

FUNDED



A GRANTS OFFICE PUBLICATION

STATE-LEVEL GRANT FUNDING FOR SCHOOL SAFETY INITIATIVES

FUNDING FOR URBAN TELEMEDICINE

COST SHARE V. COST MATCH

PLUS SUMMARY INFO ON 5 EXCITING GRANT OPPORTUNITIES!

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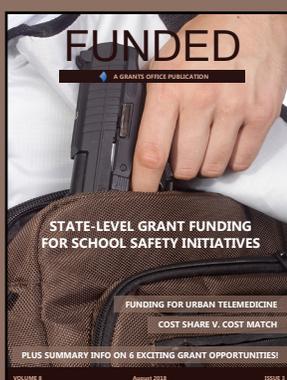
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ON THE COVER

For too long federal and state funding for school safety has largely been reactionary. Meaning, a tragedy needed to occur prior to schools being able to receive support. With domestic terrorism and school shooting incidents on the rise, it seems that the funding scales may finally be tipping in favor of preventative initiatives. In this issue we discuss what this funding looks like at the state-level.

Read more on page 10.

Dear Readers,

In this issue of FUNDED, we take a deep dive into funding for school safety, specifically at the state level. Federal funding for school safety ebbs and flows, sometimes coming from the education side and sometimes from the justice side (for example, the recent SVPP program). But funding at the state level is even more nuanced and targeted, and Ashley Schultz helps us decipher a range of available funding to help schools and communities keep children safer at school.

But of course that's not all we're covering in this issue!

Speaking of deciphering, Elizabeth Evans helps develop our grasp of the grant lexicon with a discussion of the difference between "Cost Share" and "Cost Match" to a funder. As an added bonus, she's included a math lesson, which you might want to pin to your wall, if you sometimes find yourself (as I have done) scratching your head trying to work out the match required for a specific request or how much you can request with a certain match in hand.

Not to be outdone, Chris LaPage takes us through funding for urban telemedicine initiatives. If you're in a remote rural area, there's one great telemedicine program, but for those in urban areas, telehealth-friendly programs are more focused on the specific application of the technology rather than the technology itself.

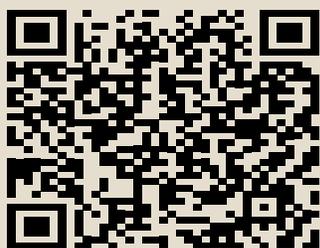
Add to that summaries of five grant opportunities, and examples of projects funded by them, and we have got an issue we think you'll really enjoy reading, and perhaps even passing along to a friend.

Be sure to check out our webcasts and come visit us at the conferences our team will be presenting at in Pa, NJ, and IL in October and November. We'd love to meet you in person! 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've enjoyed bringing it to you!

Sincerely,

Michael Paddock
Editor and Publisher,
FUNDED



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BUSES & BUS FACILITIES INFRASTRUCTURE INVESTMENT GRANT PROGRAM

SUMMARY: This program improves the condition of the nation's public transportation bus fleets, expands transportation access to employment, educational, and healthcare facilities, and improves mobility options in rural and urban areas throughout the country.

NOTE - Funding is also available through a sub-program for Low- or No-Emission Vehicles. This program provides competitive grants for bus and bus facility projects that support low and zero-emission vehicles. Additional information is available at: <https://www.transit.dot.gov/funding/grants/low-or-no-emission-vehicle-program-5339c>.

DEADLINE: Applications are to be submitted by August 6, 2018. A similar deadline is anticipated annually.

ELIGIBILITY: Applicants must be direct recipients of FTA grants under the Section 5307 Urbanized Area Formula program (<https://www.transit.dot.gov/funding/apportionments/table-3-fy-2018-section-5307-and-5340-urbanized-area-formula-appropriations>), States, and Indian Tribes.

FOR MORE INFORMATION: <https://www.transit.dot.gov/bus-program>

On a whole, this program is very tech-friendly and can support several smart city initiatives in relation to transit. In the past, we've seen many cities utilize this funding to replace buses that have exceeded their useful life. Others leverage the program to modernize their existing fleet, expand service routes, and rehabilitate transit centers.

BUSES & BUS FACILITIES INFRASTRUCTURE INVESTMENT GRANT PROGRAM

FUNDED ORGANIZATION: Foothill Transit

PROJECT TITLE #1: “Bus Electrification, Service Expansion, and Enhanced Connectivity in the San Gabriel and Pomona Valley”

AMOUNT FUNDED #1: \$5,440,000

PROJECT DESCRIPTION #1: This project deployed 25 electric buses throughout the Foothill Transit’s Service area, while increasing service and enhancing connectivity to transit hubs, schools and employment centers. The project included 20 Proterra Catalysts XR buses, 5 Alexander Dennis double-decker electric buses, and 2 plug-in chargers, which will eliminate 30,600 tons of GHG and 3.56 tons of PM over 12 years. The project improved access to major employment centers, increased transit ridership, and improved economic opportunities in the region through job creation. The addition of these new buses grew the agency’s electric bus fleet to 55 vehicles, the nation’s first large scale electric fleet.

FUNDED ORGANIZATION & PROJECT TITLE #2: “Mt. San Antonio College Transit Center”

AMOUNT FUNDED #2: \$7,240,000

PROJECT DESCRIPTION #2: Foothill Transit received funding for the design and construction of a transit center near Mt. San Antonio College, a community college in eastern Los Angeles County. The transit center will improve connectivity to educational and employment opportunities, and substantially improve safety riders. The transit center includes 10 bus bays, 2 chargers for electric buses, a transit store, lighted sheltered wait areas, real-time bus arrival kiosks, and upgraded ADA and pedestrian access.

FOR MORE AWARD INFORMATION: <https://www.transit.dot.gov/funding/grants/fiscal-year-2017-bus-and-bus-facilities-projects>

ORGANIZATION WEBSITE: <http://foothilltransit.org/>

SECURING GRANT FUNDING FOR URBAN TELEMEDICINE INITIATIVES

By Chris LaPage

Back to the Future: Telemedicine & Patient-Centered Care

Telemedicine is a technology innovation that has increased access to medical care for rural and underserved populations across the United States over the last two decades. While advancements in technology are typically associated with the future, in many ways telemedicine is a return to the past. Throughout the early and middle 20th Century, patients were traditionally treated in their homes via house calls made by an area doctor. In other words, health care was actually *delivered* to the patient in an environment where they lived, worked, and studied. With all the advancements of modern medicine, the concept of patient-centered care would not return to the lexicon of the healthcare industry until the Institute of Medicine's 2001 publication, *Crossing the Quality Chasm*. Telemedicine enables health care providers the ability to return to their roots. By leveraging video conferencing, these providers can provide primary and specialty therapeutic services to patients and areas of the country that lack medical resources.

The Federal Grants Landscape

The primary issue with implementing a telemedicine program is the high upfront cost associated with equipment and software acquisition, the personnel and resources to maintain the equipment, and the training of health care providers on effective use. Provider training can be especially burdensome.

Telemedicine delivery training involves more than simply showing health professionals how to use the technology. Rather, health professionals must also be trained on how to handle the profound changes in the workflow of virtual encounters compared to in-person patient visits.

Fortunately, telemedicine is a prime example of a technology that enables health care access directly, making such initiatives very fundable through grants. As grantseekers peruse the offerings available at the federal level, they will find many grant programs available through agencies such as the U.S. Department of Agriculture (USDA) and the Health Resources and Services Administration (HRSA). Unfortunately, these federal financial resources are finite and grant programs are typically targeted towards populations with the greatest need. In the case of telemedicine, federal funding is primarily aimed at serving rural communities. Urban health care providers often serve as a hub in these arrangements or as the source of the care that is being delivered, however, all services must be delivered to rural areas.

Luckily, there is plenty of good that telemedicine initiatives can still accomplish in urban areas – particularly when it comes to improving access to care for underserved populations, whether they be low-income families, children with special needs, or racial and ethnic minorities. In some instances, telemedicine may be used in urban areas to overcome a specific provider shortage, such as pediatric dentists. While the bulk of federal dollars are targeted at rural areas, the key to



Telemedicine is enabling a return to the physician house call, where providers see patients in the environments where they live, work and socialize. This is true even in dense urban areas where telemedicine can be used to overcome provider shortages and provide a continuum of services in a way that is convenient to the patient.

success for proposing grant funded, urban-based telemedicine projects is emphasizing the specifically underserved patient population and types of services that are otherwise unavailable. For example, HRSA has a School-Based Health Centers Capital Program (SBHCC) that enables health care facilities to physically or virtually offer their services in school settings. This program is not restricted to rural areas. HRSA also has a program that encourages telemedicine use in effort to improve care for children with epilepsy. The Substance Abuse and Mental Health Services Administration (SAMHSA) has a program due August 13 aimed at leveraging telehealth to improve mental health treatment for children and adolescents. The Centers for Disease Control and Prevention sponsors a program that promotes racial and ethnic approaches to community health (REACH). While it is true that most of the large service-agnostic telemedicine grant programs are aimed at rural areas, as evidenced by the programs just listed, there is funding for

urban-based projects. Just remember that urban grantseekers will have the greatest success when searching for opportunities that target specific health service lines and populations.

State & Local Grant Funding

State and locally-sourced grant funding for telemedicine initiatives varies significantly depending on the specific state or target community. Grantseekers should look at the traditional health and human service agencies that would be interested in funding telemedicine within their state to know which, if any, opportunities exist. Similar to the federal landscape, urban-based grantseekers will likely need to carve out specific patient populations or medical services, and target the appropriate state agency. However, it is also wise to broaden one's search to areas that may not seem intuitive. For instance, Virginia uses its *Tobacco Settlement Fund* to award grants for telemedicine

projects across the state through its Special Projects Program. States and local communities across the country also receive funds through the U.S. Department of Housing and Urban Development's (HUD) Community Development Block Grant Program (CDBG). CDBG funds are targeted at urban communities and must be used to benefit low and moderate-income populations. If you are in a larger town or county, healthcare facilities may seek CDBG funding directly through their municipality. Smaller communities must leverage CDBG funding through their state housing department. Likewise, healthcare facilities are often a large employer in urban areas and can play a key role in the economic development of a community. As such, healthcare facilities may be able to fund their telemedicine projects through grant programs offered by their state commerce and economic development agency. Healthcare providers in the Appalachian or Delta regions of the United States may also be able to fund their initiatives through grant programs made available by the Appalachian Regional Commission and Delta Regional Authority, respectively.

Foundation Grant Funding

Funding technology-based projects through foundations can sometimes be a difficult task, especially if the link to patients is ancillary or indirect. For instance, many foundations view electronic medical records as "business record keeping" (i.e. a required task of any hospital to be in operation) thus are not interested in funding such initiatives. However, if your reason for maintaining electronic medical records is because you're trying to implement a patient portal module - which can be used to directly impact patient care - then it is much easier to position your project to foundations as more than requesting support for general operations.

Foundations report annually on the number of people they touch and how the quality of life of these individuals improves because of

their funding of specific projects. Fortunately, telemedicine technology can directly impact patient care by improved access and/or quality. As such, a technology-enabled project holds the potential to be highly fundable and of great interest to regional or local foundations provided you're able to articulate how the technology will help you achieve your goals related to access and quality. Furthermore, since these foundations target particular regions or communities, you are not competing with as large of applicant pool as you may find in the federal space. For these reasons, foundations may be the best and most logical choice for healthcare providers that are seeking funds for their urban telemedicine initiative. The goal will be to tailor your request to the priorities of the foundation. If a foundation has priorities around health care access and low-income children - you may want to tailor your funding request to deliver telemedicine services to the poorest schools and daycare centers. In contrast, if a foundation has a focus on mental health - you may want to propose a tele-psychiatry project to the funder. Since foundation funding levels are typically lower than those seen at the federal level, remember to carve out pieces of your overall project budget that will align best with the specific foundation funder.

Final Thoughts

Telemedicine is fundamentally changing the way health care is being delivered by improving access to care and doing so in a manner that is convenient to the patient. Fortunately, there are grant programs available to assist providers with developing and expanding such initiatives. While it may seem like most funding is earmarked for rural areas, there is the potential to realize grant dollars for urban-based projects as well. The key is to focus on the specific medical service lines, and vulnerable populations that will be served, as well as conducting a comprehensive funding search across federal, state, local and foundation sources. ■

NURSING WORKFORCE DIVERSITY (NWD) GRANT PROGRAM

SUMMARY: The overall purpose of the NWD program is to increase nursing education opportunities for individuals from disadvantaged backgrounds, including ethnic and racial minorities who are underrepresented among registered nurses.

Applicants must be committed to increasing diversity in health professions training programs and the health workforce. This commitment helps ensure, to the extent possible, that the health workforce reflects the diversity of the nation.

To accomplish the program goal, applicants are expected to demonstrate that a combination of academic/peer support, mentoring, institutional and community partnerships, and/or student financial support will be effectively used to retain students from disadvantaged backgrounds with low academic achievement who are at risk of failing in schools of nursing.

DEADLINE: The previous deadline to apply was November 18, 2016. A similar deadline is anticipated biennially. A new solicitation is expected to be released in September or October.

ELIGIBILITY: Accredited schools of nursing; Nursing centers; Academic health centers; State or local governments; Other private or public entities determined appropriate by the Secretary; Faith-based organizations; Community-based organizations; and Tribes and Tribal Organizations.

FOR MORE INFORMATION: <https://bhw.hrsa.gov/fundingopportunities/?id=71a65b17-a6c8-45cf-a944-99b0d256cef>

STATES RESPOND TO SCHOOL VIOLENCE WITH NEW GRANT FUNDING

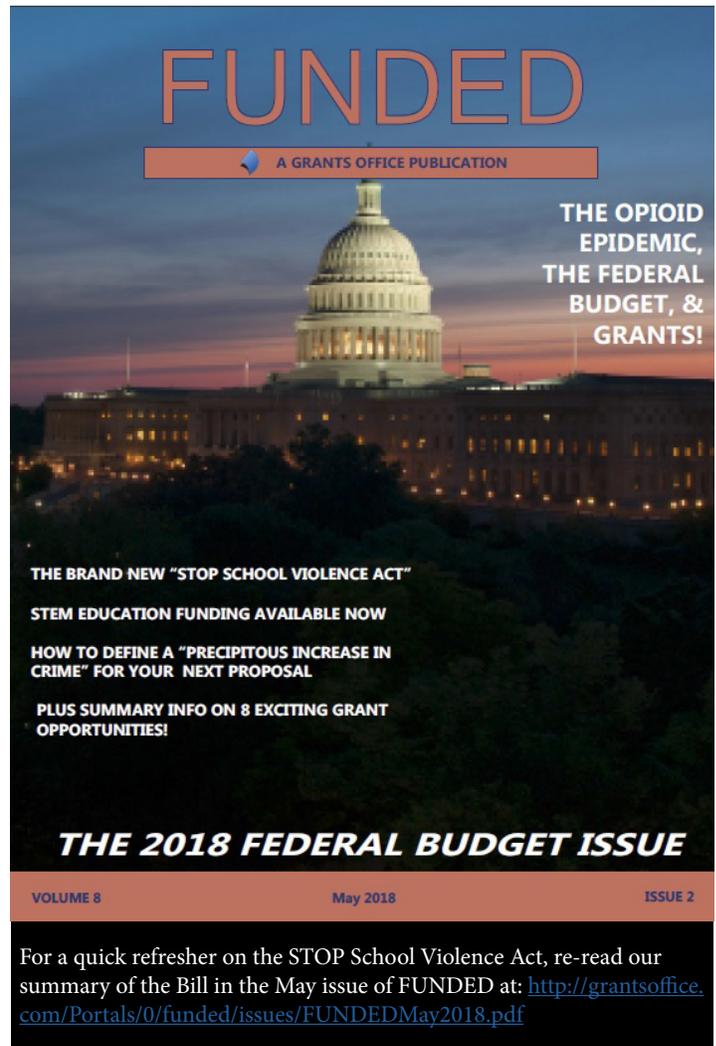
By Ashley Schultz

In the wake of recent high profile school shootings across the US, Congress passed the *Students, Teachers, and Officers Preventing (STOP) School Violence Act* in June 2018. The bill included key provisions to improve school safety initiatives, providing students and teachers with the tools they need to recognize mental health crises, respond to violent attacks, mitigate risk exposure, and prevent future acts of violence.

The \$75 million in funding allocated to the STOP School Violence Act in 2018 is dedicated to three brand new grant programs. These programs target a series of initiatives, including support for:

- Specialized training for school officials on how to prevent student violence and respond to mental health crises
- School threat assessment and crisis intervention teams.
- Anonymous reporting systems through apps, hotlines, or websites.
- Equipment, training, and staff time to improve school safety and increase coordination with law enforcement.

Federal allocations for these initiatives is anticipated to increase to \$100 million total for each year through 2028. It remains to be seen if the Department of Justice and its administering agencies will choose to dedicate that funding to the same three programs again in 2019 – or if they’ll instead create entirely new grants with comparable focus areas.



State Grants related to the STOP School Violence Act

It’s important to note that recent federal investments in school safety did not occur within a vacuum. A small handful of states have



Many state school safety grants are tech-friendly, with eligible expenses for fixed surveillance, electronic access control, metal detectors, emergency alerts, and other communication systems.

supported campus improvements through targeted grant funding for years. Others created brand new grant programs in 2018 – spurred, in large part, by the February 2018 school shooting at Florida’s Marjory Stoneman Douglas High School and the March for Our Lives rally on Washington a few months later.

The following two lists capture a sample of grant funding available at the state level. As public demand for school safety increases, we expect to see even more states follow suit in the upcoming years.

Existing State Funding Opportunities.....

- **Arizona** - The AZ Department of Education’s School Safety Program supports the placement of School Resource Officers and Juvenile Probation Officers on school grounds. Applications are due in April, annually. See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=23368>
- **Colorado** - The CO Department of Education’s Building Excellent Schools Today (BEST) Program provides capital funding for security/safety projects, in addition to major school renovations and new construction. Letters of Intent are due in December, annually. See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=54405>
- **Florida** - The FL Department of Education’s Safe Schools Grant supports school safety measures, drug prevention programs, and positive school climates that promote caring relationships. This is

an annual allocation.

See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=39873>

- **Idaho** - The ID State Department of Education's Safe and Drug-Free Schools Program provides technical assistance and financial support on bullying, violence, and drug prevention. Applications are accepted year-round. See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=54878>
- **Indiana** - The IN Department of Homeland Security's Secured School Safety Grant Program supports (1) the placement of School Resource Officers; (2) activities for threat assessment; and (3) the purchase of tech to restrict access and expedite notification to first responders. Applications are due in April, annually. See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=35728>
- **Massachusetts** - The MA Department of Elementary and Secondary Education's Safe and Supportive Schools Grant funds self-assessment, action planning, and implementation to create safe, positive, healthy and inclusive learning environments. Applications are due in October, annually. See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=54882>
- **Michigan** - The MI State Police's School Safety Grant supports the purchase of equipment to improve the security of school buildings, including metal detectors, communication systems, shatterproof glass, screening systems, and technology for law enforcement coordination. Applications are due in September, annually.
- See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=37918>
- **Minnesota** - The MN Department of Education's School Safety Grant supports exterior entry security, communication systems, and other school facility safety projects. This includes renovating and expanding existing buildings. Proposals are accepted on a first-come, first serve basis starting in August. See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=54922>
- **New Hampshire** - The NH Department of Education's Public School Infrastructure Fund provides funding to improve security in schools, in addition to e-Rate matching on other K-12 projects. Applications are accepted year-round. See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=53978>
- **New Jersey** - The NJ Department of Education's Nonpublic School Security Program supports the purchase of security services and equipment to ensure a safe and secure environment for K-12 students. Funding is based on the number of full-time pupils enrolled in the school. Applications are due in October, annually. See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=54880>
- **New York** - The NY Department of Education's Safety Equipment Funding for Nonpublic Schools supports equipment purchases related to lighting, doors, and access control systems. Applications are due in Spring, annually. See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=37685>

- **Pennsylvania** - The PA Department of Education's Safe Schools Grant supports the placement of School Resource Officers, the placement of School Police Officers, and the purchase of equipment - including metal detectors, video surveillance, and emergency communications. Applications are due in July, annually.
See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=22775>
- **Virginia** - The VA Department of Education's School Security Equipment Program supports the purchase of school safety technology, including intercom systems, video surveillance, electronic access control systems, and mass notification via mobile apps or telephone. Applications are due in August, annually.
See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=36874>
- **Wisconsin** - The WI Department of Justice recently funded a School Safety Initiative that supports two categories of preparedness: (1) Basic projects to achieve an established baseline of security; and (2) Advanced projects to improve school safety beyond minimum standards. Applications were due in July. Additional rounds of funding will be dependent on state Congressional funding allocations.
See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=54883>

State Funding Opportunities on the Horizon.....

- **Georgia** - The State earmarked \$16 million for school safety improvements in 2018 to share among its 181 districts. This is anticipated to include provisions for metal detectors, security cameras, new locks, new doors and other building improvements.
See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=54879>
- **Florida** - The State approved \$98 million for school safety funding as part of the Marjory Stoneman Douglas High School Public Safety Act. This is anticipated to include provisions for various school hardening measures such as metal detectors, bulletproof glass, steel doors, and upgraded locks.
See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=54341>
- **Maryland** - The State passed a \$51 million school safety bill to create statewide standards for school safety and require each district to develop self-assessment teams. This is anticipated to include funding for School Resource Officers (SRO), counselors, reinforced doors & windows, panic buttons, security cameras, and metal detectors.
See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=54885>
- **New Jersey** - The State proposed a \$500 million bond to improve school safety. This is anticipated to include funding for cameras and doors. Funds must first be approved by the state Assembly and NJ Governor Phil Murphy. If these measures pass, the program will then put on the ballot for voters in November 2018.
See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=54881>

ON THE COVER

- **North Carolina** - The State set aside \$35 million for school safety grants for the 2018-19 budget. This is anticipated to include support for additional mental health personnel, additional School Resource Officers (SRO), and school safety equipment. Additional rounds of funding will be dependent on state Congressional funding allocations. See more at: <http://grantsoffice.com/GrantDetails.aspx?gid=54933>

With the variety of funding sources at both the state and federal level, there are plenty of opportunities your agency can leverage to purchase, implement, and maintain a school safety initiative. Don't see your State on this list? Check out the Department of Education or Department of Justice website frequently for updates on other possible program offerings. You may even consider contacting your State Administering Agency (SAA) (See: <https://ojp.gov/saa/>) for information on school safety funding coming down the pike in your area. ■



Check the grant guidance for information regarding allowable soft costs for your school safety project, including installation, storage, prepaid warranties, maintenance agreements, and consultant expenses.

HIGHLY AUTOMATED VEHICLE RESEARCH & DEVELOPMENT GRANT PROGRAM

SUMMARY: This program was designated in the Omnibus Spending Bill of 2018. Funding will support demonstration projects that test the feasibility and safety of Highly Autonomous Vehicles (HAV) and Advanced Driver-Assistance System (ADAS) deployments, as well as necessary administrative expenses.

Eligible activities include:

- Technologies associated with autonomous vehicles and other collision avoidance technologies, including systems using cellular technology;
- Advanced safety systems, including vehicle-to-vehicle and vehicle-to-infrastructure communications;
- Advanced mobility and access technologies, such as dynamic ridesharing and information systems to support human services for elderly and disabled individuals;
- Dynamic road network mapping;
- Roadway marking and signage;
- Community education and outreach; and
- Transportation data collection and analysis.

Projects may serve a variety of communities, including urban, suburban, and rural environments. Further, projects may serve a variety of transportation markets including freight, personal mobility, and mass transit.

DEADLINE: Additional program information and deadlines are anticipated to be announced late-Summer 2018.

ELIGIBILITY: State, local, and tribal governments, transit agencies, and metropolitan planning organizations, including entities designated as automated vehicle proving grounds. Academic and research institutions are also anticipated to be eligible.

FOR MORE INFORMATION: <https://www.congress.gov/bill/115th-congress/house-bill/4909/text>

COST SHARE, COST MATCH... WHAT'S THE DIFFERENCE?

By Elizabeth Evans

For many grant funders, requiring that their applicants leverage personal funds towards a proposed project is an effective way to guarantee that their grantmaking dollars have a greater impact. Doing so increases the total amount of monies spent on the propose initiative, effectively making their investment go further. This tactic also ensures that the applicant entity “has some skin in the game”. After all, it’s easy to propose a risky venture when you’re spending someone else’s cash! However, if you’ve also had to pay out of pocket for the initiative, its much more likely that you’re going to want to guarantee the proposed project’s success.

What do these awardee investments look like though? Normally they assume one of two formats: the cost-share, and the cost-match. Which version is used will depend on the specific funder and grant program, but what is important to know is that they do not mean the same thing... even if you occasionally see them used interchangeably. Following we’ll define both cost-share and cost-match, and even provide you with some examples. That way next time you see these words used in a grant program solicitation you’ll know exactly what the funder expects!

Cost-Share

Cost share is a general term for when the grant awardee must also provide funding towards the proposed project. As stated earlier, some grantmakers expect the grantee to show their commitment to the proposed project by sharing in its costs. Typically, we see a cost share presented as percentages. For example:

“Applicants must provide 50% of the total project cost from non-federal sources.”

It may help to think of cost share percentages instead as fractions, or parts of the whole. In the above example the funder expects that the total cost of the project be split in one-half between themselves and the awardee.

Cost-Match

Cost match is a type of cost share, so, you may occasionally see the two terms used



The The federal government defines cost sharing or matching as “a portion of the project or program costs not borne by the federal government” and therefore covered by some other source. Source: OMB Circular A-110: <https://www.whitehouse.gov/wp-content/uploads/2017/11/Circular-110.pdf>

interchangeably. This can often lead to confusion for grant seekers, particularly as they attempt to figure out the math for their project budget. The trick is not to overthink things! In this instance, the name gives the funder's expectation away – the grantmaker would like the grantee to “match” the funding request. Cost matches are typically presented in the form of a ratio. For example:

“Applicants must provide a 1:1 match of non-federal funding for each grant dollar requested”.

Again, in this instance the funder and the awardee are still sharing in the total project cost, but the framing for how these amounts should be calculated is different. In this case, the funder expects that the awardee put forth an amount equal in value to what the funder has granted.

Doing the Math

Did you know that the two previously provided examples describe the same total project budget? It's true; a 50% cost share and a 1:1 match are exactly the same! The easiest way to approach these calculations is by framing everything around the total project amount, regardless of what the grant award may be. From there, all that is required is a bit of simple arithmetic. For example:

You are proposing a project that will take \$100,000 to complete. Grant Funder A requires a 50% cost share for any project they award. Grant Funder B requires a 1:1 cost match for any project they award. Since 1:1 cost matches and 50% cost shares are the same thing, regardless of which funder you approach, your request should be for \$50,000 of support. The funder will then provide the funds (\$50,000) for the other half of the total project cost (\$100,000). Below is how that math works out.

Grant Funder A offers a grant of \$50,000 and requires that the applicant share 50% of the total project cost.

$$\begin{aligned} & \$50,000 \text{ grant award} \\ & \div .50 \text{ (i.e. 50\% of the total project)} \\ & = \$100,000 \text{ total project cost} \end{aligned}$$

Grant Funder B offers a grant of \$50,000 and requires that the applicant matches the awarded funds 1:1.

$$\begin{aligned} & \$50,000 \text{ grant award} \\ & + \$50,000 \text{ cost match} \\ & = \$100,000 \text{ total project cost} \end{aligned}$$

(In this case, both the grant award and cost match amounts must be equal to adhere to the 1:1 requirement.)

In most instances, though, the grant funder won't tell you what your total project budget should be. Instead they'll provide only a maximum funding amount and the required cost share or match contribution that awardees must have prepared prior to award. Knowing this, let's look at another example.

Grant Funder A offers a grant of \$750,000 and requires that the applicant share 25% of the total project cost. This means that the funder will provide 75% of the total project cost.

$$\begin{aligned} & \$750,000 \text{ grant award} \\ & \div .75 \text{ (i.e. 75\% of the total project)} \\ & = \$1,000,000 \text{ total project cost} \end{aligned}$$

Then, since you know that the total project cost will be \$1,000,000 you can subtract the \$750,000 grant award from this amount to find that you must provide \$250,000 in cost share.

Grant Funder B offers a grant of \$750,000 and requires that the applicant matches the awarded funds 1:3 (i.e. 1 awardee dollar

for every 3 grantor dollars invested in the project).

$$\begin{aligned} & \$750,000 \text{ grant award} \\ & \div 3 \text{ (i.e. } 3/1 \text{ of the total project)} \\ & = \$250,000 \text{ cost match from the awardee} \end{aligned}$$

Then, since you know that you must provide \$250,000 in cost match, you can add this amount to the \$750,000 grant award to figure out that you're actually proposing a \$1,000,000 total project budget.

But, what about when the math isn't so strait forward? This time, we'll hold the grant awards constant and change the amount expected of cost share or match between the two funders. We'll also determine the total project based on the funds shared or matched by the applicant rather than by the funder. What would the calculations look like then?

Grant Funder A offers a grant of \$900,000 and requires that the applicant share 10% of the total project cost.

$$\begin{aligned} & \$900,000 \text{ grant award} \\ & \div .9 \text{ (i.e. } 90\% \text{ of the total project)} \\ & = \$1,000,000 \text{ total project cost} \end{aligned}$$

If the total project cost will be \$1,000,000, subtract the \$900,000 grant award to find that you must provide \$100,000 in cost share.

Grant Funder B offers a grant of \$900,000 and requires that the applicant match the awarded funds 2:1 (i.e. 2 awardee dollars invested for every 1 grantor dollar invested in the project).

$$\begin{aligned} & \$900,000 \text{ grant award} \\ & \times 2 \text{ (i.e. } 2/1 \text{ of the total grant award)} \\ & = \$1,800,000 \text{ cost matched from the awardee} \end{aligned}$$

Then, add the \$900,000 grant dollars to the \$1,800,000 cost match to figure out that you're proposing a \$2,700,000 total project budget.



Cost share or match calculations are tedious, but don't have to be scary! If you ever get confused or start to get turned around, ask a friend to check your numbers!

The Devil is in the Details

It's important to note that not all grant programs will require a cost share or match. If the grant program you've targeted does, make sure to double check what the funder's expectations are related to the share or match. Some funders may require only monetary resources to be leveraged, while others will also consider the estimated value of in-kind donations. In other cases, cost shares or matches may only apply to the non-capital portions of the budget or the direct costs. These variances will determine how much each party is putting into the initiative as well as the possible total project budget.

For additional information on cost sharing and matching, see Funded Volume 7 Issue 2 from May 2017. We feature a great Q and A about making the match. <http://grantsoffice.com/Portals/0/funded/issues/FUNDEDMay2017.pdf> ■

ADVANCED TECHNOLOGICAL EDUCATION (ATE) GRANT PROGRAM

SUMMARY: ATE focuses on the education of technicians for the high-technology fields that drive our nation's economy. The program involves partnerships between academic institutions and industry to promote improvement in the education of science and engineering technicians at the undergraduate and secondary school levels.

The ATE program supports curriculum development; professional development of college faculty and secondary school teachers; career pathways to two-year colleges from secondary schools and from two-year colleges to four-year institutions; and other activities.

Another goal is articulation between two-year and four-year programs for K-12 prospective STEM teachers that focus on technological education. The program invites research proposals that advance the knowledge base related to technician education.

DEADLINE: Applications are to be submitted by October 4, 2018. A similar deadline is anticipated annually.

ELIGIBILITY: Universities, colleges, non-profit, non-academic organizations, for-profit organizations, state governments, local governments, and unaffiliated individuals. Two-year colleges and other associate degree-granting institutions are especially encouraged to submit proposals. All proposals are expected to include one or more two-year colleges in leadership roles.

FOR MORE INFORMATION: http://www.nsf.gov/funding/pgm_summ.jsp?pims_id=5464

BIG DATA REGIONAL INNOVATION HUBS: ESTABLISHING SPOKES (BD SPOKES) GRANT PROGRAM

SUMMARY: NSF's Directorate for Computer and Information Science and Engineering (CISE) initiated the National Network of Big Data Regional Innovation Hubs (BD Hubs) program in FY 2015. Four BD Hubs - Midwest, Northeast, South, and West - were established to foster multi-sector collaborations among academia, industry, and government, both nationally and internationally. These BD Hubs are serving a convening and coordinating role by bringing together a wide range of Big Data stakeholders in order to connect solution seekers with solution providers.

The Big Data activities of a BD Spoke will be guided by the following broad themes:

- Accelerating progress towards addressing societal grand challenges relevant to the regional and national priority areas defined by the BD Hubs (information on priority areas can be found on each Hub's website listed in the Program Guidance);
- Helping automate the Big Data lifecycle; and
- Enabling access to and spurring the use of important and valuable available data assets, including international data sets where relevant.

Proposed BD Spoke projects are expected to focus on their articulated regional challenges and opportunities, such as:

- Education
- Data Intensive Research in the Social, Behavioral, and Economic Sciences
- Data-driven Research in Chemistry
- Neuroscience
- Data Analytics for Security
- Replicability and Reproducibility in Data Science

DEADLINE: The previous deadline to apply was September 18, 2017. A new solicitation is expected to be released in the fall.

ELIGIBILITY: Universities and colleges; Non-profit, non-academic organizations, including: independent museums, observatories, research labs, professional societies and similar organizations in the U.S. associated with educational or research activities; and State and local governments, including State educational offices and school districts.

FOR MORE INFORMATION: http://www.nsf.gov/funding/pgm_summ.jsp?pims_id=505264

BIG DATA REGIONAL INNOVATION HUBS: ESTABLISHING SPOKES (BD SPOKES) GRANT PROGRAM

FUNDED ORGANIZATION & PROJECT TITLE: Emory University - "BD Spokes: SPOKE: SOUTH: Large-Scale Medical Informatics for Patient Care Coordination and Engagement"

AMOUNT FUNDED: \$1,000,000

PROJECT DESCRIPTION: This project brings together six universities to design and construct a patient-focused and personalized health system that addresses the fractured nature of healthcare information, and the lack of engagement of individuals in their own healthcare. The system has four key aims to:

1. provide a human-centered approach for integrating electronic health record data generated by traditional methods with data collected "in the wild" (such as personal fitness devices, mobile phone usage, local weather, pollution or even fast food restaurant maps, etc.);
2. develop a framework for deciding which data sources are trustworthy;
3. create a cloud-based system to allow users to view and track their own data over time and improve healthcare outcomes; and
4. provide educational outreach and community participation, particularly in minority populations, to design a system which benefits users in both the short term (through employment and education) and the long term (through increased engagement and trust).

This project will leverage modern distributed cloud-based computing infrastructure (including mobile phones and Amazon Web Services), and the unique capacities of the South BD Hub to house and analyze the enormous volumes of health-related data that are generated every day by people, and their environment.

FOR MORE AWARD INFORMATION: https://www.nsf.gov/awardsearch/showAward?AWD_ID=1636933

ORGANIZATION WEBSITE: <http://www.emory.edu/home/index.html>

HEADED TO CONFERENCES? COME SAY "HELLO"!



Pennsylvania School Boards Association School Leadership Conference

Hershey Lodge - Hershey, PA

Visit us at booth #428 in the exhibit hall!

More Info: <http://bit.ly/2Me4KPx>

New Jersey School Boards Association Workshop

Atlantic City Convention Center - Atlantic City NJ

Visit us at our table in the NJSBA Member Services Area of the exhibit hall!

More Info: <http://bit.ly/2Km6aWg>



Grant Professionals Association Annual Conference (x2!)

Swissotel - Chicago, IL

You can also visit our booth!



"The K-12 Federal Funding Landscape: What's on the Horizon for 2019"

Thursday, November 8, 2018 at 1:30pm

More Info: <http://bit.ly/2LONVuh>

"Leveraging Partnerships for Your Next Campus Safety Project"

Friday, November 9, 2018 at 9am

More Info: <http://bit.ly/2LSK53t>

10 Tips for Maximizing Your Grant Seeking Success

1. **Do your homework!** Learn as much as possible about the grant program and the funder before you apply.
2. **Use recent local and regional data** to illustrate trends or identify “challenge” areas within your community.
3. **Include SMART goals.** They should be specific, measurable, achievable, results-focused, and time-bound.
4. **Grants fund projects, not products.** Start with your projects’ needs and objectives, then emphasize how the desired technology will be an essential tool to help you accomplish specific goal-enabling activities.
5. **Talk to vendors** rather than pulling prices for grant-funded items off the internet. Quotes provided in your budget will be more accurate, and vendors can help ensure that you’ve included all the necessary gear for items work as desired.
6. **Provide a detailed budget justification.** Most funders won’t limit your page length there, so be sure to connect each line item to a specific activity that will help you accomplish a project goal.
7. **Don’t include extra materials** beyond those specifically requested by the funder. They have enough to read and extra materials can detract from your message.
8. **Start early!** Funders like specific details about how their money is going to be spent. You’ll have more flexibility to specify the exact who, what, where, when, and how of your project if you’re not applying at the last minute.
9. **Get an outside set of eyes to edit your proposal and provide feedback.** If your draft makes sense to someone who isn’t intimately familiar with the project or your organization and community, odds are good that it will make sense to the funder too.
10. **Follow directions!** Funders specify page limits, which attachments to include, font type and size, paper margins, and section headings for a reason. Inability to adhere to these tedious, but simple requirements is an easy way for the funder to reduce the number of proposals they must review.



UPCOMING WEBCASTS

- **National Science Foundation Funding to Connect Students to a World of STEM Opportunities** - Sponsored by Connection Public Sector Solutions, Intel, and Lenovo
Tuesday, August 14th at 2pm eastern
Register: <http://bit.ly/2NMYFdi>
- **Using Grants to Leverage the Connectivity You've Already Funded with E-Rate** - Sponsored by Connection Public Sector Solutions and Aruba
Tuesday, September 18th at 2pm eastern
Register: <http://bit.ly/2LRqVLd>
- **Funding to Empower STEM Education Within Your District** - Sponsored by Connection Public Sector Solutions, Intel, and Lenovo
Tuesday, October 9th at 2pm eastern
Register: <http://bit.ly/2LOi4tz>

RECENT RECORDINGS

- **Winning Grants for Native American & Tribal Technology Projects** - Sponsored by PCMG and Dell
Replay: <http://bit.ly/2NOJnVt>
- **Sources & Strategies for Winning K-12 STEM Funding** - Sponsored by Dell EMC
Replay: <http://bit.ly/2LOgAiZ>
- **Taking Your Body-Worn Camera Grant Across the Finish Line** - Sponsored by SentiVault
Replay: <http://bit.ly/2LQa6jG>

Find more replays at: <http://www.grantsoffice.info/webcasts.aspx>

LEARN MORE AT
WWW.GRANTSOFFICE.COM

AND FOLLOW US!

