



Funding PPE, Equipment & Apparatus

RightNauConsulting LLC
FEMSA/FAMA Annual Fall Conference
New Orleans, LA
September 28, 2023

RightNauConsulting LLC Bio

- ▶ RNC LLC formed January 2019
 - ▶ *Consults with municipalities, fire departments, non-profits, and small businesses nationwide in the areas of finance, budgeting, accounting/bookkeeping, grant writing, website design, planning visualizations and much more.*
- ▶ Local government career: 10 years with service in 5 states (VA, AZ, DE, PA, & CT)
 - ▶ **Current: Finance Manager.** Manages \$24M dollar operating budget, 14 special funds, grants, procurement, risk management, and payroll/benefits administration to 45 FTs and 40 PTs
- ▶ Lifelong volunteer at LRFC in Stamford, CT (firefighter; past President)
- ▶ Grant career: written and managed over 30 successful local, state, federal, foundation grants totaling over \$44M.



Looking for funders that offer general operating support



Good
news!
Capital
requests
are
“easy”

Funding PPE, Equipment & Vehicles - Presentation Summary

▶ **Locating a Grant Opportunity**

- ▶ How to find a grant that will fund PPE, equipment or vehicles
 - ▶ **Federal, State, and Foundation**
 - ▶ FEMA AFG Examples
 - ▶ **PPE Allocation: ARPA**

▶ **Grants Nuts and Bolts**

- ▶ How to write an effective narrative for your grant
- ▶ How to develop your grant budget

Locating a Grant

- ▶ How to find a grant that will fund PPE, equipment or apparatus
- ▶ First ask yourself:
 - ▶ Is your agency eligible to apply?
 - ▶ Is the project eligible? Goals/timing/type?
 - ▶ What are the grantor's priorities?
 - ▶ Who and what projects have been funded in the past?
- ▶ Interaction/Networking
- ▶ Resources: books, publications, websites, prof. associations

U.S. Fire Administration

Funding Alternatives for Emergency Medical and Fire Services

FA-331/April 2012




FEMA



www.emsgrantshelp.com
www.firegrantshelp.com
www.federalgrantswire.com
[https://fconline.foundationcenter.org](http://fconline.foundationcenter.org)



PPE, Equipment, and Vehicle Grants: Federal, State, and Foundation



Update to “*Funding Alternatives for Emergency Medical and Fire Services*” (FA-331, 2012) by USFA, FEMA and IFSTA coming soon!

- ▶ **Federal:**

- ▶ **FEMA Assistance to Firefighters Grant (AFG): AFG**

- ▶ **State-specific grants:** Alaska, Arkansas, California, Colorado, Connecticut, Florida, Illinois, Iowa, Kentucky, Maine, Maryland, Montana, New Mexico, New York, North Carolina, Ohio, Oklahoma, Oregon, South Carolina, Texas, Utah, Virginia, Washington, & Wisconsin (see next slide)

- ▶ **Foundations:**


- ▶ International Fire Relief Mission (IFRM) Grant
 - ▶ Firehouse Subs Equipment Grant
 - ▶ Gary Sinise Foundation First Responders Grant
 - ▶ Check national banks! BOA, Chase,

- ▶ **ARPA Allocation** (see next slides)

PPE, Equipment & Apparatus Grants: State Specific

► State-Specific Grants:

- Rural Fire Assistance (RFA) Grant
- Volunteer Fire Assistance (VFA) Grant
- Forest Fire Protection (FFP) Grant
- Office of Highway Safety / Traffic Safety
- Act 833 Fire Grant (Arkansas)
- New Mexico Fire Protection Grant
- NYS Homeland Security and Emergency Services
- Volunteer Strategic Assistance and Fire Equipment (V-SAFE) (South Carolina)
- Utah Fire Department Assistance Grant
- Aid to Localities (Virginia)
- International Fire Relief Mission (IFRM)
- American Water Company Firefighter, Emergency Responder, and Community Involvement Grant Programs
- First Responders Grant



Update to “*Funding Alternatives for Emergency Medical and Fire Services*” by USFA, FEMA and IFSTA coming soon!

Allocations: American Rescue Plan Act (ARPA) – PPE Potential

- ▶ **WHO is eligible:** States & DC, Territories, Tribal governments, Counties, Metropolitan cities, and smaller local governments (NEUs)
 - ▶ Non-profit and private organizations (indirectly)
- ▶ **HOW MUCH \$** did each group receive?

Type	Amount (\$ billions)
States & District of Columbia	\$195.3
Counties	\$65.1
Metropolitan Cites	\$45.6
Tribal Governments	\$20.0
Territories	\$4.5
Non-Entitlement Units of Local Government	\$19.5

**MUST BE SPENT BY
12/31/2024!**

Allocations: American Rescue Plan Act (ARPA) - PPE Potential

- ▶ **WHAT is eligible:** COVID-19 response, mitigation, and prevention activities
 - ▶ **Main categories:** Public Health, Negative Economic Impacts, Services to Disproportionately Impacted Communities, Premium Pay, Infrastructure: Water/Sewer/Stormwater/Broadband, & Revenue Replacement
 - ▶ **Public Health:** Vaccination programs, medical care, testing, contact tracing, support for access to healthcare, public health surveillance, enforcement of public health orders, public communication, enhancement to healthcare capacity, purchases of personal protective equipment, enhancement of data systems, payroll expenses, other public health responses, and capital investments in public facilities to meet pandemic operational needs.
 - ▶ Revenue Replacement - the “catch all” that the US Treasury is now using (provides more flexibility).
 - ▶ **Must have Evidence-Based Intervention:** can support causal conclusions

PPE, Equipment & Vehicles - FEMA AFG

► Assistance to Firefighters Grant (AFG)


- **Eligible applicants:** fire departments, state fire training academies, and nonaffiliated EMS organizations

► Eligible Activities:

1. Operations and Safety
2. Vehicle Acquisition
3. Regional Projects

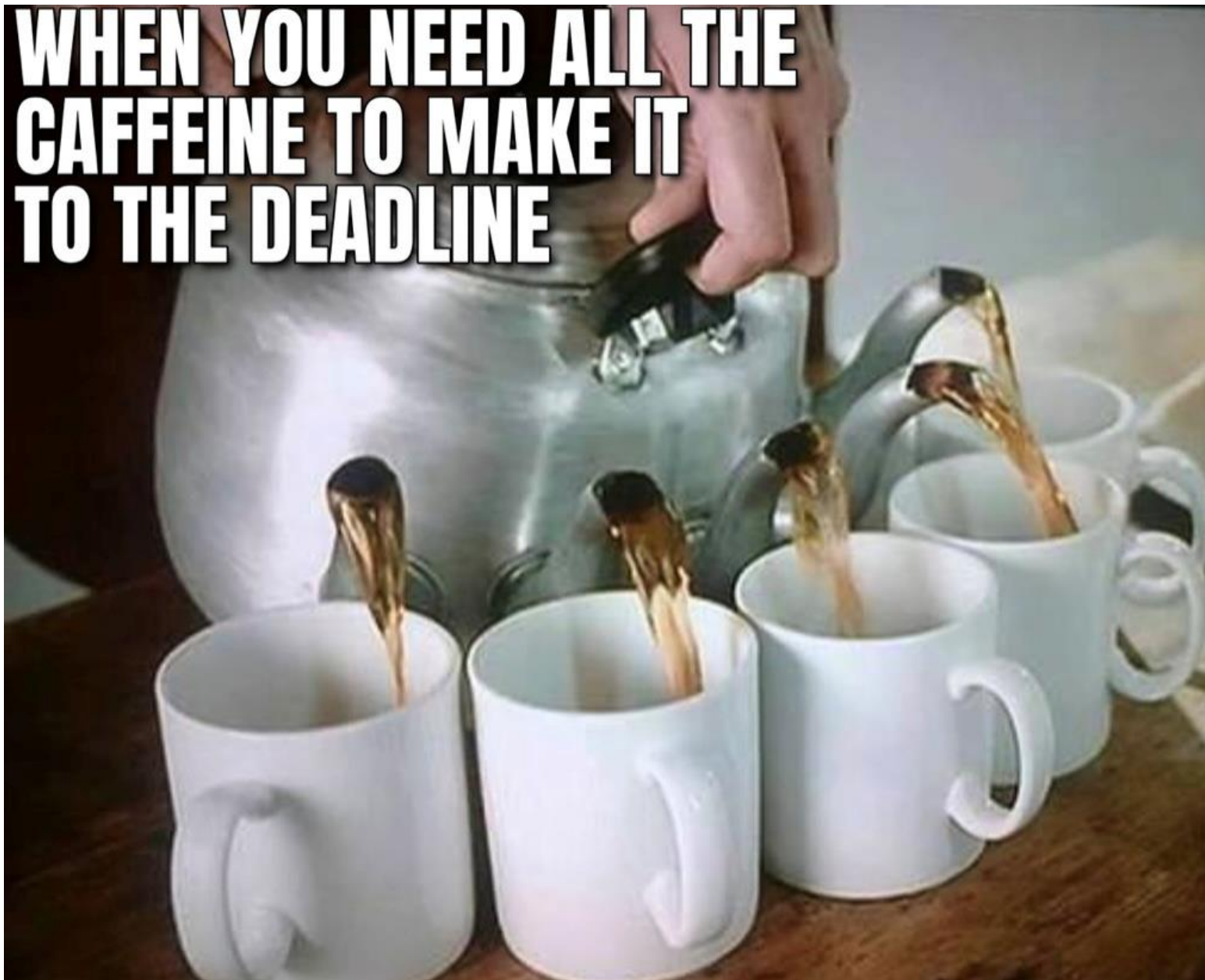
► Priorities:

- Training, equipment, personal protective equipment (PPE) gear, firefighter wellness and fitness, modifications to fire stations and facilities, and firefighter vehicle acquisition.
- Nonaffiliated EMS organization priorities include EMS operations and safety, EMS training, EMS equipment acquisition, EMS PPE, EMS wellness and fitness, modifications to EMS stations and facilities, and EMS vehicle acquisition.



Must have's:
FEMA GO; UEI;
SAM; AOR

**WHEN YOU NEED ALL THE
CAFFEINE TO MAKE IT
TO THE DEADLINE**



PPE, Equipment & Vehicles - FEMA AFG

► Know the likelihood going in:

- Career, Combo, Volunteer: 25% each (total of 75%).
- Nonaffiliated EMS Organizations: 2%
- EMS services provided by fire departments & non-affiliated EMS organization: 3.5%
- State Fire Training Academy: 3% collectively (not more than \$500,000 per SFTA applicant)
- Vehicles: 25% (*of that amount, FEMA intends to allocate 10% of the total vehicle funds for ambulances*).
- Micro Grants (apps less than \$50k): 25%

FFY22 FEMA AFG Awards by State

State	Operations & Safety	Vehicles	Total
AK	1	0	1
AL	111	8	119
AR	21	1	22
AZ	18	3	21
CA	56	1	57
CO	9	0	9
CT	22	0	22

FFY22 FEMA AFG Awards by State

State	Operations & Safety	Vehicles	Total
DC	1	0	1
DE	5	0	5
FL	29	4	33
GA	42	5	47
IA	14	1	15
ID	7	0	7
IL	59	4	63

FFY22 FEMA AFG Awards by State

State	Operations & Safety	Vehicles	Total
IN	31	2	33
KS	8	0	8
KY	43	3	46
LA	19	0	19
MA	63	5	68
MD	16	1	17
ME	16	2	18

FFY22 FEMA AFG Awards by State

State	Operations & Safety	Vehicles	Total
MI	55	4	59
MN	51	2	53
MO	32	2	34
MS	39	1	40
MT	5	0	5
NC	51	0	51
ND	6	0	6

FFY22 FEMA AFG Awards by State

State	Operations & Safety	Vehicles	Total
NE	4	0	4
NH	20	1	21
NJ	46	2	48
NM	2	0	2
NV	5	0	5
NY	140	2	142
OH	97	14	111

FFY22 FEMA AFG Awards by State

State	Operations & Safety	Vehicles	Total
OK	18	2	20
OR	12	0	12
PA	179	3	182
RI	14	0	14
SC	28	1	29
SD	9	0	9
TN	49	3	53

FFY22 FEMA AFG Awards by State

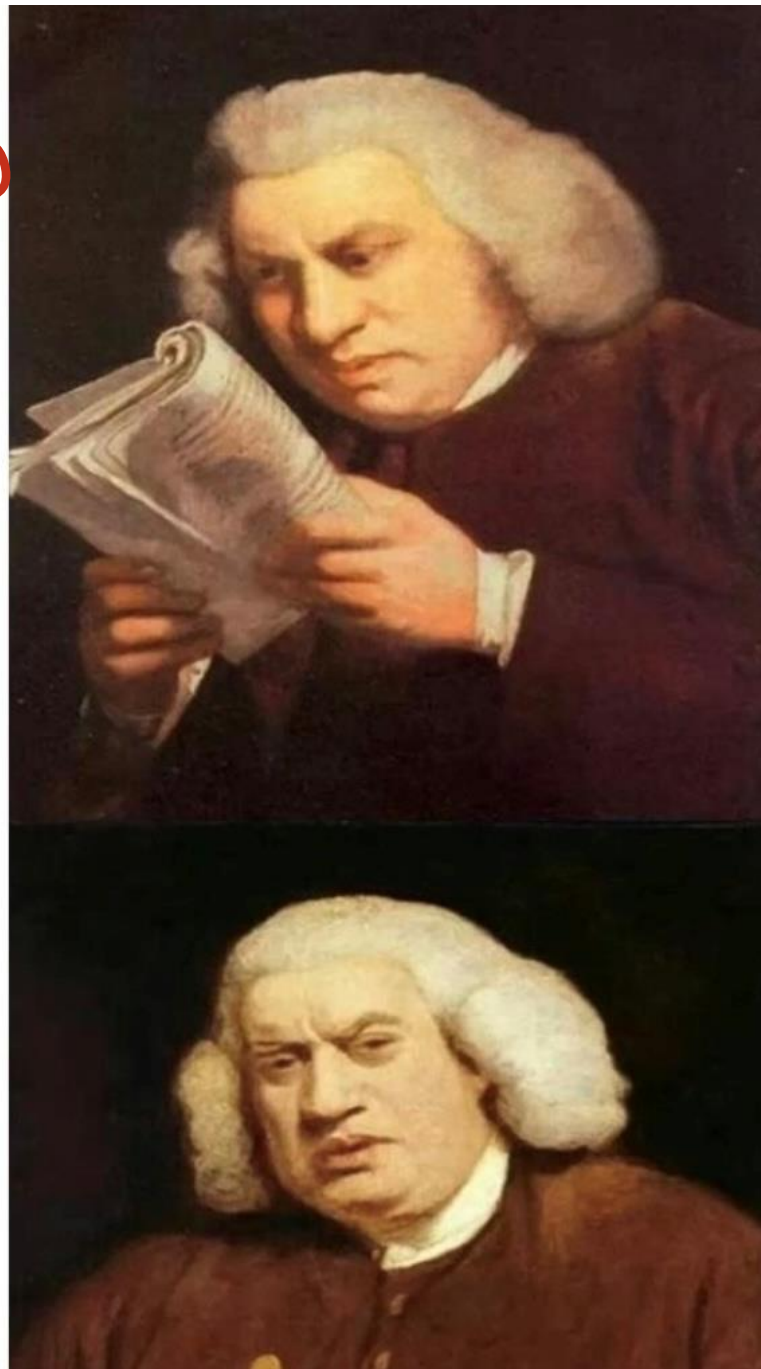
State	Operations & Safety	Vehicles	Total
TX	32	3	35
UT	6	0	6
VA	19	0	19
VI	1	0	1
VT	12	0	12
WA	20	1	21
WI	43	0	43
WV	37	0	37
WY	6	0	6

PPE, Equipment & Vehicles - FEMA AFG

- ▶ Review the NOFO!! Know the Criteria!!
 - ▶ FEMA evaluates each application on its **merit, veracity, and accuracy** to ascertain how the narrative statement(s) outlined within the application depicts the applicant's and their community's **uniqueness, their particular risks**, and how selecting them over a similarly situated applicant **advances the objectives of the AFG Program to provide critically needed resources** that equip and train emergency personnel to **recognized standards, enhance operational efficiencies, foster interoperability, and support community resilience**.

Reads ^{NOFO}
the ~~REP~~
carefully

Still
unclear
of the
guidelines



PPE, Equipment & Vehicles - FEMA AFG

- ▶ **Start your Environmental Planning and Historic Preservation (EHP) Screening Form EARLY!!!!**
- ▶ Recipients and sub-recipients proposing projects that have the potential to impact the environment, including, but not limited to, the construction of communication towers, modification or renovation of existing buildings, structures, and facilities, or new construction including replacement of facilities, must participate in the FEMA EHP review process.
- ▶ It is an 8-page long questionnaire with questions that demand both data and narrative answers AND you must attach photo exhibits!

https://www.fema.gov/sites/default/files/documents/fema_ehp-screening_form_ff-207-fy-21-100_5-26-2021.pdf

PPE, Equipment & Vehicles - FEMA AFG

- ▶ Review the NOFO!! Be aware of the changes from last year
 - ▶ FEMA typically includes an [Appendix A](#) entitled “Program Updates”
 - ▶ FFY22:
 - ▶ **Under Equipment Activity:**
 - ▶ P-25 compliant Portable Radios should be requested based on the number of seated riding positions or active members of the department and supported in the request narratives.
 - ▶ Repairs and upgrades to the existing simulators was added as High priority item for SFTA applicants.
 - ▶ Software and Learning Management System (LMS) for Fire Department applicants was changed to Low priority.
 - ▶ Vehicle mounted exhaust systems are High priority for Fire Department, Regional, nonaffiliated EMS, and SFTA applicants.
 - ▶ Subscriptions necessary for the operation of the awarded equipment and purchased concurrently are eligible.
 - ▶ Refurbished equipment was added under ineligible Equipment Activity.

FEMA AFG - Vehicles

Not more than 25% of available grant funds may be used by recipients for the purchase of vehicles. Of that amount, based on stakeholder recommendations, FEMA intends to allocate 10% of the total vehicle funds for ambulances.

Must be 1991 or earlier

Front-Line vs. Reserve

Penalty Clause Now Required in Apparatus Purchase Agreements: no less than \$100 fine per day

Down Payment: up to 25% of the federal share to be drawn for this purpose

Disposal: A recipient who certifies it will remove an unsafe vehicle from service but then sells/transfers the unsafe vehicle, is in VIOLATION of grant agreement

PPE, Equipment & Vehicles - FEMA AFG

- ▶ Review the NOFO!! Know where your items stand according to FEMA Priorities!

▶ **HIGH** PRIORITY

YES!!!

▶ **MEDIUM** PRIORITY

▶ **LOW** PRIORITY

DON'T BOTHER

All of the following are considerations in pre-scoring and peer review determinations:

Priority	Age Category	Fire and Fire Regional	SFTA
BASIC EQUIPMENT			
H	Intermediate	Air Compressor/Fill Station/Cascade System (Fixed or Mobile) for filling SCBA	Air Compressor/Fill Station/Cascade System (Fixed or Mobile) for filling SCBA
H	Long	Appliance(s)/Nozzle(s)/Foam Eductors	Appliance(s)/Nozzle(s)/Foam Eductors
H	Long	Basic Hand Tools (Structural/Wildland)	Basic Hand Tools (Structural/Wildland)
H	Intermediate	Electric/Gas Powered Saws/Tools	Electric/Gas Powered Saws/Tools
H	Short	Fit Tester	Fit Tester
H	Intermediate	Hose (Attack/Supply)	Hose (Attack/Supply)
H	Short	Immediately Dangerous to Life or Health (IDLH) Monitoring Equipment	IDLH Monitoring Equipment
H	Immediate	IDLH Protection for Investigators (This is single-use respiratory protection)	
H	Long	Ladders	Ladders
H	Short	Personal Accountability Systems	Personal Accountability Systems
H	Intermediate	PPE Washer/Extractor/Dryer (Turnout)	PPE Washer/Extractor/Dryer (Turnout)
M	Intermediate	Respirator Decontamination System (SCBA)	Respirator Decontamination System (SCBA)
H M	Intermediate	Props: For Fire Department applicants: M For Regional Applicants: H	Props - H
H	Intermediate	RIT Pack/Cylinder	RIT Pack/Cylinder
M	Intermediate	Generator – Portable	Generator – Portable
H	Intermediate	Tech Rescue (Ropes, Harnesses, Carabiners, Pulleys, etc.)	Tech Rescue (Ropes, Harnesses, Carabiners, Pulleys, etc.)
H M	Short	Simulators for Fire Departments - M Simulators for Regional (including virtual) - M	Simulators (including virtual) - H Repairs and upgrades (non-construction) to existing Simulators - H
H	Short	Thermal Imaging Camera (Must be NFPA 1801 compliant)	Thermal Imaging Camera (Must be NFPA 1801 compliant)
H M L	Short	Software and Learning Management System (LMS) to support training for Fire Departments - L Software and LMS to support training for Regional - M	Software and LMS to support training H
M	Short	Computers used in support of training	Computers used in support of training

FEMA AFG Equipment Priorities

Priority	Age Category	Fire and Fire Regional	SFTA
H	Short	Vehicle Mounted Exhaust Systems	Vehicle Mounted Exhaust Systems
M	Short	Mobile computing devices intended to be used on scene (Tablets)	Mobile computing devices intended to be used on scene (Tablets)
COMMUNICATIONS			
H	Intermediate	Base Station (must be P-25 Compliant)	Base Station (must be P-25 Compliant)
H	Intermediate	Headsets	Headsets
H	Intermediate	Mobile Radios (must be P-25 Compliant)	Mobile Radios (must be P-25 Compliant)
H	Intermediate	Mobile Repeaters (must be P- 25 Compliant)	Mobile Repeaters (must be P-25 Compliant)
H Rural	Intermediate	Pagers (limited to number of active members)	Pagers (limited to number of active members)
H	Intermediate	Portable Radios (must be P-25 compliant)	Portable Radios (must be P-25 compliant)
M	Intermediate	Mobile Data Terminal (MDT)	MDT
M Urban/ Suburban	Intermediate	Pagers (limited to number of active members)	Pagers (limited to number of active members)
M	Short	Cell phones/carrier plans/software specifically to enable Radio over IP (RoIP)	Cell phones/carrier plans/software specifically to enable RoIP
EMS EQUIPMENT			
H	Short	Airway Equipment (Non-Disposable)	Airway Equipment (Non-Disposable)
H	Short	Automated External Defibrillators (AEDs) BLS Level	AEDs BLS Level
H	Short	Automatic Chest Compression Device (CPR)	Automatic CPR
H	Short	EMS Training Aids	EMS Training Aids
H	Short	Monitor/Defibrillator	Monitor/Defibrillator
H	Intermediate	Power Lift Cot	Power Lift Cot
H	Intermediate	Power Lift System	Power Lift System
H	Short	Pulse Oximeters	Pulse Oximeters
H	Short	Responder Rehab Equipment	Responder Rehab Equipment
L	Short	Portable Lift System (i.e., devices, hydraulic or electrical, used to assist with the lifting of patients that are not associated with cots)	Portable Lift System (i.e., devices, hydraulic or electrical, used to assist with the lifting of patients that are not associated with cots)
EXTRICATION			
Priority	Age Category	Fire and Fire Regional	SFTA
H	Intermediate	Cutter/Spreader	Cutter/Spreader
H	Intermediate	Vehicle Extrication Equipment	Vehicle Extrication Equipment

FEMA AFG Equipment Priorities

Priority	Age Category	Fire and Fire Regional	SFTA
HAZARDOUS MATERIALS (HazMat)			
M	Intermediate	Basic HazMat Response Equipment	Basic HazMat Response Equipment
M	Intermediate	Decon, Clean-Up, Containment and Packaging Equipment	Decon, Clean-Up, Containment and Packaging Equipment
M	Short	Sampling Devices (HazMat)	Sampling Devices (HazMat)
SPECIALIZED			
H	Intermediate	Skid Unit	Skid Unit
M	Intermediate	Air Quality Device	Air Quality Device
M	Intermediate	Boats	Boats
M	Short	Marine equipment (NFPA 1925: Standard on Marine Fire-Fighting Vessels)	Marine equipment (NFPA 1925: Standard on Marine Fire-Fighting Vessels)
M	Intermediate	Mobile Generator	Mobile Generator
M	Intermediate	Portable Pump	Portable Pump
L	Short	Specialized Equipment (Other)	Specialized Equipment (Other)
CBRNE EQUIPMENT			
L	Short	CBRNE-related Equipment	CBRNE-related Equipment
L	Short	Non-Disposable Biological Detection	Non-Disposable Biological Detection

Priority	Age Category	Tow Vehicles	Applicant Type
Note: Tow vehicles may be applied for under different application types with differing priority levels. Please reference the chart below when applying for tow vehicles.			
H	Long	Tow Vehicle	SFTA
H	Long	Tow Vehicle	Regional
L	Long	Tow Vehicle	Fire Department

Priority	Age Category	Nonaffiliated EMS	Nonaffiliated EMS Regional
COMMUNICATIONS			
H	Intermediate	Base Station (must be P-25 Compliant)	Base Station (must be P-25 Compliant)
H	Intermediate	Mobile Radios (must be P-25 Compliant)	Mobile Radios (must be P-25 Compliant)
H	Intermediate	Mobile Repeaters (must be P-25 Compliant)	Mobile Repeaters (must be P-25 Compliant)
H	Intermediate	Pagers (limited to number of active members)	Pagers (limited to number of active members)
H	Intermediate	Portable Radios (must be P-25 Compliant, limited to number of AFG Program-approved seated positions)	Portable Radios (must be P-25 Compliant, limited to number of AFG Program-approved seated positions)
M	Intermediate	Mobile Data Terminal	Mobile Data Terminal
M	Intermediate	Headsets	Headsets

FEMA AFG Equipment Priorities

Priority	Age Category	Nonaffiliated EMS	Nonaffiliated EMS Regional
COMMUNICATIONS			
M	Short	Cell phones/carrier plans/software specifically to enable RoIP	Cell phones/carrier plans/software specifically to enable RoIP

Priority	Age Category	Nonaffiliated EMS	Nonaffiliated EMS Regional
EMS EQUIPMENT			
H	Short	ALS/BLS Equipment	ALS/BLS Equipment
H	Short	Airway Equipment (Non- Disposable)	Airway Equipment (Non- Disposable)
H	Short	AEDs BLS Level	AEDs BLS Level
H	Short	Automatic CPR	Automatic CPR
H	Short	EMS Training Aids	EMS Training Aids
H	Short	Monitor/Defibrillator - 15 leads	Monitor/Defibrillator - 15 leads
H	Intermediate	Power Lift Cot	Power Lift Cot
H	Intermediate	Power Lift System	Power Lift System
H	Short	Responder Rehab Equipment	Responder Rehab Equipment
H	Short	Suction unit	Suction unit
M	Short	Computers used in support of training	Computers used in support of training
M	Short	Mobile computing devices intended to be used on scene (tablets)	Mobile computing devices intended to be used on scene (tablets)
H	Short	Vehicle Mounted Exhaust Systems	Vehicle Mounted Exhaust Systems
L	Short	Portable Lift System (i.e., devices, hydraulic or electrical, used to assist with the lifting of patients that are not associated with cots)	Portable Lift System (i.e., devices, hydraulic or electrical, used to assist with the lifting of patients that are not associated with cots)
HazMat			
M	Intermediate	Basic HazMat Response Equipment	Basic HazMat Response Equipment
M	Intermediate	Decon, Clean-Up, Containment and Packaging Equipment	Decon, Clean-Up, Containment and Packaging Equipment
M	Short	Sampling Devices (HazMat)	Sampling Devices (HazMat)

FEMA AFG Equipment Priorities

Fire Department, Nonaffiliated EMS, Regional, and SFTA Equipment Priorities		
Priority	Purpose of Request	Definition
H	Obtain equipment to achieve minimum operational and deployment standards for existing missions	Applies to requests for equipment needed, and not currently owned, to achieve minimum operational and deployment standards for a department's existing mission requirements. This includes equipment that is no longer usable because it is broken and/or damaged beyond repair.
H	Replace noncompliant equipment to current standard	Applies to equipment that is deemed obsolete and/or is out of compliance with current standards for that type of equipment. Equipment requested under this reason for purchase has not been deemed inoperable, and while it may not be compliant with current standards it is not broken, damaged, or otherwise unusable.
M	Obtain equipment for new mission	Applies to requests for equipment, supplies, or inventories that are intended to fulfill minimum service requirements associated with new missions that a department is taking on and building the capability for but has not been previously fulfilled. For example, this may include, but is not limited to, establishing a new HazMat capability or Swift Water Rescue capability.
L	Upgrade technology to current standard	Applies to requests for equipment that may or may not be owned, but newer technology is available.

Eligible Equipment Activities for Fire Department, Nonaffiliated EMS, Regional, and SFTA include but are not limited to:	
<ul style="list-style-type: none"> Shipping, taxes, assembly, and installation of the requested equipment Extended warranties and service agreements if acquired concurrent with initial acquisition Minor interior alterations (requested under Additional Funding and limited to \$10,000 total expenditure) to support the awarded Equipment activities (e.g., removal/construction of a non-weight bearing wall) Equipment for response to incidents involving CBRNE/WMD 	<ul style="list-style-type: none"> Training specific to the requested equipment Requested support activities for equipment requiring supplies or expendables or "onetime" use items essential for an award's scope of work, such as foam, breaching materials (e.g., wood or sheetrock) for ventilation or rescue props, or the amount of fuel required to sustain an awarded live fire training activity, or per NFPA 1403 Standard on Live Fire Training Evolutions, reasonable safety mitigations to a structure acquired for training Subscriptions necessary for the operation of the awarded equipment and purchased concurrently within the POP

FEMA AFG Equipment Priorities

Ineligible Equipment Activities Fire Department, Nonaffiliated EMS, Regional, and SFTA include but are not limited to:

- | | |
|--|---|
| <ul style="list-style-type: none">• Construction of facilities, such as buildings, towers, or sheds to house communications• All fixed non-mobile repeaters or fixed site amplifiers• Sirens or other outdoor warning devices• Signage of any kind• Phones (telephone/satellite/cell)• Investments in emergency communications systems and equipment must meet applicable SAFECOM Guidance• Personal Safety/Rescue Bailout System (PPE)• Computer assisted dispatch (CAD) systems and software, geographic information systems (GIS), dispatch consoles, workstations and office furniture• Nonaffiliated EMS expendable supplies (including but not limited to medications) | <ul style="list-style-type: none">• Utility Vehicles and All-Terrain Vehicles (UTV/ATV)• UAVs and Drones• Bomb disposal equipment and robots• Mobile radios for personally owned vehicles (except Chief Fire Officer's personal vehicle if justified)• Supplies or expendables or common one-time use items such as foam, soaps, disinfectant wipes, medical gowns/gloves, bandages, any drug, intravenous bags/fluids, defibrillator pads/electrodes, syringes, cervical collars, batteries, exhaust system filters and splints• Flashover or other simulators/props that do not meet NFPA 1402 or 1403 standard (homemade or aftermarket simulators)• Subscriptions, memberships, equipment rental or lease to purchase• Refurbished equipment |
|--|---|

Additional Considerations for Fire Department, Nonaffiliated EMS, Regional, and SFTA Equipment Priorities

- Equipment that has a direct effect on firefighters' health and safety
- Age of equipment considered for replacement
- Equipment that operationally benefits other jurisdictions
- Equipment that brings the department into compliance with a national recommended standard, (e.g., NFPA or statutory compliance like OSHA)

**FEMA AFG
Ineligibles**

INFORMATION THAT
WOULD HAVE BEEN
USEFUL TO ME
YESTERDAY!

MakeAGIF.com

Infamous AFG Drop-Down Question

More Details for PPE Washer/Extractor/Dryer.

Generally the equipment purchased under this grant program will:

Replace unusable/unreparable equipment to meet current standard

Specify the age of equipment in years:

20

Will the equipment being requested bring the organization into voluntary compliance with a national standard, e.g. compliance with NFPA, OSHA, etc? In your narrative statement, please explain how this equipment will bring the organization into voluntary compliance.

Yes

Is your department trained in the proper use of the equipment being requested?

No

Are you requesting funding to be trained for these item(s)? (Funding for requested training should be requested as additional funding).

Yes

If you are not requesting training funds through this application, will you obtain training for this equipment through other sources?

Yes

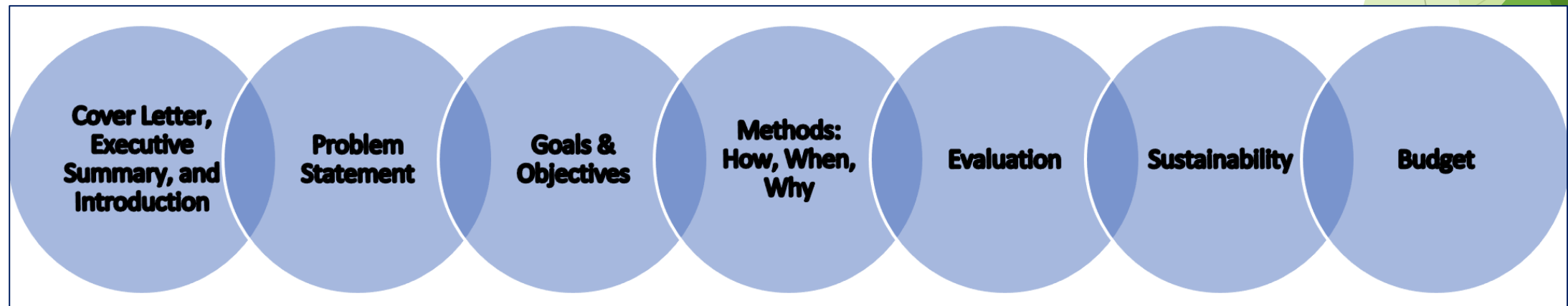
Grants: Nuts and Bolts - Narrative

► How to write an effective narrative for your grant

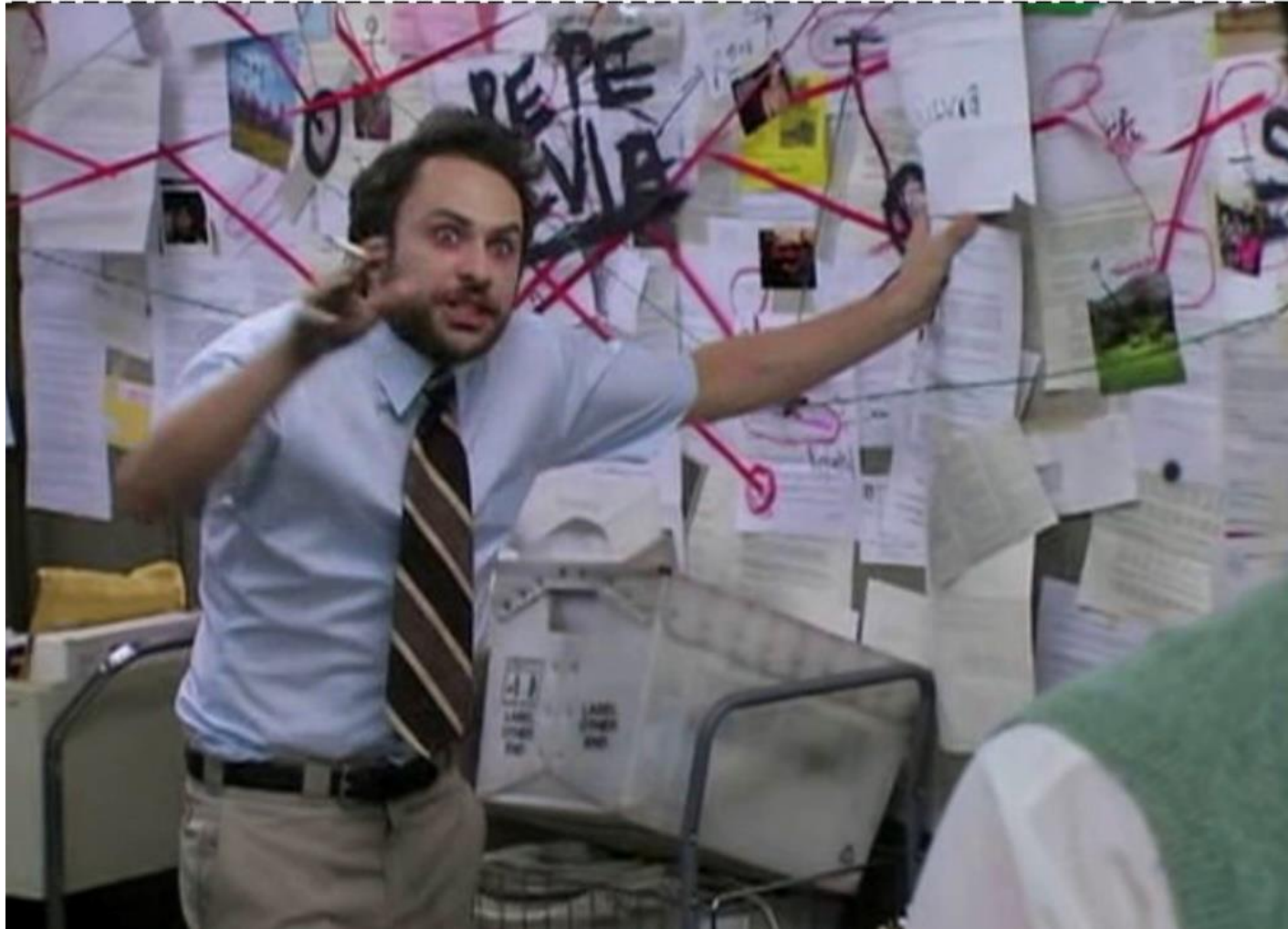
- CL/Executive summary
- Organization background
- Problem/needs statement
- Goals and objectives: SMART
- Methods: How, When, Why
 - Use a PERT Chart!
- Evaluation: product and process
- Sustainability

Use statistics for benchmarking!

Cry the river!!!



Me trying to explain to funders how our missions are aligned



FEMA AFG Narrative

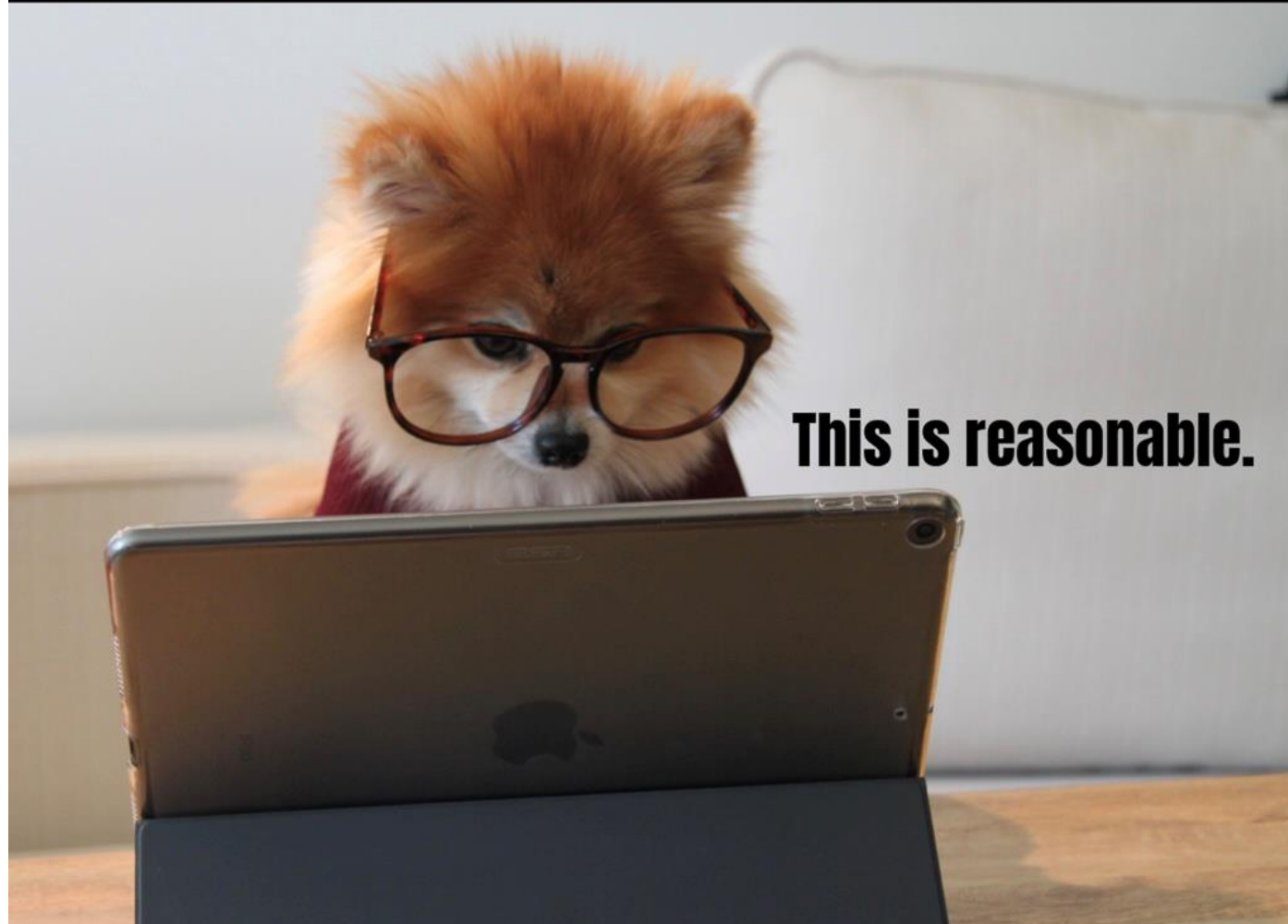
► 7 Short Narrative Sections

- Describe training program for FFII (500 character limit)
- Describe critical infrastructure protected (500 character limit)
- Explain the “other” portion of your budget (500 character limit)
- Describe financial need (4,000 character limit)
- Explanation of other funding sources (500 character limit)
- How department is facing a new risk/challenge (3,000 character limit)
- Describe your organization and community (4,000 character limit)

► 3 Long Narrative Sections (all are 4,000 character limit)

- Project Description & Budget
- Cost Benefit
- Statement of Effect on Operations

**When a funder asks to give your
mission, history, and outcomes
in 100 words or less**



This is reasonable.

Words or
Characters???

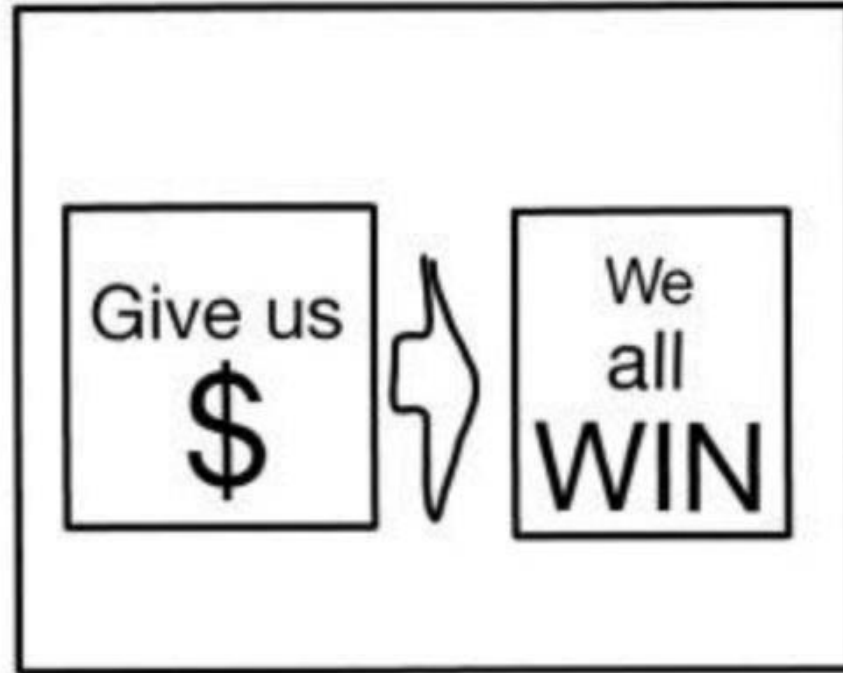
FEMA AFG Narrative - Long (4,000s)

- 1. Project Description and Budget:** Clearly explain the organization's project **objectives** and the relationship to your organization's budget (e.g., personnel, equipment, contracts, etc.) and **risk analysis** by providing **statistics** to justify the needs. Describe the various activities to be implemented, including program priorities or facility modifications, to include details on how these are consistent with project objectives, your organization's **mission** and national, state, and/or local requirements. Provide details that link the proposed expenses to operations and safety, as well as to the completion of the project's **goals**.
- 2. Cost Benefit:** Describe how you plan to address the operations and personal safety needs of your organization, including cost effectiveness and sharing assets. The Operations and Safety Cost Benefit statement should also include details about gaining the **maximum benefits** from grant funding by **citing reasonable or required costs**, such as specific overhead and administrative costs. The request should also be consistent with your organization's **mission** and identify how funding will benefit your organization and affected personnel.

FEMA AFG Narrative - Questions

3. Statement of Effect on Operations: Explain how this funding request will enhance the organization's overall effectiveness. Describe how the grant award will improve daily operations and reduce the organization's risk(s) including how frequently the requested item(s) will be used and in what capacity. Indicate how the requested item(s) will help the community and increase the organization's ability to save additional lives and property. Jurisdictions that demonstrate their commitment and proactive posture to reducing fire risk, by explaining their code enforcement (to include Wildland Urban Interface code enforcement) and mitigation strategies (including whether or not the jurisdiction has a FEMA-approved mitigation strategy) may receive stronger consideration under this criterion.

Create a "logic model"

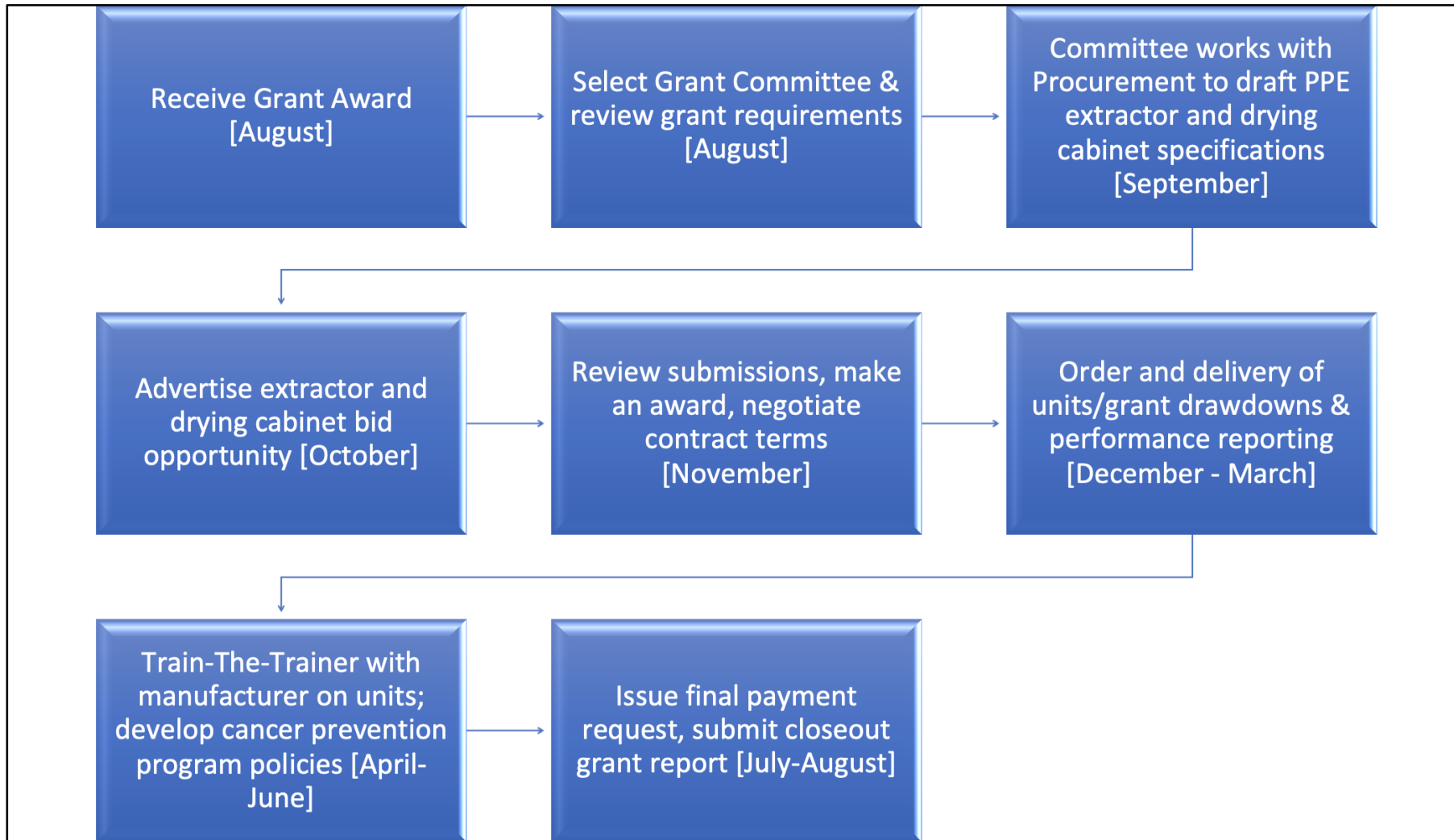


Here is our
new simplified
logic model



Grants: Nuts and Bolts

► PPE Grant - Example PERT Chart



Grants: Nuts and Bolts

► How to develop your grant budget

► Personnel

- Salaries
- Benefits
- Consultants

► Non-personnel

- Equipment purchase/rental
- Training to use new equipment
- Utilities
- Space/office/lease
- Travel
- Supplies

► In-Kind/Match

- Volunteer/pro-bono
- Use of space
- Transportation
- Printing/advertising
- Insurance

Know what type of match is required and if the grant is in advance or reimbursement-based

A well-prepared budget JUSTIFIES all expenses and is CONSISTENT with the proposal narrative. Expenses must be REASONABLE.

I'M SORRY I ANNOYED YOU

WITH MY ATTENTION TO DETAIL



Grants: Nuts and Bolts

- ▶ **Know the Rules beforehand, during and after!!!**
 - ▶ Uniform Guidance (2 C.F.R. Part 200):
 - ▶ Establishes uniform administrative requirements, cost principles, and audit requirements for Federal awards to non-Federal entities.
- ▶ Double-check it is UL listed
- ▶ State contracts and national consortiums

Example AFG PPE Budget

Grant request details Grand total: \$76,090.00

Program area: Operations and safety

Total requested for Personal Protective Equipment (PPE) activity: \$76,090.00

Complete Set of Turnout Gear

QUANTITY	UNIT PRICE	TOTAL	BUDGET CLASS
14	\$5,435.00	\$76,090.00	Equipment

DESCRIPTION

The LRFC is requesting 14 complete sets of standard-issue turnout gear for its volunteer members. The \$5,435 per set cost includes all pieces: helmet, coat, pants, boots, gloves, hood, suspenders, flashlight, personal escape system, and mask. This request does NOT include the SCBA equipment. All 14 volunteer's gear are not NFPA compliant as they are greater than 10 years old (i.e. earlier than January 2011). Many sets are actually approaching 20 years of age. This would be their primary set and the old gear would be discontinued.

More Details for Complete Set of Turnout Gear.

What is the purpose of this request?	Replace unusable/unreparable equipment to meet current standard
Is your department trained in the proper use of the PPE/SCBA being requested?	Yes
Are you requesting funding for training for this PPE/SCBA?	No
If you are not requesting training funds through this application, will you obtain training for this PPE/SCBA through other sources?	Yes
How many of your on-duty active members currently have PPE that meets applicable NFPA and OSHA standards?	23

What are the specific ages of the type of PPE you are requesting? (All PPE items in the current inventory must be accurately described and accounted for in this breakdown.)

Age (In years)	Current Inventory	Being Replaced
Less than 1	0	0
1	0	0
2	1	0
3	5	0
4	2	0
5	16	0
6	0	0
7	1	0
8	0	0
9	4	0
10	0	0
11	0	0
12	1	0
13	1	0
14	1	0
15	0	0
16	0	0
17	13	13
18	1	1
19	1	0
20	0	0
21	2	0
22	0	0
23	0	0
24	1	0
25 or more	2	0

Grant request summary

The table below summarizes the number of items and total cost within each activity you have requested funding for. This table will update as you change the items within your grant request details.

Grant request summary

Activity	Number of items	Total cost
Personal Protective Equipment (PPE)	1	\$76,090.00
Total	1	\$76,090.00

Is your proposed project limited to one or more of the [following activities](#) : Planning and development of policies or processes. Management, administrative, or personnel actions. Classroom-based training. Acquisition of mobile and portable equipment (not involving installation) on or in a building.

Yes

Budget summary

Budget summary

Object class categories	Total
Personnel	\$0.00
Fringe benefits	\$0.00
Travel	\$0.00
Equipment	\$76,090.00
Supplies	\$0.00
Contractual	\$0.00
Construction	\$0.00
Other	\$0.00
Total direct charges	\$76,090.00
Indirect charges	\$0.00
TOTAL	\$76,090.00
Non-federal resources	
Applicant	\$3,623.33
State	\$0.00
Other sources	\$0.00
Remarks	
Total Federal and Non-federal resources	
Federal resources	\$72,466.67
Non-federal resources	\$3,623.33
TOTAL	\$76,090.00
Program income	\$0.00

Example AFG Equipment Budget

Grant request details

Are you requesting a Micro Grant? A Micro Grant is limited to \$50,000 in federal resources.

No

Grand total: \$62,085.00

Program area: Operations and safety

Activity: Equipment \$62,085.00

Equipment activity narrative

Cost Items

- | | |
|--|-------------|
| Item: Additional funding | \$1,320.00 |
| Item: Air Compressor/Cascade/Fill Station (Fixed or Mobile) for filling SCBA | \$59,685.00 |
| Item: Additional funding | \$1,080.00 |

Example AFG Equipment Budget

Budget summary

Budget summary

Object class categories	Total
Personnel	\$0.00
Fringe benefits	\$0.00
Travel	\$0.00
Equipment	\$17,318.00
Supplies	\$0.00
Contractual	\$0.00
Construction	\$0.00
Other	\$10,000.00
Total direct charges	\$27,318.00
Indirect charges	\$0.00
TOTAL	\$27,318.00
Non-federal resources	
Applicant	\$1,300.86
State	\$0.00
Other sources	\$0.00
Remarks	The LRFC has \$1,300.86 available in either its General Fund or its rental income to cover its 5% match.

The project vision



Grantors
will
typically
notate
whether
they will
partially
award

The project with available funds

Recap

- ▶ How to find a grant that will fund PPE, Equipment, or Apparatus
 - ▶ Federal, State and Foundation Grants
 - ▶ ARPA Allocation
 - ▶ FEMA AFG Examples
- ▶ **Grants: Nuts and Bolts**
 - ▶ How to write an effective narrative
 - ▶ How to develop your grant budget

WHEN A DEADLINE IS APPROACHING



I NEED AN ANSWER NOW.

Takeaways & Last Thoughts

- ▶ START EARLY!!! ADD 30-60 DAYS onto what you *think* you need
- ▶ READ THE NOFO
- ▶ KNOW THE RULES: Procurement, Audit, Penalties, Disposal
- ▶ GET YOUR QUOTES EARLY - THINK ABOUT ALL COMPONENTS
- ▶ GATHER/SEEK STATISTICS EARLY
- ▶ WRITE & RE-WRITE
 - ▶ Use a shared cloud document + back-up weekly
- ▶ HAVE SOMEONE ELSE READ IT
- ▶ USE EXCEL & ENSURE COSTS ARE REASONABLE!
- ▶ USE SMART GOALS
- ▶ CRY THE RIVER

- ▶ AFG: IF TURNED DOWN, TAKE ADVANTAGE OF THE DEBRIEFING!

WHEN YOU ACHIEVE
A LOT TOGETHER



YOU FEEL LIKE A
SUPERHERO

*There is no
“I” in
grant
writing!*

*Well, there
is - but you
know I
mean!
Teamwork!*

Questions?



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