



FirstResponderGrants
YOUR KEY TO FUNDING

AND



FINDING FUNDING AND GRANT WRITING OVERVIEW



**For
First Responder and Public Safety Agencies**

Agenda

- Introduction
- Grant Process Review
 - What Is A Grant, and What You Need to Know To Get One
- Ideal Grant For TASERs and AXON/EVIDENCE
- Specific Grants
 - Grants That Are Targeted Specifically for AXON EVIDENCE.COM
- Tips and Tricks to Maximize Chances for Funding
 - Increase Your Odds of Securing a Grant Using These Simple Steps
- Wrap Up and Next Steps

INTRODUCTION

TASER is committed to helping our customers and to demonstrate that commitment TASER and First Responder Grants have teamed up to provide you with assistance in finding and securing funding. While TASER doesn't offer grants we are here to assist you with your grant applications by identifying opportunities, guiding you through the application process and reviewing your grant prior to submission.



Margaret Stark



– I Am A...

- Certified Grants Consultant
- Senior Certified Grants Specialist
- Certified Grants Reviewer
- Certified Grants Administrator

– I Have...

- Assisted more than 12,500 law enforcement and public safety agencies in securing more than \$250 million in funding and am now working with TASER to assist you with your funding needs.

What You Need To Know To Get A Grant

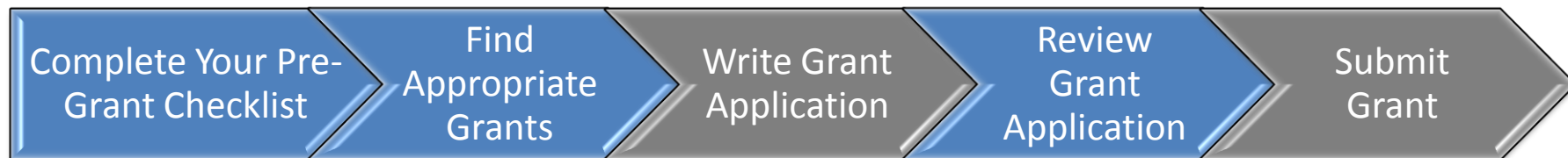
GRANT PROCESS REVIEW



Grants Explained

- What Is It?
 - ‘In plain English’... Money or equipment to perform certain deeds or services and achieve certain goals to solve a unique, particular problem in your agency and community
- What Types?
 - Competitive
 - Discretionary
 - Block/Formula
 - Cooperative Agreements
- How Much (Per Year)?
 - Federal Funding: Approx. \$65 billion (17% to DHS)
 - Foundation Funding: Approx. \$68.6 billion

Grant Process



Margaret
can help

Performed
by Agency

POSITION YOUR AGENCY FOR GRANTS



Pre Grant Checklist

- ✔ Conduct a needs assessment in order of priority
- ✔ Find out what grants your agency has been awarded in the past
- ✔ Determine if your agency is receiving DHS funding for UASI or Homeland Security
- ✔ Has Team Approach

Registering with CCR

- Central Contractor Registry (CCR)*
 - www.bpn.gov/ccr/
- Online application takes up to 4 weeks
- Must renew/reregister each year
- There is currently a backlog

Applying for DUNS

- All applications must have a D-U-N-S number.
 - Duns Universal Numbering System
 - www.dnb.com/US/duns_update/
 - » 888-814-1435
- Online application takes 4-6 weeks
- Call for expedited application

Getting Strategically Positioned

- Check your Budget
- Use Broad Categories For Items That Could Be Funded on a Grant
 - You May Not Supplant funds
- Have Matching \$\$ Available
- Practice Good Record Keeping
- Keep Accurate Statistical Data

Become NIMS Compliant

- NIMS = National Incident Management System
- First Step To Accessing Department of Homeland Security Monies
- HSPD # 5 States You Must Be...
 - in compliance with all current mandated requirements to be eligible to participate in DHS funding.



Team Approach

- Remember the concept of T.E.A.M.

Together

Everyone

Accomplishes

More

Work with agencies in your area for a regional approach. Interagency Interoperability

Grants That Are Targeted Specifically for AXON EVIDENCE.COM

SPECIFIC GRANTS



TASER, AXON/EVIDENCE.com Grants

- JAG (Edward Byrne Memorial Justice Assistance Grant)
 - <http://www.ojp.usdoj.gov/BJA/index.html>
- Governors Highway Safety
 - <http://www.statehighwaysafety.org/html/stateinfo/index.html> (Axon/Evidence.com only)
- Governor's Crime Commission or Member Items
- Foundations
- Fund Raisers



TASER, AXON/EVIDENCE.com Grants

- Local Groups and Organizations
 - MADD <https://www.madd.org>
- Tribal Law Enforcement Grant (from Casinos)
- USDA - Populations under 20K
- State Administering Agencies - DHS
 - www.ojp.usdoj.gov/odp/contact_state.htm
 - State Homeland Security Funding
- State Administering Agencies - LE
 - www.ojp.usdoj.gov/saa/index.htm

Additional Sources of Funding

- [Responder Knowledge Base](http://www.rkb.us) : www.rkb.us

AXON and Evidence.com are both listed on the SEL/AEL

You can use available DHS funding for these items. go to numbers for these items, and you can pull up the list of grants in the right side bar.

AXON: [13LE-00-SURV](#)

Evidence.com [05NP-00-SEIM](#).

TASER Favorable Grants

Risk Management Agencies

- One major risk management agency thought so much about this tactic that they commissioned a study and produced a document advocating the use of TASERs for that very purpose:
http://www.theppsc.org/Research/V3.MMRMA_Deadly_Force_Project.pdf
- As an example, here is an article from a department in the State of Michigan that was funded for TASERs by their risk management agency
<http://ingham.org/BC/BC/INDEX/2003/03-261.htm>

TASER Favorable Grants

Community Affairs & Economic Development Funding

- Community Affairs and Economic development funding is often overlooked as a viable source of funding projects for police departments also. Anything that will benefit a community, including equipment to equip the police department, can many times be eligible for this funding as evidenced here in an article concerning a Tennessee Sheriff's Dept who used this funding source to obtain their TASERs: (<http://legacy.decaturdaily.com/decaturdaily/news/050112/tasers.shtml>)

Additional Sources Of Funding

- Grants.gov
 - www.grants.gov
- First Responder Grants
 - www.firstrespondergrants.com
- Databases for Foundations
 - Meta Soft
 - www.bigdatabase.com \$3,500 Yearly
 - The Foundation Center
 - <http://www.fdncenter.org> \$3,500 Yearly
 - Ecivis
 - <http://www.ecivis.com>

Increase Your Odds of Securing a Grant Using These Simple Steps

TIPS AND TRICKS



Tips and Tricks

- RFPs, NOFAs and Guidelines—Why They Are Important
- Critical Infrastructure—Why It Is Critical
- Eligibility—Are You Eligible?
- Grant Priorities—Why This Is Crucial To Understand
- Formatting Your Response—Getting It Right The First Time

RFPs, NOFAs and Guidelines—Why They Are Important

- RFPs (Request for Proposal), NOFAs (Notice of Funding Availability of Applications) and Guidelines Are Your Playbook
 - Rules of the Game for the Particular Grant Program
 - Those That Play Closest to the Rules Usually Win the Game!
 - 50% of all Grants Fail Because Applicant Didn't Follow the Directions
- Read, Re-Read and Re-Read Again
 - Use a highlighter to mark all key points

Critical Infrastructure—Why It Is Critical

DHS Grants Are Awarded on the Basis of Risk

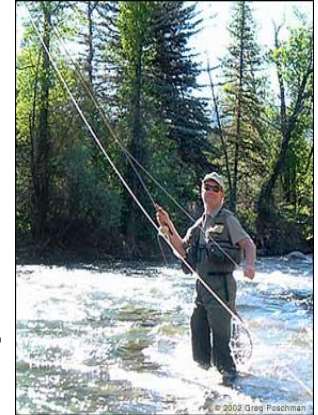
- “Risk” is directly tied to the “critical infrastructure” that you protect within your service areas
- To obtain funding from most DHS programs you must always list what “critical infrastructure” is in your areas

Eligibility—Are You Eligible?

- Know your IRS Status
 - 501(c3) Status - Non-profit
- Know What is Eligible to be Funded
 - Less Lethal Weapons, Equipment, Video/Audio?
- Know The Exclusions
 - Are There Specific Exclusions of Items or Activities That Are Prohibited from Being Funded?

Grant Priorities—Why This Is Crucial To Understand

- Identify the Program's Priorities
 - What Does This Grant Seek to Do?
 - What Are the "Stated" Priorities?
 - What Are the Funding Sources Goals and Objectives?
- Remember the Fly Fisherman's Mantra
 - "Match the Hatch"
- Meet the Funding Source's Priorities First
 - It Is Their Money
 - If You Want Their Money, Meet Their Priorities
- Think Outside The Box!
- Make your Need Fit Into Their Need



Thank You for Participating

For assistance contact
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<http://taser.com/how-to-buy/law-enforcement/grant-assistance>

or

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Questions & Answers