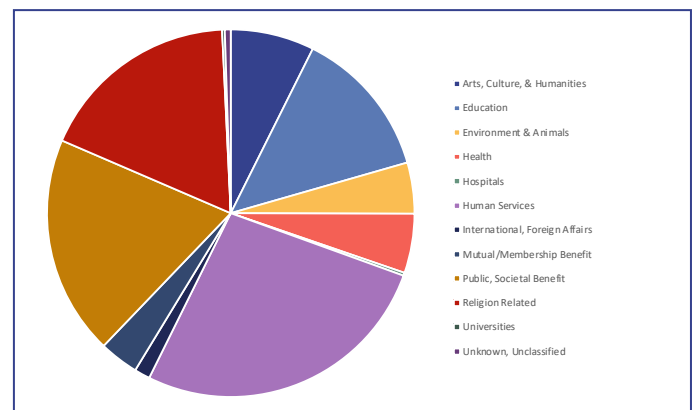


Figure 4: Total U.S. nonprofit organizations by industry group.

Major Groups

To better understand the variety of priorities within these industry groups, let's look a little deeper into the second NTEE division, the major group division, which captures the broad scope of work that a nonprofit organization is dedicated to.

The first industry group we will explore in this division is Human Services (Figure 5), which is the most popular classification of active nonprofit organizations. The broadest option, just listed as Human Services, encompasses many focus areas and is the largest major group chosen for this industry group. Other popular major groups include Recreation & Sport and Youth Development.

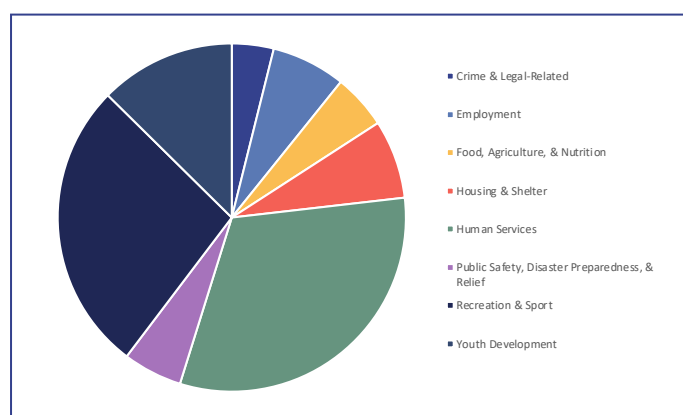


Figure 5: Total Human Services nonprofit organizations by major group.

We'll also take a look at the Healthcare industry group (Figure 6). Of note, this category does not include hospitals (they are their own industry group), however, almost half of these organizations concentrate on general Healthcare topics, either on their own or through partnerships, and a quarter is focused on Mental Health and Crisis Intervention.

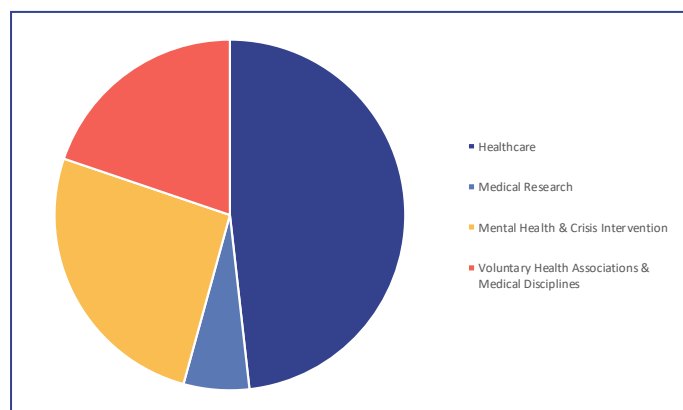


Figure 6: Total Healthcare nonprofit organizations by major group.

Knowing the major group a nonprofit belongs to can help you narrow your search for the right partner or funder. If an organization lists several focus areas, this classification can also reveal which priorities matter most to them.

Organization Type

The final NTEE code that we are exploring today is organization type, used to define the type of support an organization is providing to its communities. There are eight options within this category and the vast majority (almost 90%) of U.S. nonprofit organizations are classified in this code as Regular Nonprofits, meaning they are focused on their own activities. That's followed by groups that provide Monetary Support, or grant makers, either to multiple organizations or a single organization. Single-organization-focused nonprofits are mainly focused on fundraising for a related entity, such as a school, library, or government, while multiple-organization-focused nonprofits are typically looking to support like-minded nonprofit entities, either through competitive grant processes or by board selection.

This organization type, Monetary Support – Multiple Organizations, is the most relevant for grantseeking. Within this type, look for the intersection of relevant industry group, major group, and this organization type to have the best chance of finding nonprofit grantmakers interested in supporting your organization and consider the other organization types for opportunities to develop partnerships to expand your organization's impact.

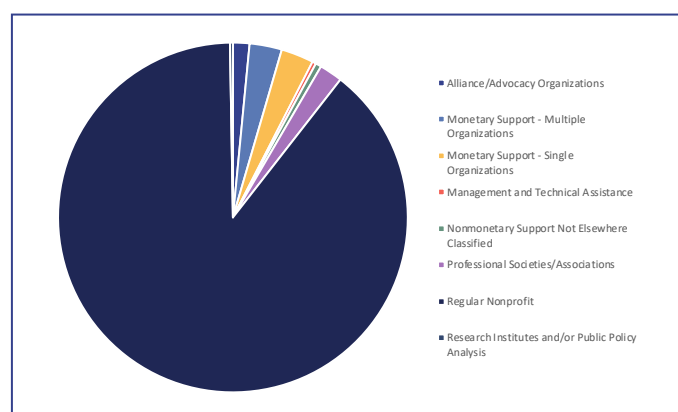


Figure 7: Total U.S. nonprofit organizations based on NTEE organization type.

U.S. NONPROFIT PREVALENCE BY STATE

The final way we will explore the active nonprofit organizations in the U.S. in this article is through their locations. Every state has many active nonprofits; even the state with the fewest organizations (Wyoming) has over 5000 entities. California has the most active nonprofit organizations by far, with almost 200,000 in total, which makes sense considering it also has a large population. It is important to note that this information is about all nonprofit organizations, not just grantmakers, and it doesn't take any grantmaking activities outside of their own communities into account.

As can be seen (Figure 8), there are likely to be active organizations beyond just your own within your community. Explore the area around you to understand the work being done by nonprofit organizations in your area. Consider their alignment with your own organization's work, either for potential grantmaking or for partnerships. If you are already familiar with your immediate community, explore slightly further into other parts of your state or region.

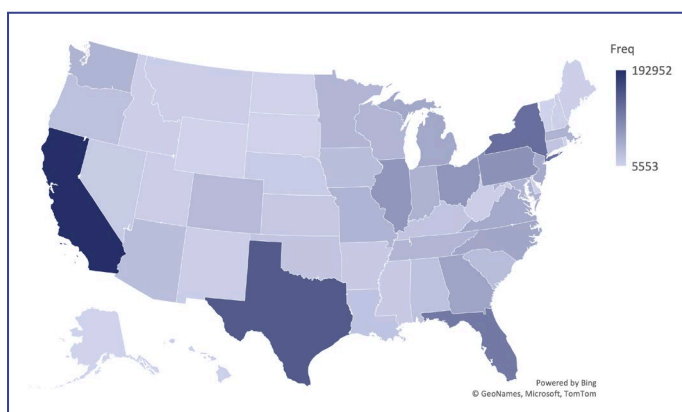


Figure 8: Total active U.S. nonprofit organizations by state.

Because population varies so much between states, the differences in total numbers of active nonprofit organizations only give us part of the picture. When we take population into account, another pattern emerges. The most active nonprofit states, on a per capita basis, are Montana and Vermont, with Wyoming and Iowa close behind. Utah pops out as the least active state compared to their population, with Kentucky and Arizona having similar patterns.

Some states, either through legislation or culture, are more receptive to nonprofit work. Since many nonprofit organizations are focused on their local communities, states with a lot of active nonprofits per capita (Figure 9) may reflect more opportunities, relative to other states. Doing work in these most-active states may give you more potential partners, either through grantseeking or through programmatic collaboration.

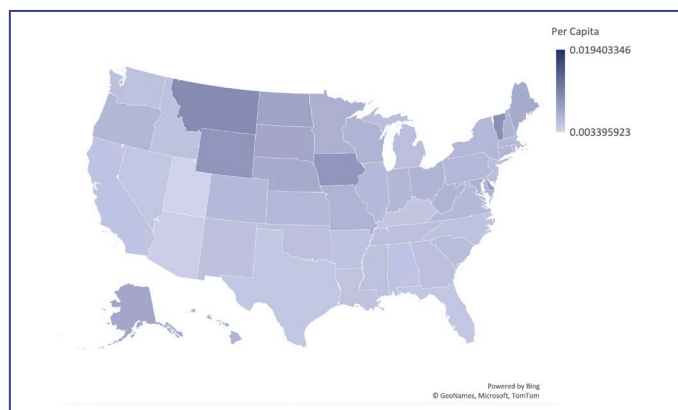


Figure 9: Number of active U.S. nonprofit organizations per capita in each state.

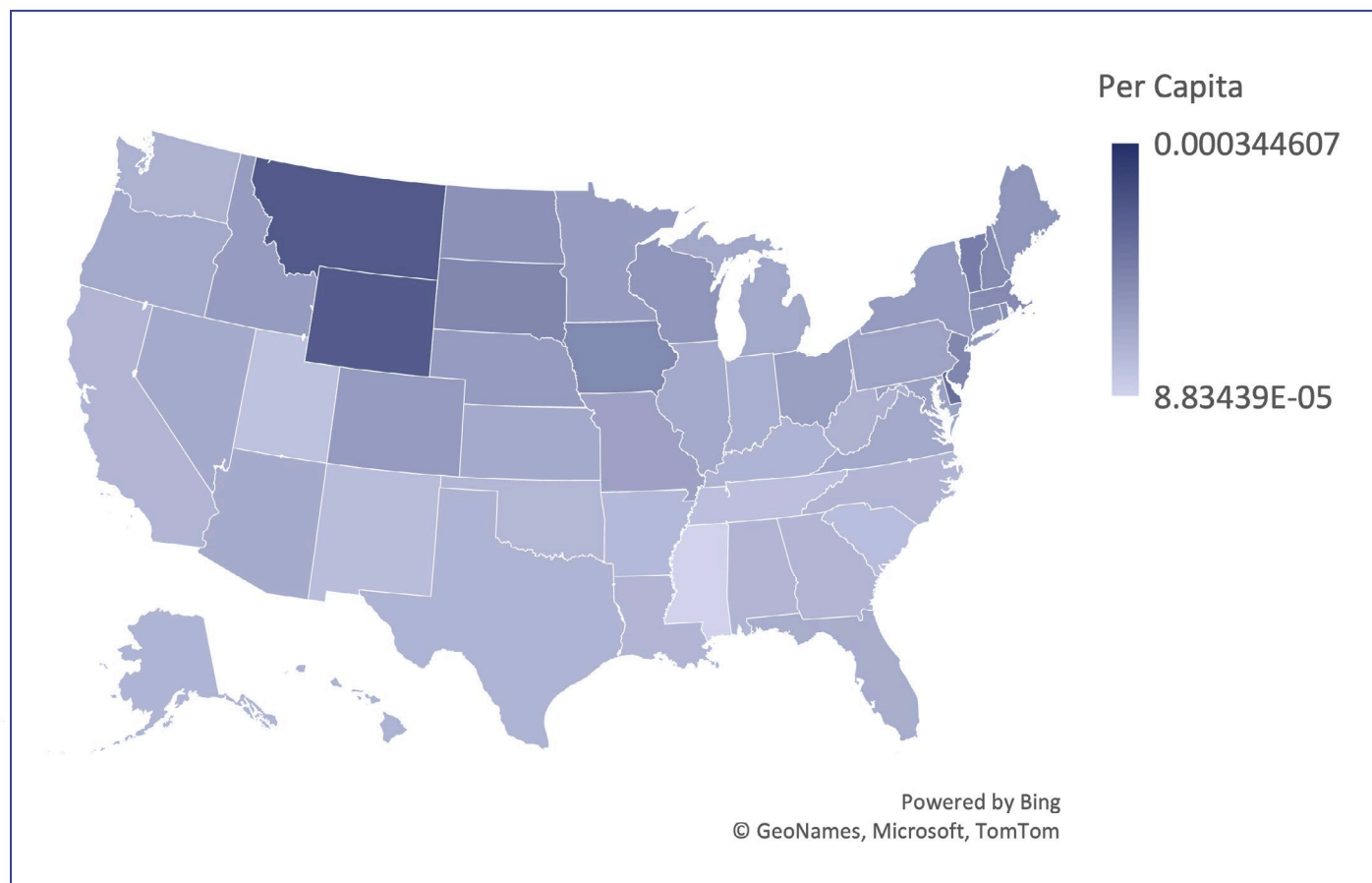


Figure 10: Total active multiple-organization grantmakers per capita in each state.

Looking only at the approximately 50,000 organizations that classify themselves under the Monetary Support – Multiple Organizations NTEE organization type, we can explore a large percentage of the grantmakers. We can see that Montana, Wyoming, and Delaware host a high number of active grantmakers relative to their populations and Mississippi has a relatively low number of grantmakers, compared to its population.

If your organization works in a state with a lot of active grantmakers, you may have a better opportunity to find these types of monetary partnerships when grantseeking, but regardless of your location, every state has active grantmakers,

even Alaska, with only 100 active organizations. Identifying these organizations can be a great place to start.

The U.S. has a plethora of active nonprofit organizations serving their communities and their Form 990s can provide a sense of the types of activities that they are doing, as well as the type of support that they provide. There is so much variation across these organizations, so there is sure to be a good fit for partnerships. Whether you are grantseeking or searching for a partner for your programmatic work, consider the data available and find a best-fit opportunity.

Funding the Future: Technology and the Rural Health Transformation Program

Amber Walker, Grants Development Associate (Healthcare)



In our last issue, we explored the basics of technology 101 for the grant writer in healthcare and emphasized that healthcare grant writers will increasingly need to familiarize themselves with advances in healthcare delivery. They will need to dedicate time and thought to effectively narrate to funders the necessity or reliance on technology. As evidence of the increased focus on innovations in healthcare, we will examine the Rural Health Transformation Program (RHTP) and how technology is a pillar of the application guidance and a priority of the funder. This program is a historic and first-of-its-kind investment in rural healthcare.

The Rural Health Transformation (RHT) Program, administered by the Center for Medicaid and Medicare, is intended to help State governments to support rural communities across America in improving healthcare access, quality, and outcomes by transforming the healthcare delivery system. The program will provide \$50 billion in total funding over the next 5 years (FY26 – 31). The program outlines five strategic goals, of which technology innovation is outlined. The notice of funding opportunity provides the following guidance: “to foster use of innovative technologies that promote efficient care delivery, data security, and access to digital health tools by rural facilities, providers, and patients. Projects support access to remote care, improve data sharing, strengthen cybersecurity, and invest in emerging technologies.” Furthermore, the guidance outlines a list of eligible uses of funds and directs applicants

Learn more about the Rural Health Transformation (RHT) Program at www.cms.gov/priorities/rural-health-transformation-rht-program/overview

that they must address at least three, of which “consumer tech solutions” and “IT advances” are specifically outlined. By “Consumer tech solutions,” the guidance goes on to expand: to “promote consumer-facing technology-driven solutions for the prevention and management of chronic diseases”, and “IT Advances, to: “provide technical assistance, software, and hardware for significant information technology advances designed to improve efficiency, enhance cybersecurity capability development, and improve patient health outcomes.

In addition to these two eligible uses of funds, technology can and will be interwoven throughout the other eligible uses and is specifically addressed in the proposal narrative. For example, applicants may need to elaborate on how they will use new and emerging technologies to emphasize prevention and chronic disease management, and how they plan for the long-term sustainability of those adopted technologies. Applicants may also need to defend how they utilize data-driven solutions, using the example “electronic health information exchange (HIE).”

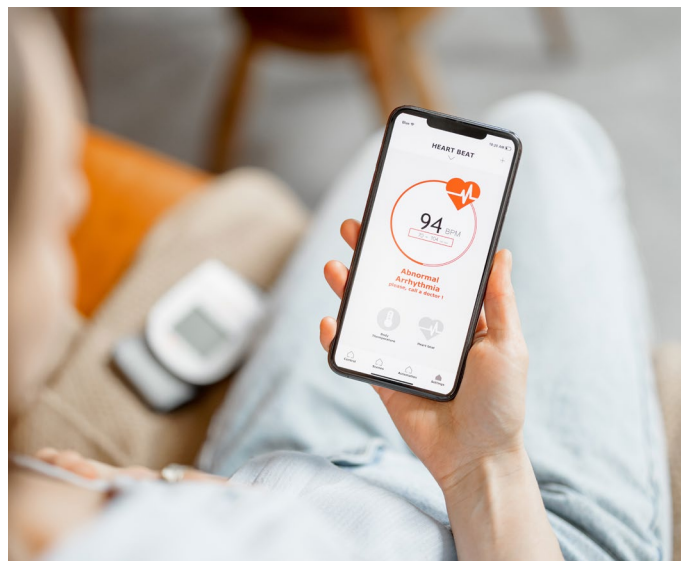
The Rural Health Transformation Program is one example of a federally funded grant opportunity for states to implement transformative delivery systems. States will compete against one another for funds, and tech-savvy grant writers will have a competitive edge as they translate complex systems into clear and succinct language for the application reviewers.

Not all grant opportunities will be as complex as the RHTP; however, grant writers in healthcare should continue to prioritize their knowledge in this area. As more healthcare services rely on technology, an informed writer will be able to facilitate collaboration among many stakeholders, including IT personnel, clinicians, administrators, and foundation or funding entity staff. This knowledge will be hugely beneficial when it comes to the budget narrative as well. By being able to connect the dots between technology and healthcare, writers position themselves to give credibility to their narrative by explaining the justification of the technology cost.

DEFINITIONS:

Consumer tech solutions refer to digital tools and technologies that empower individuals to manage their health and wellness. Consumer tech solutions in healthcare can include: mobile health apps, wearable devices including “smart watches, glucose monitors, and implantable devices,” and telehealth platforms.

Electronic health information exchange is a system that allows healthcare providers, including doctors, nurses, and pharmacists, to securely access and share a patient’s vital medical information electronically. The exchange of information enhances the speed, quality, safety, and cost-effectiveness of patient care.



At the end of the day, technology in healthcare is not going anywhere, and grant writers who do not keep up with their knowledge will be at a significant disadvantage. As healthcare continues to evolve with innovations such as telehealth, electronic health records, artificial intelligence, and remote patient monitoring, funders are increasingly prioritizing proposals that incorporate or address these advancements, as seen with the Rural Health Transformation Program. A grant writer who understands how these technologies impact care delivery is best equipped to craft proposals that demonstrate innovation, feasibility, and alignment with funders’ goals. Without this knowledge, it is difficult to justify technological investments or highlight an organization’s readiness to implement tech-based solutions, which are critical to securing funding in today’s healthcare grants landscape.

Learn more about the Rural Health Transformation (RHT) Program at communities.grantsoffice.com/s/grant/a0BQk000003zf1JMAQ/rural-health-transformation-rht-program

Building Organizational Capacity to Expand Grant Funding Opportunities

Marc Smithers, Grants Development Associate

Imagine two institutions of similar size, both pursuing grant funding for promising, mission-driven projects. At the first, grantseeking falls to one or two staff who juggle it alongside donor engagement, research oversight, and other duties. They devote short bursts of effort—often one or two weeks at a time—to meet looming deadlines. While this team has won smaller grants over the years, limited investment from leadership means their capacity remains fixed and barely sufficient for their needs. Leaders may wish for bigger awards, but without intentional investment, those ambitions rarely translate into results.

The other institution, however, has won several large awards just over the last year despite having the same level of staffing as the first institution. Since this institution has established a culture of grantseeking, its leaders have aligned organizational resources, both human and financial, to ensure staff have time and support to prioritize grant activities. Leadership routinely assesses workloads and reallocates responsibilities to protect the grantseeking capacity of both frontline and supporting staff.

This disparity is common, and the reason is clear: institutions that intentionally build organizational capacity for grantseeking succeed more often than those that treat it as an occasional task. Too many organizations view grant applications as an “as-needed” project rather than part of an ongoing strategy. Those who recognize organizational capacity building as foundational can position themselves to thrive in an increasingly competitive funding landscape.



WHY IS ORGANIZATIONAL CAPACITY IMPORTANT?

In the nonprofit world, capacity building is a familiar term. The National Council for Nonprofits¹ defines capacity building as “whatever is needed to bring an [organization] to the next level of operational, programmatic, financial, or organizational maturity, so it may more effectively and efficiently advance its mission into the future.” Organizational capacity is often a deciding factor that grant funders use to assess an applicant’s ability to successfully manage a grant award and see a project through to its successful completion. Funders view grant awards as a type of investment, both in the cause they support and in the institution to which they award funding to address that cause. Funders want to ensure that the investment they make is worthwhile, and an awardee’s organizational capacity is an important way applicants demonstrate to funders that they are a good investment for that funder to make.

For organizations seeking to expand their grant portfolios, investing first in capacity is essential. Doing so not only strengthens alignment around mission and resources but also increases the ability to pursue larger and more complex funding opportunities.

1. <https://www.councilofnonprofits.org/files/media/documents/2023/a-network-approach-to-capacity-building.pdf>



WHAT IS ORGANIZATIONAL CAPACITY?

While there is no single framework for measuring organizational capacity (see Nordin, Khatibi, and Azam, 2022², for a thorough review of existing literature), there are general principles to keep in mind. These principles typically fall into two categories: resources and capabilities.

- Resources: human resources (both internal staff and external stakeholders such as boards of directors), financial resources (grants, donations, and earned income), and structural resources (facilities, technology, systems)
- Capabilities: how successfully the institution uses its resources, such as management effectiveness, innovation, and the ability to adapt to economic threats and opportunities

Just as the principles that help understand an organization's capacity have no universally agreed-upon framework, how an organization can grow its capacity can also take many forms. Online assessments that measure organizational capacity abound, and there are various types of leadership development, financial coaching, and strategic planning consulting options institutions can utilize. Whatever the approach, the first step in organizational capacity building is for institutional leaders and key stakeholders to make an intentional commitment to give their time, attention, and, if possible, financial resources toward the overall goal of capacity building. Increasing an institution's human, financial, or structural resources or the capabilities of these resources does not happen by accident and requires the investment of time and energy for its intentional growth.

GRANTSEEKING AND ORGANIZATIONAL CAPACITY

Organizational capacity has a direct impact on an institution's ability to engage and be successful in grantseeking. Taking the time to build organizational capacity, then, should be viewed by institutional leaders as a worthy investment of both time and energy that will pay off in future grantseeking success. Funders know how important organizational capacity is to their ability to do the best they can with their money, which is why there are several opportunities that fund capacity-building initiatives for awardees. In a future issue, we will highlight a few of these opportunities and strategies your organization can use to submit a competitive application for these programs. In the meantime, encourage those in leadership at your institution to begin the work of committing to an organizational capacity assessment. This can be one of the most effective strategies your institution undertakes to advance its mission and expand its funding potential.

2. <https://pmc.ncbi.nlm.nih.gov/articles/PMC9513309/#CR44>

Tribal Funding Series Part 4: Education Grants

Amanda Day, Grants Development Consultant (State and Local Government)

Education grants play a vital role in the well-being and future of Native American tribes. These funds help to address and reconcile the effects of historical injustices that limited educational access and opportunities for Indigenous communities. Beyond addressing inequities, these grants strengthen cultural preservation by supporting language preservation, traditional knowledge, and community-based education. They also empower tribes to exercise greater self-determination by creating pathways for leadership, capacity building, and local decision-making. In addition, education grants contribute to long-term economic development by equipping tribes with skills, training, and credentials that expand career opportunities, strengthen tribal governance, and promote sustainable community growth.

Historically, federal education policies, particularly the residential boarding school system, were designed to assimilate Native American children and eradicate their languages and cultures. This history has had a lasting impact, contributing to underfunded schools on reservations and a lack of academic preparation for many Native students. As a result, Native American students have faced significant barriers. Education grants help to lessen these challenges by providing financial support for students through scholarships and grants. They also help to fund and strengthen schools on reservations, including Tribal Colleges and Universities (TCUs).

CHALLENGES TO NATIVE STUDENTS

Financial challenges – high poverty rates among tribal communities make it difficult to afford tuition and other expenses.

Lack of resources – tribal schools in remote areas often lack basic resources that non-native schools provide.

Prejudice – native students often face discrimination, which can negatively affect their educational experience and outcome.

Isolation – students attending non-tribal schools might experience isolation and lack support.

Several federal programs illustrate how education grants directly support tribal nations. For example:

- The **Tribal Colleges and Universities (TCU) Program** provides funding to strengthen institutions that serve Native students, ensuring access to culturally relevant higher education.
- **Tribal College Initiative Grants** provide funding to Tribal Colleges to make capital improvements to their educational facilities and to purchase equipment.
- The **Indian Education Professional Development Grants Program** provides support to increase the number of qualified Indian educators and administrators serving Indian students who can help meet the unique linguistic and cultural needs of Native American students.
- **Indian Education Formula Grants under Title VI of the Elementary and Secondary Education Act** support local educational agencies and tribes in developing programs that reflect Native languages, histories, and traditions. These types of grants not only improve academic outcomes but also reinforce cultural preservation, tribal sovereignty, and long-term economic development.



Several states also provide education grants. **Oregon's Tribal Grow Your Own Partnerships (T-GYO)** supports federally recognized tribes in Oregon to develop programs to increase the number of native educators and retain them. Other programs include the **New York State Indian Aid (Higher Education)** and California's **American Indian Early Childhood Education (AIECE)** grants.

Private foundations play a significant role in strengthening tribal education by providing resources that go beyond what federal and state funding often cover. Their contributions typically involve scholarships, grants, and support tailored to the unique needs of Native students and tribal educational institutions. Examples include the **American Indian College Fund**, which provides scholarships, fellowships, and support for Native students pursuing higher education, and grants for Tribal Colleges and Universities. Other foundation funding includes the **Native American Education Fund (NAEF)**, the **Cobell Scholarship**, and tribal-specific funding like the **Cherokee Nation Foundation** and the **Navajo Nation Scholarship & Financial Assistance Office**.

Tribal education grants represent a cornerstone of tribal well-being, functioning as a method for individual empowerment, community resilience, and the preservation of cultural identity. Grants serve as strategic investments in the future of tribal nations, reinforcing the federal government's obligations to Indigenous peoples. These grants are essential in repairing the consequences of forced assimilation policies and addressing the persistent economic barriers that often limit educational access on tribal lands. Grant funding also strengthens tribal sovereignty by enabling Native nations to design, govern, and control their own educational systems. By redesigning education, tribes can then include a curriculum that reflects their unique cultural values, languages, and traditions. Empowering Native American students to learn about their culture and preserve their heritage is essential, as it nurtures resilience, knowledge, and values that benefit individuals and entire communities.

To view previous TRIBAL FUNDING articles from this series and more, visit grantsoffice.com/Learn-from-Us/Grant-News?category=1633

COVER STORY

A New Chapter for Grantseekers: 5 Key Questions about Grants Office Communities

Ashley Schultz, Manager of Community Engagement

The journey to a funded grant proposal can be complex – often filled with fragmented information, disparate teams, fluctuating deadlines, and endless email exchanges of draft documents. On September 1, Grants Office introduced a new resource designed to simplify this process: **Grants Office Communities**.



**GRANTS OFFICE
COMMUNITIES**

This platform streamlines your workflow by offering a comprehensive, searchable database of grant opportunities alongside intuitive project management tools. This integration allows you to build grantseeking initiatives, coordinate with collaborators, and manage proposal submissions - all within a single, user-friendly environment.

The team here at Grants Office feels this new resource is a testament to our 25-year commitment to empower communities across North America to make a tangible impact with grant funding. To guide you through this platform, we've summarized everything you need to know by answering five key questions: **What** it is, **Why** we built it, **Who** it's for, **How** it works, and **Where** you can get started.

WHAT IS GRANTS OFFICE COMMUNITIES?

Grants Office Communities is a subscription-based platform that centralizes all your grant-seeking activities. It's built on the understanding that while grantseeking can be challenging, it doesn't have to be fragmented. Subscribers have access to the following components:

- **Projects:** You can create an unlimited number of project pages to organize your vision and manage your work plans. These pages serve as central hubs where you can log ideas, invite collaborators from inside or outside your organization, assign each other tasks, and use the built-in chat function to keep all communication in one place.
- **Grants:** Once you've assembled the basic idea for a grant-funded project, you can search our database of thousands of federal, state, and foundation funding opportunities. The platform enables you to quickly find grants that fit your project by using keyword searches and filtering your results by geography, funder type, and eligibility. You can save your favorite grants or link them directly to a project page for your team review later.
- **Proposals:** When you link a grant to a project, a dedicated proposal page is automatically created. This is where you can begin more formal grant-seeking activities, such as assembling a budget, building a project timeline, editing draft documents, and tracking your team's progress toward a deadline. The activity and chat functions on these pages keep your team focused exclusively on the specific proposal, separate from broader project conversations.
- **Grants Intelligence:** While inside the platform, you have access to a hub of grants intelligence content. You'll find hours of recorded webinars in our Grantscast® library, along with articles on grantseeking best practices and recent federal government priorities to help you stay informed and build more successful applications.

This suite of tools is designed to provide a cohesive experience. Its underlying principle is captured in our tagline: **"Built for grants people, by grants people."** This isn't just a marketing phrase for the Grants Office team. It's a reflection of our understanding of your work and our commitment to providing a tool that meets your needs.

WHY DID GRANTS OFFICE BUILD THIS PLATFORM?

The motivation behind creating this platform is rooted in our 25-year history and our core values of **Passion, Awareness, Collaboration, and Excellence**. Over the years, the Grants Office team has used a custom-built series of internal tools for our own consultants to reduce fragmented information and to more seamlessly connect with one another. We have also spent more than a decade building an internal database of federal, state, and foundation funders for our exclusive use. We realized that the most powerful way to empower our fellow grantseekers was to share these internal tools - and the data that powers them - with all of you. We're excited to see what you achieve with this shared platform.

WHO IS THIS PLATFORM FOR?

Grants Office Communities is specifically designed for nonprofit and public sector organizations operating in the United States—including healthcare, education, and local government entities. Because grant seeking is inherently a team effort, the platform is built to support collaboration.

For instance, a K-12 school district or a university can grant access to all its educators and research faculty, enabling them to independently search for funding to support their classroom projects or research. The platform also assists organizations working with external partners - such as a hospital collaborating on proposals alongside a government-run rural health clinic. Communities is built to simplify both external and internal collaboration.

The platform is also useful for consultants and freelance grant writers. If you manage multiple clients, you can create separate projects for each one and invite their respective teams to collaborate at no cost to them. A key advantage for everyone is that PRO, TEAM, and ENTERPRISE memberships include an unlimited number of collaborators to work on your project and proposal pages without them needing a paid subscription. This ensures that everyone who needs to contribute to a successful grant can access the necessary information and workflows.



Playground

Search

The Evergreen Community Fund

★

Deadline: May 2026

Eligibility: Primary & Secondary Education, Non-profit Organizations, Local Government

Willow Creek Neighborhood Foundation

★

Deadline: June 2026

Eligibility: Local Government, Primary & Secondary Education, Non-profit Organizations

Harmony Hills Community Giving Circle

★

Deadline: July 2026



Create Task

✓

Planning

Writing

Editing

Submitted

Approved

DETAILS

ACTIVITY

CHATTER

Project Name

Bright Beginnings Playground

Owner

Noah Miller

Project Size

\$200,000

Sector

Primary & Secondary Education

Assign Task

Build Program Budget

Due Date

Description



Add Collaborators

First Name

Benjamin

Last Name

Hernandez

Email

bhernandez@finance.com

Select the Partner's Role

Finance Team

Project Partners

Partner Name	Partner Role
Bright Beginnings	Project Lead
CM Elementary	Collaborator

Project Contact Roles

Partner Name	Invitation Status
Olivia Davis	Accepted
Isabella Rodriguez	Pending



HOW CAN YOU GET STARTED?

The best way to experience everything Grants Office Communities has to offer is to try it yourself! We offer a **free two-week trial** so you can explore the platform with no obligation.

When you sign up for your free trial, you'll choose a membership that best fits your organization's needs:

- **Pro:** This membership is designed for single grant seekers and independent writers. It provides one person with full access to the platform and the ability to invite an unlimited number of collaborators to view and work on projects and proposals. Your collaborators can assist with the process without needing their own paid subscription.
- **Team:** Designed for small grant-seeking groups within the same organization, this membership allows you to work more closely with your colleagues. Team members of up to five individuals can view each other's project pages, while a designated administrator can be assigned custom dashboards to track progress across the entire group.
- **Enterprise:** For large-scale use by organizations like local governments or universities, an Enterprise membership is a custom solution. We work with you to understand your specific grantseeking needs and provide access for multiple departments or large employee groups.

Still have questions? Request a free demo with a member of the Grants Office team to get your specific questions answered before you start your free trial. Visit <https://calendly.com/grantsofficecommunities> to schedule a time that works for you.

WHERE CAN YOU GET EXPERT HELP?

Even with the best tools, you sometimes need human expertise—and that's where the Grants Office team comes in. We remain a professional services firm, and our team of funding experts is available to support you at any stage of your journey.

Members can access a range of optional services from our team:

- **Funding Reports:** Let us do the research for you. We can develop a customized report outlining key grant programs for your project and walk you through it during two follow-up consultative sessions. Platform members receive a significant 60% discount on this service.
- **Proposal Development:** We offer a tiered flat-fee pricing structure for proposal services, from full grant writing to proposal review and feedback. Our team-based approach ensures your final application is comprehensive and competitive.
- **Unlimited Support Programs:** For organizations needing continuous, year-round assistance, our annual support programs offer unmetered services, including unlimited funding reports, strategy calls, proposal reviews, and—best of all—the Grants Office Communities platform is included as part of the package.

The launch of Grants Office Communities marks a step forward in making the grant-seeking process more efficient and collaborative. Whether you need a centralized workspace for your internal team, a powerful database for finding new opportunities, or direct support from our funding experts, the platform is designed to replace complexity with clarity. Start your free two-week trial today and experience the difference a resource *built by grants people, for grants people* can make.

What is a Benefit-Cost Analysis and Why is it Important?

Joseph Phelan, Grants Development Consultant (Broadband, Transportation, & Utilities)

Many grant applications require similar information. A project narrative requires an applicant to share a project description, its location, expected benefits, and what will be viewed as success, among other must-haves. A budget will explain how things that are associated with the grant factor into the grant's overall performance—any equipment, personnel salaries, and accrued expenses. A detailed timeline is included to ensure that planning has been thoroughly discussed. Then there are administrative requirements, which are where Standard Forms enter the equation. Some federal agencies require additional information to evaluate a grant application proposal. An example of this is a benefit-cost analysis (BCA), which is how USDOT determines many surface transportation projects.

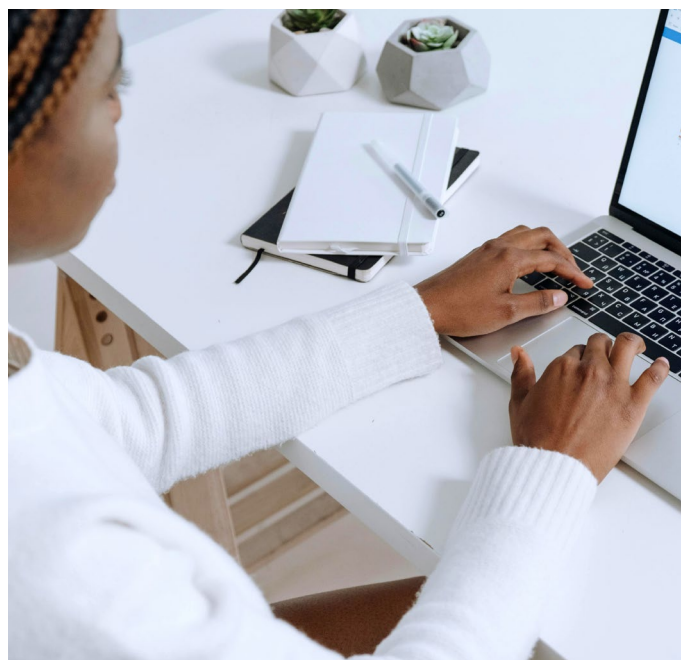
At a high level, a BCA, according to USDOT, “is a systematic process for identifying, quantifying, and comparing expected benefits and costs of an investment, action, or policy.” The BCA measures the benefits and costs of a project against a scenario where the project never happens.

USDOT regularly updates BCA guidance, last doing so in May 2025. Some of the information included in this article is from that guidance. The guidance shares that applicants must follow six steps to create a legitimate BCA.

1. Identify and provide an analysis of the problem that needs to be solved
2. Estimate the cost of the proposed investment
3. Project the expected impacts of the investment
4. Explain the monetization of expected impacts into estimated benefits
5. Convert benefit and cost streams into their present value and calculate the benefit-cost ratio
6. Consider any unquantified benefits, which means outcomes that are either difficult or nearly impossible to assign any monetary value

The same document explains that each applicant will need three specific pieces of information to complete each step, which includes a project scope along with a cost estimate, an understanding of the problem that the project intends to solve, and how the project will address the problem, and monetization factors for any key project impacts, which will allow conversion to dollar-based values.

When applicants consider the benefits portion of a BCA, they are looking for expected outcomes that a project will make a reality. It could be reducing noise pollution in a specific area, improving the response time for any emergency service operation, or saving travel time through a more efficient route. Safety benefits loom large as one of the major benefits of proposed projects. How can this project reduce the likelihood of deaths and injuries? It can be tricky to monetize these project benefits, but the guidance shared by USDOT provides concrete examples.





What the project costs will include, whatever capital expenses are needed to develop and maintain the project over its lifecycle. Information should reflect the total and complete cost of the project that will achieve the benefits described in the BCA. Often, it includes the purchase of land to build a facility, equipment required for the construction of the project, the planning and design of the project, and any necessary technology.

Just like other important attachments to an application, an acceptable BCA must follow the guidelines established by the grant-maker. Normally, a BCA is broken down into two sections. A narrative, which is also referred to as a technical memo, and

a spreadsheet, which consists of detailed calculations of the applicant showing their work.

The narrative will describe the benefits and costs associated with the project while also explaining the baseline for the analysis and how the proposed project will alter the baseline.

The spreadsheet will be unlocked and feature the calculations produced to show the work of the analysis.

A BCA allows the funder to understand the necessity of the project. For critical infrastructure projects like bridges or railroad upgrades, the most practical and worthwhile projects must be funded, which is why a BCA exists in the first place.

EXAMPLE OF GRANTS THAT REQUIRE A BCA:

Program Name	Upcoming Deadline
Better Utilizing Investments to Leverage Development (BUILD) Grant Program	Expected January 2026
Port Infrastructure Development Program (for large projects)	Expected April 2026
Consolidated Rail Infrastructure and Safety Improvements	Expected December 2025
Federal-State Partnership for Intercity Passenger Rail	January 7, 2026

Developing a Logic Model for Your Grant Application

Christina Fernandez, Grants Development Consultant (K-12 Education)

When applying for large, competitive grants, particularly from federal funders, you will often be asked to submit a logic model. This is especially true for complex programs with many moving parts. Logic models are an important piece to any application because they offer a visual roadmap for funders that allows them to see how the resources you already have will be put into action, what those actions will produce, and how the results will create meaningful change with their investment. In other words, it illustrates the “cause-and-effect” relationship between the work you intend to do and the outcomes you promise.

But logic models are not just for funders. They are also invaluable tools for your own organization. They can guide project planning, help you monitor progress, adapt to challenges, and give project partners a clear picture of how everything will fit together. They can help keep your project moving forward and be used as a reference point for when questions arise. This article will cover the key components of a logic model as well as best practices for creating one that strengthens both your grant application and your project’s success.

COMPONENTS OF A LOGIC MODEL

There is no one “correct” format for a logic model. Some organizations use tables; others prefer flowcharts or diagrams. It all depends on the complexity of the project and the audience. What matters most is that the following core components are represented and organized logically:

1. Problem statement

The problem statement is the challenge that the grant project is trying to address. This should be a targeted statement that highlights the need for your program. A well-written problem statement anchors your entire logic model, ensuring that every resource, activity, and outcome is tied directly to solving that challenge.

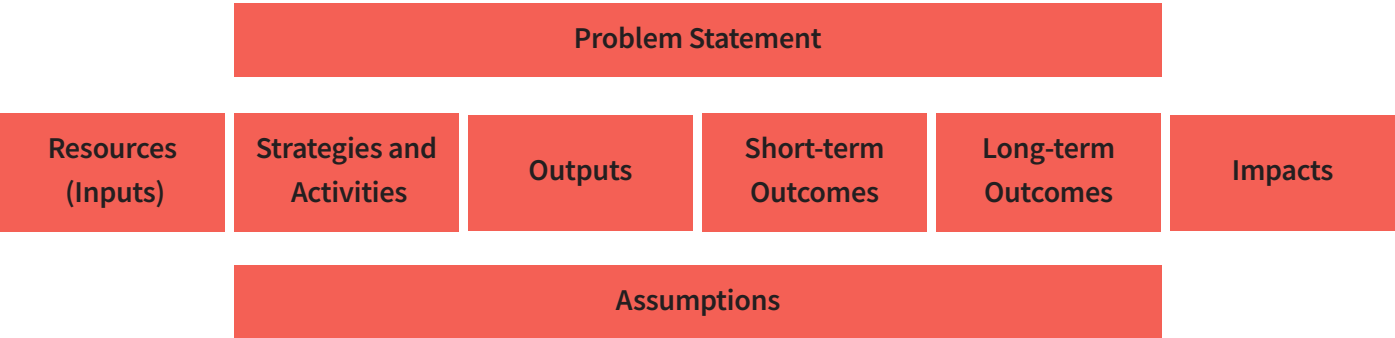
Pro Tip: Consider what is already known about this problem by looking at any available research or evidence on the issue.

2. Inputs

Inputs are the resources you bring to the table. These can include:

- **Nonmaterial items:** such as staff, community support, and specialized knowledge.
- **Tangible resources:** such as facilities, existing materials and equipment, or funding.

Think of inputs as everything you already have at your disposal before new grant dollars are applied.



3. Activities

Activities are the actions or strategies your program will conduct. Because they are action-oriented, they should start with strong verbs (e.g., *conduct* workshops, *develop* curriculum, *provide* training). Keep the statements brief and SMART. It is not necessary to include every step, date, or method here—that level of detail will go in your proposal narrative or work plan.

Remember SMART Goals should be Specific, Measurable, Achievable, Realistic, and Time-bound!

4. Outputs

Outputs are the direct products of your activities. These should be tangible deliverables that can be counted. For example:

- Number of workshops held
- Hours of professional development delivered
- Webinars hosted
- Materials created or distributed

Outputs show what your activities will produce with the grant funding. Unlike inputs, they would not exist without the project.

5. Outcomes

Outcomes demonstrate the change or benefit your program creates. They answer the “so what?” of your work and show why your project matters. Outcomes should also be SMART and are often organized into three levels depending on the complexity of the grant and the length of the project period:

- **Short-term outcomes:** These are the immediate results of a project activity (e.g., knowledge gained, skills improved, attitudes shifted, etc.)
- **Long-term/Intermediate outcomes:** These should represent results that are expected to develop from ongoing participation in a project activity (e.g., behavior changes, adoption of new practices, improved collaboration, etc.) It is important to keep in mind the length of your project, as this will help determine the type of outcome.
- **Outcomes/Impact:** These are the long-term, transformative results from conducting your project’s activities after the life of the grant. They are more aspirational in nature and will depend on long-term implementation and external conditions. (e.g., sustainability, systemic change, improved community well-being, etc.).

The first three components—inputs, activities, outputs—cover the “doing” side of your project. Outcomes should capture the “change” you expect to see.

6. Assumptions and External Factors

These elements often sit outside the main flow of the model but are important to acknowledge:

- **Assumptions** are the conditions you expect to be true for your program to succeed (e.g., participants will attend sessions, staff will remain available, partners will stay engaged).
- **External factors** are influences beyond your control that can affect the success of your project (e.g., policy changes, economic shifts, other community initiatives).

Including these components shows reviewers that you understand your project’s broader context and have thought realistically about what could affect its outcomes.

WHAT MAKES A STRONG LOGIC MODEL?

A high-quality logic model should be clear, concise, and easy to read. Reviewers and stakeholders should be able to grasp the essentials without digging through the rest of your application. That said, the model should not be so detailed that it becomes overwhelming or spills onto multiple pages. Ideally, it can stand alone as a one-page snapshot of your project. Think of it as a “big picture” tool, not a place for every task or timeline detail. Those specifics can live in your project narrative or in a separate work plan.

When discerning between how much detail you should include, double-check each component’s logic through if/then statements. If a project component cannot be answered through an if/then statement, then you will want to check that you are accounting for all inputs, activities, and any barriers. Each activity should clearly answer “why is this necessary to the success of the project?” If it cannot, then it may need to be revised—or left out of the model.

TIPS FOR BUILDING A STRONG LOGIC MODEL

- **Balance detail and clarity:** Provide enough information to show the project's logic but avoid cramming in every detail.
- **Use “if/then” thinking:** Double-check the flow—if we have these inputs, then we can do these activities; if we do these activities, then we will produce these outputs; if we produce these outputs, then we can achieve these outcomes.
- **Engage stakeholders early:** Involve program staff, external partners, and evaluators in the design process. Their input can help establish shared goals, strategies, and metrics, making the model more accurate and practical.
- **Organize purposefully:** Choose a format and sequence that highlights the logical flow. Whether table or diagram, clarity is key.
- **Define your problem and goal:** A clear, well-defined goal statement will guide your entire model and ensure alignment across the various components.

- **Work backwards:** Instead of starting with your inputs, start with your outcomes. Identifying your goal and the change you want to make first can help guide your project planning and the steps you will need to take to achieve those outcomes.
- **Consider program evaluations early on:** While logic models are separate from evaluation planning and design, they can help you decide what to measure, which questions to ask, what indicators to track, and when to gather information.
- **Keep it flexible:** Logic models should be living documents that can be updated and referred to throughout the life of a program.

A logic model is more than just a grant requirement—it is a powerful planning and communication tool. Done well, it can strengthen your proposal, build confidence among funders, and serve as a guide for implementation and evaluation. Whether you are new to grant writing or a seasoned professional, investing time in developing a clear and thoughtful logic model will pay off—both in your application and in the success of your project.



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Defence on the Rise: Canada's Strategic and Fiscal Shift

Sid Aubeeluck, Grants Development Associate (Canada)

A NEW ERA IN CANADIAN MILITARY SPENDING

Amid a period of global instability, Canada's nascent Liberal government is grounding itself in a new policy direction with the announcement of a significant boost in military spending. Long regarded for its relatively modest defence budget, Canada is now moving to expand its commitments in response to NATO expectations, shifting geopolitical pressures, and domestic debates over readiness. This decision marks a notable change in the country's defence-funding landscape, raising questions about how new resources will be allocated, which priorities will rise to the forefront, and what trade-offs may follow. In this article, we'll examine the context behind the government's choice, its stated rationale, the specific targets and amounts committed, and the broader economic implications: not only for Canada's position on the global stage, but also for everyday Canadians who will soon feel the impacts of this new path.

KEY ANNOUNCEMENTS AND STRATEGIC SHIFTS

In June 2025, Prime Minister Carney and Minister of National Defence McGuinty unveiled Canada's plan to ramp up defence spending. The government committed an additional C\$9.3 billion for 2025–26, which will lift total defence spending from 1.4% of GDP in 2024 to 2%, hitting NATO's target five years sooner than planned.

This substantial investment brings the total defence spending for this year to C\$62.7 billion, a significant increase from previous years. These billions are directed towards both direct military expenditures, such as the procurement of new submarines, aircraft, and ships, and broader defence-related spending across various departments, including the Canadian Coast Guard and salary increases for defence staff.



So why has defence suddenly found itself at the top of Canada's spending priorities? A mix of global and domestic pressures has pushed the issue to the forefront. Rising geopolitical tensions, especially in the Arctic, have heightened national security concerns. At the same time, Washington has turned up the pressure through trade measures such as tariffs on Canadian goods, underscoring Canada's vulnerability when its defence commitments lag behind allies. Exterior pressures, in turn, are reshaping interior motivations: pushing defence spending higher on the national capital's agenda than ever before. Against this backdrop, the government's latest investment package emphasizes rebuilding, rearming, and reinvesting in the Canadian Armed Forces (CAF), with a focus on enhancing military capabilities and strengthening ties with the defence industry.

The government is also signaling a shift in approach: less reliance on U.S. supply chains, and more emphasis on European partnerships and homegrown defence industries. Meanwhile, Canada has joined its NATO allies in endorsing a renewed Defence Investment Pledge, promising to put 5% of GDP toward defence and security by 2035.

But with billions already pledged and even bigger commitments ahead, the question remains: where will Carney and his government find the money to pay for this new path?



WHERE THE MONEY FLOWS: DEFENCE BUDGET ALLOCATION AND NEW PRIORITIES

Historically, the Department of National Defence (DND) budget has been divided into four main categories: personnel, operations and maintenance, capital expenditures on equipment, and infrastructure. Until recently, personnel and maintenance absorbed the lion's share, while major procurement projects often lagged behind due to delays and cost overruns.

The new allocation is expected to rebalance that mix. Growth areas are likely to include large-scale procurement, the big-ticket hardware: think new submarines, aircraft, and ships, as well as maintenance and repair programs to extend the lifespan of existing fleets. At the same time, attention is shifting to emerging domains. Defence spending is not just about ships and planes anymore: cybersecurity and digital infrastructure are becoming front-line priorities, with large amounts set aside for AI, cyber-defence, and intelligence gathering. Defence R&D, often underfunded in the past, is also projected to see a boost as Canada seeks to keep pace with allies and reduce dependence on U.S. supply chains. We can expect a portion of this R&D investment to be channelled

through federal research agencies & universities, ensuring both academic and industry players are tapped to develop the next generation of defence technologies. Recruitment and retention represent another pressure point. The Canadian Armed Forces (CAF) has been struggling to fill ranks, and the new funds are expected to support targeted incentives, better pay structures, and improved training infrastructure. Meanwhile, the Arctic, long seen as a secondary concern, is now firmly on the priority list, with spending expected to cover everything from icebreakers to surveillance and northern base upgrades.

Yet, allocating billions is different from absorbing them. Analysts warn that Ottawa faces serious institutional challenges: expanding the civilian workforce needed to oversee procurement, ensuring accountability in spending, and building the planning capacity to deliver projects on time. Without these reforms, much of the new funding risks being delayed or diluted.

The mechanics of “where the money comes from” and “where it goes” remain unsettled. The government has signaled that Budget 2025, due in early November, will provide greater clarity, not only on new allocations, but on which existing priorities will face cuts to make room for defence.¹

1. This article was researched and written prior to the release of the Federal Budget on November 4, 2025.



COUNTING THE COST: ECONOMIC IMPLICATIONS OF RISING MILITARY SPENDING

A key risk with this new policy direction lies in the broader impact on Canada's fiscal framework. With deficits already elevated and debt servicing costs rising, new military commitments could push the government further toward austerity in other areas of the budget.

Former Bank of Canada governor Mark Carney has openly referred to the “A-word” as a central part of his fiscal strategy. To that end, the government has reportedly directed departments to identify up to 15% in program spending cuts over time, staged via 7.5% in an initial year, rising to 10%, and then 15% by 2028–29, to rein in federal operating costs. Transfers to provinces, social programs, or infrastructure may face constraints, especially if the government seeks to maintain credibility around sustainable financing.

In practice, bolstering military capacity could mean sharper budget cuts to non-essential programs or slower growth in areas that everyday Canadians need and rely on housing, health, and climate transition initiatives.

Financial institutions and think tanks have already highlighted the risks. RBC estimates that meeting the 2% target will require roughly \$62 billion in additional spending over five years. While this represents a significant short-run boost to government outlays, it also raises concerns about “use it or lose it” dynamics:

where ambitious procurement plans run up against bureaucratic bottlenecks or supply chain delays. If dollars are allocated but not deployed efficiently, the fiscal strain may not translate into equivalent strategic or economic payoff.

In terms of growth, the macroeconomic effects appear modest. Oxford Economics forecasts that increased defence spending will lift Canada's GDP by only around 0.1%, nudging growth to 0.9% this year: not enough to offset recessionary pressures elsewhere in the economy. This suggests that while defence spending will create some economic gains, the benefits will be largely limited to specific industries and regions rather than producing a holistic boost across the national economy.

Sectorally, the biggest winners are expected to be aerospace, shipbuilding, advanced manufacturing, and technology, where demand for high-end equipment and systems is set to rise sharply. Regionally, provinces with established defence industrial bases, notably Quebec, Ontario, and the Atlantic provinces, may benefit most through contracts, jobs, and supply chain activity. Still, the broader trade-off remains stark: higher defence budgets will almost certainly come with austerity in other spending envelopes, raising political and social questions about national priorities.

As Canadians wait for the upcoming federal budget, many are watchful to see which sectors and programs may face funding cuts to support the government's plans for increased military spending.

Adding AI to your Grantseeker Toolbelt: How to Enjoy the Benefits without Losing the Human Touch

Meghan Jacobsen, Grants Development Associate, and
Ashley Schultz, Manager of Community Engagement



Every grantseeker knows the value of a good toolbelt - filled with resources like checklists, proposal templates, and budget spreadsheets that make an arduous process more manageable. Today, the newest and most talked-about addition is Artificial Intelligence (AI). Grantmakers, grantwriters, and funding consultants are increasingly using AI to streamline their processes. The U.S. government's own Grants.gov portal now offers AI-powered recommendations, while dozens of private companies have launched tools that claim to revolutionize or transform the process of generating proposal language with AI.

But just like any tool, AI's effectiveness depends on how - and when - you use it. **A hammer can help you build a wall, but it cannot design the whole house.** When it comes to the critical work of strategy and vision, that's where human expertise still matters most.

ADDING AI TO YOUR TOOLBELT

At Grants Office, we have spent time working with AI ourselves and have seen dozens of public sector organizations across the US deploying it. We have come to think of AI as a powerful tool whose true benefit is to speed up the work you are already doing. For example,

- **Streamlining Research:** AI can quickly summarize a dense, 50-page Notice of Funding Opportunity (NOFO) or a funder's lengthy 990 tax form - pulling out key deadlines, eligibility requirements, and funding priorities. This gives you the essentials without hours of sifting through exceedingly long files.
- **Improving Drafts:** Large language models like ChatGPT, Gemini, and Claude can function like a trusted editor. They can help polish your drafts by turning rough language into flowing prose, suggesting alternative phrasing to improve clarity, or helping to reformat complex information into easy-to-read tables.
- **Automating Functions:** AI can take on repetitive but necessary tasks within the grant writing process. Some tools can scan a proposal to check for compliance with formatting rules, while others can transcribe and summarize virtual planning sessions for you to distribute to your collaborators - freeing you up to focus on more strategic and imaginative content.

Used in these ways, AI gives you a greater opportunity to focus on project design questions on your plate. It is important to remember, however, that even the most advanced power tool is only as effective as the person who wields it.

REMEMBERING THAT HUMANS STILL CARRY THE TOOLBELT

AI tools may be shiny and powerful, but the foundational labor of grantseeking - conceiving a project, setting goals, envisioning outcomes, and rolling up some shirt sleeves to make it all happen – each remains as uniquely human endeavors. Relying too heavily on AI is like constructing a house that looks great from the street but lacks a solid foundation and the personal touches that make it a home. For example,

- **Context:** AI cannot grasp the specific history of your organization, the unique needs of your community, or the subtle priorities of a potential funder. Grantmakers look for proposals that demonstrate a deep understanding of their mission. Generic, AI-generated narratives that lack such specific context are often the first to be set aside.
- **Accuracy:** AI models frequently generate plausible but incorrect information by pulling from unreliable sources across the web. Submitting proposals that contain factual errors or outdated data signals a lack of thoroughness to grantmakers and can quickly disqualify otherwise promising projects.
- **Privacy and Security:** Public AI platforms do not guarantee the confidentiality of the data you provide and may use it for their own training purposes. This stands in stark contrast to the confidentiality expected when working with grantmakers, who oversee all proposal details with discretion, particularly applications containing sensitive research and development details.

So, if you will allow us to keep going with the tool metaphors, AI may help you tighten the bolts, but humans still need to design the blueprint and bring the project to life.

LISTENING TO THE GRANTMAKERS

To date, the U.S. government has not issued a blanket policy for all agencies on the use of AI tools in grantseeking efforts, although some key funders have issued their own guidance, including:

- **National Institutes of Health (NIH)** - The NIH released a notice in July 2025¹ that it will not consider proposals to be “original ideas of the applicant” if they are “substantially developed by AI, or contain sections substantially developed by AI.” The funder notes that they may act, including disallowing costs and/or withholding future awards, if their AI-detection software discovers misconduct.
- **National Science Foundation (NSF)** – The NSF issued a similar notice to the research community in December 2023² to remind applicants they remain responsible for the “accuracy and authenticity of their proposal” should they submit content developed with the assistance of generative AI tools. Differing from the NIH’s policy, the NSF encourages applicants to highlight where and how AI was leveraged to develop their proposal with their submission, so reviewers are aware.
- **U.S. Department of Energy** – Outside of the research community, the DOE’s Office of Energy Efficiency and Renewable Energy (EERE) is one of the few federal agencies to issue direct guidance to its grantseekers on the use of AI tools,³ being so direct as to include the callout - “Do not use verbatim text from a generative AI chatbot - these are not your words.”

Beyond these few outspoken agencies, most grantmakers are moving forward with a cautiously optimistic outlook on AI-enabled grantseeking – viewing these new technologies as a potential tool to increase efficiency and enhance the accessibility of funding, while reminding applicants that the ultimate responsibility for accuracy, originality, and ethics of any AI-use falls squarely on their shoulders.

1. <https://grants.nih.gov/grants/guide/notice-files/NOT-OD-25-132.html>

2. <https://www.nsf.gov/news/notice-to-the-research-community-on-ai>

3. <https://www.energy.gov/eere/communicationstandards/artificial-intelligence-ai-usage-guidelines>

GRANTS OFFICE'S AI POLICY: CHOOSING THE RIGHT TOOLS

Over the past nine months, the Grants Office team joined these grantmakers and our fellow grantseekers by asking important questions about our own usage of artificial intelligence. What tools were we using? Which of those use cases did we find most helpful? And where are our proverbial lines in the sand – what aspects of the grantseeking process did we believe need to remain human?

We were collectively pleased to see that the resulting conversations underpinned the inherently human component of grantseeking. While our team does leverage AI to support internal research, summarize information, and improve our processes, we agreed that those tools could not, and should not, replace our own human judgment, expertise, or oversight.

A full text of our resulting AI Use and Governance Policy⁴ can be found on our website. This document outlines key principles that guide our use of AI in all we do, including –

- **Integrity** – We do not use AI to create original content. We also do not use AI to fabricate or infer grant opportunities. A human grants professional prepares every resource published by Grants Office using publicly available sources. We do not support the use of AI for plagiarism or misrepresentation.
- **Human Oversight** – We review and verify all internal research and summaries created with AI tools before any data they provide is included in our published materials. This process includes carefully cross-referencing results with primary and secondary sources to ensure the accuracy, validity, and contextual appropriateness of an AI tool's outputs.
- **Privacy and Security** – We never use AI tools on proprietary, confidential, client-specific, or otherwise sensitive data.

If you have read our FUNDED® articles, attended our Grantscasts®, or worked with our team on grant applications, we hope these policies are not surprising. For 25 years, our commitment to accuracy, transparency, and trust has guided how we understand the funding landscape and how we assist our clients & partners through the grant application process.

BUILDING FOR THE FUTURE

Taking a cue from the NSF, the Grants Office team designed a brand-new badge to accompany content that had a human grant professional firmly at the helm for the critical thinking, conceptualization, and writing stages of its development. This marker will appear across FUNDED® articles, Grantscast® events, guides, and reviews to show that while AI may have been in our toolbox, a human on our team carried the toolbelt.



We encourage you to watch for this badge on future Grants Office content and use it as a reminder of the inherently human component of this work. AI tools might help you build the walls and sand down the rough edges, but grantmakers are still looking for the complete, structurally sound home: a project built on a strong foundation of genuine vision, realistic goals, and a palpable impact on the surrounding community.

4. <https://www.grantsoffice.com/Artificial-Intelligence-Policy>

Closing the Cybersecurity Gap in Rural Schools: Leveraging Grants to Build Digital Resilience

Sam Rawdon, Grants Development Associate (K-12 Education)

Cybersecurity has quickly become one of the most pressing challenges for K–12 schools. Across the country, districts are grappling with ransomware, phishing, and data breaches that can halt instruction, compromise sensitive student information, and drain already-limited resources. For rural schools, these risks are compounded by budget constraints, staffing shortages, and limited access to advanced IT infrastructure. Yet, as cyber threats grow more sophisticated, protecting digital learning environments is no longer optional; it is essential. Fortunately, several grant programs can help rural districts strengthen their cybersecurity posture and close the resource gap.

Rural districts often serve smaller student populations spread across wide geographic areas, which can make it harder to fund dedicated IT staff or invest in enterprise-level security tools. Many rely on a single technology coordinator who may juggle everything from device distribution to network troubleshooting. This reality leaves schools vulnerable: without the means to conduct regular vulnerability assessments, deploy robust firewalls, or provide staff training, rural schools can become prime targets for cyberattacks.

Federal programs such as the Small Rural Schools Achievement (SRSA) program and the Distance Learning and Telemedicine (DLT) grant offer flexible funding that districts can use to invest in secure digital infrastructure. SRSA funds, for instance, can support technology purchases, professional development, or even partnerships with cybersecurity service providers. Meanwhile, the DLT program helps schools expand access to technology that enables remote instruction, with cybersecurity safeguards often built into eligible expenses.

In addition to established grants, the Federal Communications Commission (FCC) launched the Schools and Libraries Cybersecurity Pilot Program, a three-year initiative providing



\$200 million to help K–12 schools and libraries explore advanced firewalls, endpoint protection, and other security tools. While the application period for selected participants has already closed, the program signals an important federal commitment to funding cybersecurity in education. Rural districts can still benefit by monitoring the pilot’s progress, learning from implementation examples, and preparing for potential future rounds or expansions.

To maximize success in securing funds, rural districts should frame cybersecurity not only as an IT issue but as a critical element of student safety and academic continuity. Demonstrating how cyber resilience supports learning outcomes, protects sensitive data, and ensures uninterrupted access to instruction can strengthen grant applications. Partnering with regional service centers, higher education institutions, or private providers can also help districts scale their proposals and build sustainable plans.

Closing the cybersecurity gap in rural schools will require both funding and foresight. By strategically leveraging programs like SRSA, DLT, and tracking opportunities such as the FCC’s Cybersecurity Pilot, rural districts can protect their students, safeguard their data, and ensure that the promise of digital learning is not undermined by digital threats. Importantly, the outcomes of the FCC pilot could help shape future funding streams—potentially expanding cybersecurity as a recognized, long-term priority in education grants. In addition, national efforts such as the potential reauthorization of the Cybersecurity Information Sharing Act (CISA) and ongoing funding through the State and Local Cybersecurity Grant Program (SLCGP) may open new and/or existing pathways for schools to collaborate with state and local governments on threat information sharing and infrastructure protection. Staying engaged in these developments will allow rural schools to be ready for the next wave of opportunities.

Program Snapshot

Distance Learning and Telemedicine (DLT)

SUMMARY

Provides funding to help rural schools and communities expand access to education and healthcare by funding technology and infrastructure that supports remote learning and virtual services.

Funding is available for the following allowable activities:

- Purchase of eligible equipment (e.g., videoconferencing units, servers, network components)
- Acquisition of instructional programming (including educational software or digital content)
- Cybersecurity tools and services that protect distance learning and telemedicine networks
- Technical assistance and training for teachers, staff, and end users
- Broadband transmission facilities leasing (if essential to the project)
- Installation and set-up of eligible equipment

Approximately \$40 million was available in total funding for FY2025, with award amounts ranging from \$50,000 to \$1 million. A minimum 15% cost match is typically required.

ELIGIBILITY

Eligible applicants include agencies that provide education or healthcare services in rural areas, such as school districts, institutions of higher education (IHEs), libraries, healthcare providers, a consortium of these organizations, or state/local government agencies.

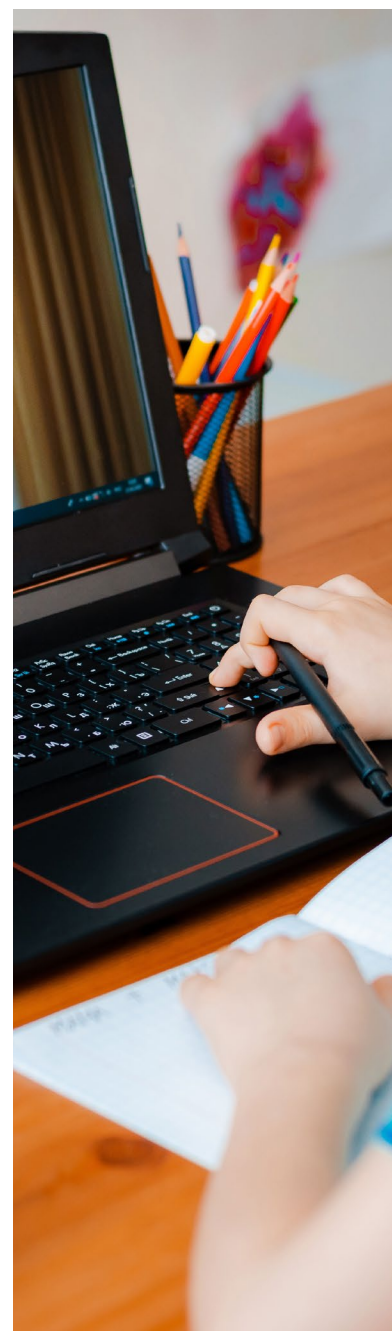
DEADLINE

Anticipated March 2026

FOR MORE INFORMATION

<https://www.rd.usda.gov/programs-services/telecommunications-programs/distance-learning-telemedicine-grants>

<https://communities.grantsoffice.com/s/grant/a0B3300000KeV4REAV/distance-learning-and-telemedicine-program-dlt>



Tips for Balancing Innovation and Evidence in Grant Applications Through The Lens of The Education Innovation and Research (EIR) Program

Sandy Trowbridge, Grants Development Associate (Education)

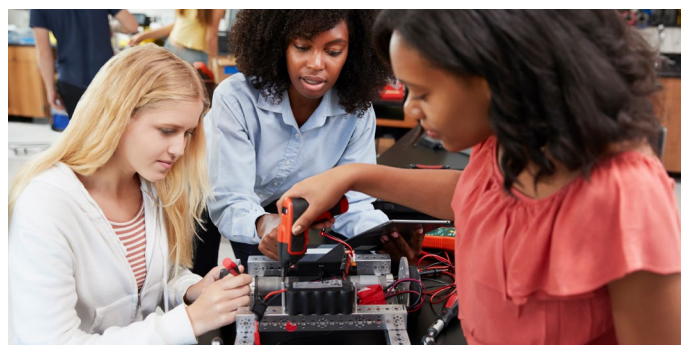
When seeking grant funding, have you ever come across an opportunity that requires your proposed project to be both innovative and grounded in evidence, and wondered how best to strike a balance between these two requirements? If so, you are not alone. The reality is that most funders want to maximize impact by supporting projects that explore new ways of tackling ongoing challenges, but with the assurance that what is being proposed is feasible and will be a worthwhile use of their funds.

The following sections outline several tips for best striking this balance between innovation and evidence in your grant applications. The goal is to be able to clearly articulate what is new in your approach (the innovation), while simultaneously showing how it is informed by credible research (the evidence), so that funders are not only inspired by your new project concept but truly believe in its ability to generate measurable and meaningful impact.

TIP #1: THOROUGHLY REVIEW THE PROGRAM GUIDANCE TO UNDERSTAND HOW THE FUNDER DEFINES INNOVATION AND EVIDENCE

The first step of any application effort should be a close review of the Notice of Funding Opportunity (NOFO) and any supplemental guidance (training materials, application guides, FAQs, etc.). Read everything. These materials often include clues, or even explicit instructions, about how the funder defines innovation and evidence. For example, the **Education Innovation and Research (EIR) Program** out of the U.S. Department of Education addresses “How can a project be innovative if it also must be evidenced-based?” in

their FAQs, stating that “A project’s “innovation” can be focused at the level of a project component. For example, you might have a project component that is based on evidence, but your application proposes a “spin” that includes an additional component that is new and innovative.” Looking at innovation in this way - at the component level - helps take what can oftentimes feel like an overwhelming mandate and make it more accessible. To illustrate, a grant proposal to develop a virtual tutoring platform may be grounded in research showing that digital tutoring improves outcomes for struggling learners (the evidence) while including a unique gamification model (the innovation component).



A close review of the program guidance may also give insight into what the funder considers to be strong sources of evidence. If you find that the funder cites specific sources throughout their materials, consider utilizing these same sources in your application to make your proposal even more relevant and compelling to the reviewer. For example, the EIR Program suggests that applicants source qualifying evidence from platforms such as What Works Clearinghouse (WWC)¹, Education Resources Information Center (ERIC)², and the National Library of Education³.

Understanding how the funder views both innovation and evidence from the outset will help streamline your proposal development process.

Refer to the EIR program overview on page 36 for more information on this funding opportunity

1. <https://ies.ed.gov/ncee/wwc/>

2. <https://eric.ed.gov/>

3. <https://ies.ed.gov/use-work/national-library-education-nle>

What if my idea is truly novel?

In such cases, it is important to address funders' concerns about feasibility by breaking down the innovation into components grounded in existing research. Even if the full model has not been tried before, the building blocks may have been. Another strategy is to propose a pilot phase with built-in evaluation metrics and a clear learning agenda. This builds funder confidence in your ability to test, adapt, and scale effectively in cases where precedent is limited.

TIP #2: DEFINE WHAT MAKES YOUR CONCEPT INNOVATIVE

Once you have a solid understanding of how the funder defines innovation, it is time to nail down your innovative project concept. To aid in this exercise, the EIR Program referenced above directs program applicants to consider the following questions:

1. "What practice/program already exists to address the issue I am focused on?"
2. Could it work a bit differently?"
3. Is there some way to make an innovative change that would be pivotal in adding to the existing practice/program to make it unique or more effective?"
4. How could an innovation help the program/practice work for another group of students (e.g., older, differently abled, in a different geographical setting)?"

These considerations highlight how innovation does not have to mean completely reinventing the wheel. Often, it means taking what is already known to work and applying it in a new way or context. An example of this could be in adapting a math intervention that has shown strong results with sixth graders in urban schools for fourth graders in rural schools. Here, the innovation lies not in the intervention itself, but in its application to a different age group or setting.

Clearly demonstrating how your proposed project adapts or enhances proven practices to meet unmet needs or reach new populations can help set your application apart in this competitive funding landscape.

TIP #3: GROUND YOUR INNOVATION IN EVIDENCE

Tools for sourcing evidence of "what works" will vary across subject areas, but to continue with the education example, the aptly named What Works Clearinghouse is a strong option. Intervention reports, practice guides, and studies that have been reviewed by What Works Clearinghouse are all excellent sources of evidence. Review these resources not only for confirmation of what has worked, but also to help identify where gaps persist that highlight opportunities for further advancement.

Going back to our EIR Program example, EIR training materials direct applicants to consider if there is enough evidence to support their innovative idea by asking the following questions:

1. "Is there at the very least a logic model or theory of change to support my innovation?"
2. If not, what evidence can I find to support the development of one?"
3. Would an evaluation of the innovation help advance educational research and practice?"
4. Does my innovation offer a solution to a significant need that exists widely in the education field?"
5. How can my innovation be tested for replicability or scalability?"

Considering questions such as these ensures that your proposed "innovative change" or "spin" is built (at least in part) off programs/strategies that have already been rigorously tested. No ideas are just coming out of thin air. Instead, each program's innovations are anchored to existing models, reassuring the funder that the project is built on a solid framework while still purposefully moving the field forward. Even if a particular funder does not require specific evidence thresholds, consider still making a concerted effort to ground your innovations in evidence as a best practice. In addition, ensure that every innovative idea is supported by a comprehensive implementation plan—with clearly defined activities, roles, timelines, and budgets—to further strengthen your proposal's credibility.

Is internal or external evidence better?

Internal evidence can be highly persuasive, especially when it is rigorous and relevant, but it gains credibility when connected to broader research or field-wide trends. The strongest approach blends internal data with external studies to show both proven local success and alignment with best practices or gaps in the wider field.



TIP #4: LEVERAGE STRATEGIC PARTNERSHIPS

Strategic partnerships are essential throughout all phases of grant development and are especially valuable when balancing innovation and evidence. At the ideation stage, they can provide valuable insights into unmet needs and potential areas for innovation. Who better to highlight opportunities for improvement than those working on the front lines? If you ever struggle to identify a truly innovative idea, open a dialogue with partner organizations, community members, and other stakeholders to uncover unique perspectives that may lead to groundbreaking ideas.

When building out these innovative project ideas, these partnerships can then offer external validation that the project idea is solid and will be feasible to implement, deepen your capacity to implement it, and further expand your evidence base. For example, a university partner might contribute research expertise, while a local nonprofit can help ensure the project remains grounded in community realities.

These relationships signal to the funder that your innovative initiative is collaborative, credible, and supported by stakeholders who see its value and are willing to invest in its success. To further strengthen your application, consider including Letters of Support or Memoranda of Understanding (MOUs) that demonstrate partner commitment. Many funders, including the EIR Program, recognize the value of such partnerships, often allowing for or even encouraging consortium applications to maximize impact as well.

Does including statistics in my application count as evidence?

Not necessarily. Being evidence-based means your project is grounded in programs that have been tested through rigorous scientific studies. Simply citing statistics (like census data) does not meet that standard and can lead to misleading conclusions. Instead, start by researching scientific studies related to your work. Use trusted sources like What Works Clearinghouse (WWC), Education Resources Information Center (ERIC), the National Library of Education, PubMed⁴, JSTOR⁵, Google Scholar⁶, and EBSCO⁷, among others, to find peer-reviewed research relevant to your proposed project and then incorporate these findings into your application. Ensure that at least one key project component serving as the foundation of your project is informed by research findings that suggest the project component is likely to improve relevant outcomes.

With a Grants Office Communities membership, you can invite an unlimited number of partners and collaborators to work with you on your projects. Learn more at communities.grantsoffice.com.

4. <https://pubmed.ncbi.nlm.nih.gov/>

5. <https://www.jstor.org/>

6. <https://scholar.google.com/>

7. <https://www.ebsco.com/>

TIP #5: CONNECT THE DOTS BETWEEN INNOVATION AND EVIDENCE THROUGH A CLEAR AND COMPELLING NARRATIVE

Once you have identified an innovative idea, grounded it in credible evidence, and strengthened it through strategic partnerships, your next step is to weave these components together into a clear and compelling narrative. For your application to stand out to reviewers, you will want to clearly show the connection between what is new, what is proven, and why the combination is likely to succeed. Explicitly walk reviewers through this logic by directly addressing the following questions:

- What is your innovation?
- Why is it timely and relevant to your field?
- What specific evidence supports its core components?
- How does your project adapt, extend, or enhance proven models?
- Why is your team (including your partners) well-positioned to implement it successfully?

Consider incorporating tools like a logic model or theory of change into your narrative to visually demonstrate the relationships between your project's inputs, activities, outputs, and intended outcomes. These visuals can clarify complex ideas and make your innovative proposal more accessible to reviewers. Also, be sure to echo the funder's language and priorities throughout. Reiterate how your innovation and presented evidence align with their definitions of innovation and evidence / meet their stated program priorities, using their own terminology wherever appropriate. This not only strengthens your case but signals that you have done your homework, are speaking their language, and are responsive to their needs. And finally, before submitting your materials to the funder, ask a colleague unfamiliar with your project to read your application. If they can clearly explain what makes it innovative and why it is likely to work, you have succeeded in connecting the dots and making a compelling case for the funder's consideration.

CONCLUSION

The reality is that innovation is most compelling to funders if you can show it has a real chance of working. This means connecting the dots between your new ideas and existing evidence whenever possible. Ultimately, you want to help the reviewer answer three main questions: 1) Is this a new idea worth trying? 2) Is there reason to believe it will work? and 3) Can this team pull it off? A strong application answers "yes" to all three.



Program Snapshot

Education Innovation and Research (EIR) Program

SUMMARY

The goal of the Education Innovation and Research (EIR) Program is to provide funding to enable eligible applicants to:

1. Create, develop, implement, replicate, or take to scale entrepreneurial, evidence-based, field-initiated innovations to improve student achievement and attainment for high-need students, and
2. Rigorously evaluate such innovations.

The EIR Program uses a multi-tiered structure that ties funding levels to the strength of evidence supporting a proposed project's potential to achieve its intended outcomes. The intention is to help projects build and strengthen this evidence base as they progress through the program's three grant tiers: Early-Phase, Mid-Phase, and Expansion. Applicants proposing innovative practices with limited evidence may receive smaller grants to support development and early testing. In contrast, projects backed by rigorous evaluations may qualify for larger awards to support nationwide scaling. Typical five-year EIR awards range from \$6 million for Early-Phase projects to \$10 million for Mid-Phase and \$15 million for Expansion.

Examples of past awarded projects include:

- Raising Engagement and Attendance through Community and Homeschool Partnerships [Early-Phase]
- Combining Early Warning Systems and School Connectedness to Propel Social-Emotional and Academic Development Among Baltimore City Students [Early-Phase]
- Game-Based Learning Platform to Enhance Student Science Outcomes [Mid-Phase]
- Growing Student Futures through GenAI Enhanced Project-Based Learning [Mid-Phase]
- Increasing Dual Enrollment Access and Success [Expansion]
- Expanding Professional Learning to Improve Mathematics Outcomes for Students in High-Need Schools [Expansion]

ELIGIBILITY

Eligible applicants include a Local Education Agency (LEA); a State Education Agency (SEA); The Bureau of Indian Education (BIE); a consortium of SEAs or LEAs; a nonprofit organization; and a single SEA, a single LEA, a consortium of SEAs/LEAs, or the BIE, in partnership with a nonprofit organization; a business; an educational service agency; or an institution of higher education.

DEADLINE

Applications for the Early-Phase competition were last due July 22, 2024. Applications for the Mid-Phase and Expansion competitions were last due October 14, 2025. Competitions are anticipated annually.

FOR MORE INFORMATION

<https://www.ed.gov/grants-and-programs/grants-special-populations/grants-economically-disadvantaged-students/education-innovation-and-research>

Early-phase: <https://communities.grantsoffice.com/s/grant/a0B3300000M0mZgEAJ/education-innovation-and-research-program-eir-earlyphase-grants>

Mid-phase: <https://communities.grantsoffice.com/s/grant/a0B3300000M0lINEAR/education-innovation-and-research-program-eir-midphase-grants>

Expansion: <https://communities.grantsoffice.com/s/grant/a0B3300000M0lxEEAR/education-innovation-and-research-program-eir-expansion-grants>

Public Safety's New Playbook: Tapping into State and Foundation Funds

Shannon Day, Senior Grants Development Consultant

With each new presidential administration comes changes to federal grants. While the overarching reason for a grant program does not change, we often see changes to priority areas and allowable and unallowable projects. This is nothing new.

2025 is particularly challenging. The newly created Department of Government Efficiency (DOGE) has caused significant delays by adding a review step for every grant's Notice of Funding Opportunity (NOFO). Grants are being flagged for mentioning words and phrases like "community," "DEI," "LGBTQI," and "women," and substantial portions of the NOFOs are being completely rewritten.

Additionally, new requirements mandate that grant recipients cooperate with immigration enforcement. This has led to reduced or eliminated funding for "sanctuary" jurisdictions and legal challenges that have left many criminal justice and first-responder agencies in a bind. Some counties have even gone as far as to adopt "no federal grants" policies.

With federal funds delayed or tied up in litigation, agencies that rely on them must be flexible and consider alternative funding sources. Here are some options to explore:

STATE-LEVEL GRANTS

Like the federal government, each state has its own priorities, which can change with a new administration. While some states may prioritize public safety, others may focus on education. Staying informed is key.

- Pay attention to the budget process and engage with your representatives to make sure your voice is heard.
- Find administering agencies. A great starting point is to find the state agencies that administer federal pass-through funds from the Department of Justice (DOJ) and the Department of Homeland Security (DHS), such as the Edward Byrne Memorial Justice Assistance Grant (JAG) or the State Homeland Security Program (SHSP). These agencies often manage state-funded grants as well.
- Widen your search. Do not limit your search to public safety or homeland security departments. Many different agencies, including those for transportation, commerce, environmental protection, fire services, attorneys general, or state supreme courts, may offer relevant funding.

Find your DOJ State Administering Agency at www.ojp.gov/funding/state-administering-agencies/overview

Find your DHS State Administrative Agency at www.fema.gov/grants/preparedness/about/state-administrative-agency-contacts

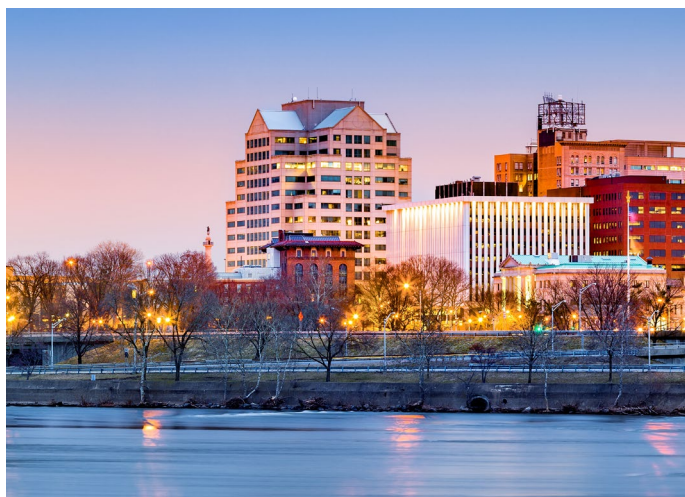
Search for Federal, State, and Foundation funding in Grants Office Communities at communities.grantsoffice.com

FOUNDATION GRANTS

Foundation funding can come from corporate, family, or community foundations. While all grant programs aim for community improvement, foundations truly embody this concept.

- Start with your community foundation. They are an excellent resource and may fund initiatives for first responders. Give them a call and talk about your needs.
- Look for regional or national foundations. Several foundations focus on public safety. You can also explore corporate giving arms of companies like railroads, big-box stores, restaurants, or power companies.

The current delays in federal funding and potential legal battles require patience. Instead of shutting down, now is the time to get creative and explore other options to secure the funding you need.



Grantscasts: A Year in Review

It Takes a Village: Collaborative Grantseeking for Economic Development

A Grants Office Production

About: We explore public and private sector funding opportunities, naming key players and major trends while illustrating how national, regional, and foundation funders prioritize their grantmaking efforts.

www2.grantsoffice.com/Collaboration_EconDev

Winning Grants for Community Impact: Strategies for Local Organizations

A Grants Office Production

About: Learn about the landscape of grant funding for community-based organizations, highlight key opportunity areas, and share practical strategies for developing strong, competitive proposals.

<https://www2.grantsoffice.com/CommunityFunding>

Powering Progress: Finding and Winning Grants for Utilities

A Grants Office Production

About: Learn where to find funding for technology upgrades, infrastructure improvements, energy efficiency projects, and sustainability initiatives — and how to align your proposals with federal, state, and private funder priorities.

www2.grantsoffice.com/Funding_UilitiesEnergy

Unlock Healthcare Grant Funding: Expert Tips to Boost Your Organization's Success

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About: Discover a range of funding opportunities available to support your healthcare programs, gain insights into key grant program goals, eligibility criteria, and allowable projects, and hear expert advice on enhancing your

www2.grantsoffice.com/Healthcare_Grants_2-19-25

Unlock Housing Grants: Expert Tips to Secure Funding for Housing Projects

A Grants Office Production

About: Discover a range of funding opportunities aimed at supporting affordable housing projects, community development, and housing accessibility.

www2.grantsoffice.com/2025HousingGrants

Meeting the Moment: How Higher Ed Institutions Can Compete for Grant Funding

A Grants Office Production

About: Learn how colleges and universities can rise to the challenge by identifying the right opportunities, aligning proposals with funder priorities, and building competitive, compelling applications.

www2.grantsoffice.com/HiEdFunding_2025

Building the Future: Grant Funding Opportunities for Workforce Training

A Grants Office Production

About: From advanced manufacturing to healthcare, technology, and skilled trades, the demand for a well-prepared workforce has never been greater. We'll highlight current and upcoming funding opportunities to support workforce development.

www2.grantsoffice.com/WorkforceDev_2025

Unlocking K-12 Funding Opportunities: A Quick Guide to Grant Success

A Grants Office Production

About: Learn the best funding opportunities for K-12 initiatives, what funders are looking for in successful applications, and key strategies for building strong, sustainable projects.

www2.grantsoffice.com/2025Funding_K-12

Unlocking K-12 Special Education Grants: Expert Tips to Secure Funding for Inclusive Education

A Grants Office Production

About: Uncover how special education funding has been shaped by decades of legislation, advocacy, and evolving priorities, making it a balancing act of federal, state, and foundation funding sources.

www2.grantsoffice.com/2025SpecialEdGrants

You Got the Grant – Now What? A Guide to Post-Award Compliance

A Grants Office Production

About: We'll walk you through the key responsibilities that start the moment you receive an award letter. From understanding reporting requirements and allowable costs to managing project changes and preparing for audits, we'll cover the essentials you need to stay on track (and in good standing) with your funder.

www2.grantsoffice.com/Post-Award-Compliance

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A Grants Office Production

About: Explore a variety of funding opportunities aimed at supporting digital transformation initiatives, from automation and cloud adoption to data management and cybersecurity.

www2.grantsoffice.com/2025DigitizationGrants



Keep an eye out for Grantscasts on funding opportunities for HBCU's, Tribal Organizations, and more.

www.grantsoffice.com/Learn-from-Us/Watch-a-Grantscast



25 Tips from 25 Years of Grantseeking Success: Mapping Your Path forward in 2026

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