

Applying for (and winning!) USG Grants

Presented by:
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Training Objectives



- Learn where to find USG funding opportunities, including those most relevant to you
- Learn how to organize yourself to write a successful technical proposal
- Understand how USG decides to fund proposals
- Be able to spot proposal strengths and areas for improvement (interactive exercise)

What this training is not about:

- Non-USG funding

Funding Opportunities

Where can you find the money?



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Funding Opportunities



- **Grants.gov**

- Many of the State Department's open grant competitions are found at www.grants.gov
- You can search grants.gov for open grant opportunities from all U.S. government agencies and bureaus (State Department - NEA, ECA, DRL, INL, etc.; USAID, and more)
- You can also set up automatic email alerts for grant opportunities

- **Local US Embassy Website**

- **Annual State Department Alumni Engagement Innovation Fund (AEIF)** grant competition at alumni.state.gov
- **Middle East Partnership Initiative (MEPI)** local grants program are also found on www.grants.gov

Grant Announcements Have Many Names...



- NOFO – Notice of Funding Opportunity
 - RFP – Request for Proposals
 - RFA – Request for Applications
 - SOI – Statement of Interest
-
- All of these are ways that the USG is asking for you to apply for money!

Grants.gov



Browser tabs: Inbox, Standard, Contact, Reliability, Introduction, Testing, www.facebook, Home, us embassy

Address bar: www.grants.gov

Navigation: HELP | MANAGE SUBSCRIPTIONS | REGISTER | LOGIN

Search: Grant Opportunities | Enter Keyword... GO

Menu: HOME | LEARN GRANTS | SEARCH GRANTS | APPLICANTS | GRANTORS | SYSTEM-TO-SYSTEM | FORMS | OUTREACH | SUPPORT

About Grants.gov

Grants.gov is your place to FIND and APPLY for federal grants. The United States Department of Health and Human Services is proud to be the managing partner for Grants.gov.

[Learn more about Grants.gov »](#)

Find Grant Opportunities

BROWSE NEWEST | BROWSE CATEGORIES | BROWSE AGENCIES | BROWSE ELIGIBILITIES

Opportunity Number	Opportunity Title	Agency	Opportunity Status
263-RFI-17-00001	University Centers for Career Development (UCCD)	USAID-EGY	Posted
NOAA-NMFS-PIRO-2017-2005107	2017 Pacific Islands Region Marine Turtle Management and Conservation Program	DOC	Posted
CDC-RFA-GH15-162702CONT17	Protecting and Improving Public Health Systems Globally: Building and Strengthening Public Health Impact, Systems, Capacity and Security, Center for Global Health	HHS-CDC-CGH	Posted
HRSA-17-102	Home Visiting Collaborative Improvement and Innovation Network: Series 2 (HV Colln 2.0)	HHS-HRSA	Posted
HHS-2017-ACL-NIDILRR-SFGE-0193	Switzer Research Fellowships Program	HHS-ACL	Forecasted
HHS-2017-ACL-NIDILRR-IFRE-0192	FIELD INITIATED PROJECTS PROGRAM (RESEARCH)	HHS-ACL	Posted
EOA-ECAL-MACM-15-003	Official U.S. Presentation at the 48th International	DOS-EOA	Posted

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Grants.gov Updates

- Grants.gov Calendar**
Check out our calendar to get the latest updates about our upcoming releases, maintenance, and outages.
- Grants.gov Scheduled Maintenance: December 17-19, 2016**
- Grants.gov Community Blog**
Visit the Grants.gov Community Blog to learn about the latest in the grants community.
- Grants.gov Notices**
For more information on upcoming changes with user impacts, please visit the Grants.gov notices page for the latest information.
- Grants.gov Releases**
For information about recent changes and enhancements to Grants.gov, review the latest release notes.
- DATA Act Section 5 Pilot Program Presentation**
The Department of Health and Human Services (DHHS) recently organized a webinar about the DATA Act Section 5 Pilot Program.
- Financial Assistance**
Grants.gov does not provide personal financial assistance. Please visit our Grant Programs to learn where you may find personal financial assistance.
- Suspect Fraudulent Activity?**
The United States Government does not require

Grants.gov Workspace

Apply for grants by creating a workspace. This allows you and your colleagues to work on the application together.

[What Is Workspace? »](#)

Find Grant Opportunities

BROWSE NEWEST

BROWSE CATEGORIES

BROWSE AGENCIES

BROWSE ELIGIBILITIES

- » Agency for International Development (59)
- » Corporation for National and Community Service (1)
- » Department of Agriculture (20)
- » Department of Commerce (30)
- » Department of Defense (91)
- » Department of Education (3)
- » Department of Energy (28)
- » Department of Energy - Office of Science (8)
- » Department of Health and Human Services (1442)
- » Department of Homeland Security (5)
- » Department of Housing and Urban Development (4)
- » Department of Justice (3)
- » Department of Labor (6)
- » Department of State (38)

- » Department of the Interior (109)
- » Department of the Treasury (6)
- » Department of Transportation (7)
- » Department of Veterans Affairs (2)
- » Environmental Protection Agency (16)
- » Gulf Coast Ecosystem Restoration Council (3)
- » Institute of Museum and Library Services (8)
- » National Aeronautics and Space Administration (29)
- » National Archives and Records Administration (3)
- » National Endowment for the Arts (2)
- » National Endowment for the Humanities (10)
- » National Science Foundation (240)
- » Small Business Administration (1)



Grants.gov Calendar

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Grants.gov Scheduled Maintenance:
December 17-19, 2016



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DATA Act Section 5 Pilot Program Presentation

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Financial Assistance

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Suspect Fraudulent Activity?

The United States Government does not require payment of any kind to receive federal grants.



Grants Learning Center

Learn more about the federal grants lifecycle, policies on grants management, and profiles on grant-making agencies.

- » Grants 101
- » Grant Policies

www.grants.gov/search-grants.html?agencyCode%3DDDOS



Applicants

Register with Grants.gov, search for federal grant opportunities, and begin the application process.

- » Applicant Eligibility
- » Individual Registration
- » Organization Registration
- » Search Grants
- » Apply for Grants
- » Track My Application



Grantors

Manage your agency profile, run reports, and retrieve submitted applications.

- » Grantor Registration
- » Grantor Tools & Tips
- » Grantor Standard Language
- » Grantor FAQs
- » Grantor Help

SEARCH GRANTS

BASIC SEARCH CRITERIA:

Keyword(s):

Opportunity Number:

CFDA:

SEARCH

OPPORTUNITY STATUS:

- ☒ Forecasted (0)
- ☒ Posted (38)
- ☐ Closed (37)
- ☐ Archived (1,750)

FUNDING INSTRUMENT TYPE:

- ☒ All Funding Instruments
- ☐ Cooperative Agreement (12)
- ☐ Grant (26)
- ☐ Other (2)

ELIGIBILITY:

- ☒ All Eligibilities
- ☐ City or township governments (1)
- ☐ County governments (1)
- ☐ For profit organizations other than small businesses (7)
- ☐ Independent school districts (4)

CATEGORY:

- ☒ All Categories
- ☐ Arts (see 'Cultural Affairs' in CFDA) (4)
- ☐ Business and Commerce (1)

 • AGENCY: [X] All Department of State

[Search Tips](#) | [Export Detailed Data](#)

SORT BY: Posted Date (Descending) ▾ **Update Sort** DATE RANGE: All Available ▾ **Update Date Range**

1 - 25 OF 38 MATCHING RESULTS:

« Previous **1** 2 Next »

Opportunity Number	Opportunity Title	Agency	Opportunity Status	Posted Date ↓	Close Date
ECA-ECALMAQM-16-003	Official U.S. Presentation at the 16th International Architecture Exhibition, Venice, Italy, June through November, 2018	DOS-ECA	Posted	11/10/2016	01/12/2017
PAS-COL-008-AFCP-SMALL-2017	U.S. AMBASSADORS FUND FOR CULTURAL PRESERVATION 2017 SMALL GRANTS COMPETITION	DOS	Posted	11/09/2016	12/15/2016
ECA-ECAAE-17-008	FY 2017 Study of the U.S. Institutes for Scholars	DOS-ECA	Posted	11/07/2016	01/06/2017
PAS-TOKYO-FY2017-0001	Small Grants Program	DOS	Posted	11/07/2016	09/30/2017
APP001BIHESF	ECONOMIC SUPPORT FUND-SMALL GRANTS PROGRAMS GRANTS PROGRAMS	DOS-BIH	Posted	11/07/2016	12/16/2016
APP002BIHESF	ECONOMIC SUPPORT FUND-SMALL GRANTS PROGRAMS	DOS-BIH	Posted	11/07/2016	12/09/2016
DOS-LONDON-PD-2017-02	Exploring American Values	DOS-GBR	Posted	11/04/2016	12/15/2016
OES-OPP-17-001	Global Innovation through Science and Technology (GIST)	DOS-OES	Posted	11/04/2016	12/15/2016
S-GECPD-17-001	Global Engagement Center - Statement of Interest and Capacity	DOS	Posted	11/03/2016	12/15/2016
DOS-LONDON-PD-2017-01	WWI Centenary Exchange: U.S. Veteran Affairs	DOS-GBR	Posted	11/03/2016	12/15/2016
NEAPPD-NEAPPD-17-001	Safeguarding the Heritage of the Near East Initiative Collaborative	DOS-NEA-PRD	Posted	11/03/2016	12/14/2016

Local Embassy Website



Situation Rep... Standard Fore... Contact Shell... Reliability and... Introduction t... Testing Tools... U.S. Embassy

https://jo.usembassy.gov

English

 **U.S. Embassy in Jordan**

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Aboard the USS Harry S. Truman

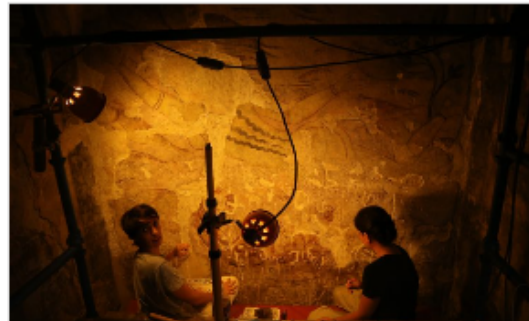
Navigation icons: back, play, pause, forward



Global UGRAD Program

2 November | [News](#)

Applications now accepted for the academic year (2017-2018)
Deadline: December 31, 2016
Overview; The Global UGRAD program is a merit-based scholarship for outstanding undergraduate students...



2017 Ambassador's Fund for Cultural Preservation Large Grant

31 October | [News](#)

CALL FOR PROPOSALS The U.S. Embassy in Amman is pleased to announce a call for proposals for the 2017 U.S. Ambassador's Fund for Cultural Preservation...



2017 Ambassador's Fund for Cultural Preservation Small Grants

31 October | [News](#)

CALL FOR PROPOSALS The U.S. Embassy in Amman is pleased to announce a call for proposals for the 2017 Ambassador's Fund for Cultural Preservation (AFCP). ...



CALL FOR PROPOSALS

The U.S. Embassy in Amman is pleased to announce a call for proposals for the **2017 U.S. Ambassador's Fund for Cultural Preservation (AFCP) Large Grants Program**. The floor on the Amount of Awards is U.S. \$200,000. Since 2008 awards made through this program for new large-scale projects have ranged from \$200,000 to \$979,000 with an average award amount of \$480,000. Please note that this program is separate from the AFCP small grants process.

HOW TO APPLY:

The application process for the AFCP Large Grants Program takes place in two rounds: Project Abstract (Round One) and Full Project Proposal (Round Two). All interested applicants must submit Project Abstracts for Round One via email to Cultural Affairs Officer Tobias Bradford at BradfordTA@state.gov and Cultural Affairs Assistant Hanan Ghannoum at Ghannoumh@state.gov by **close of business (5 p.m.) on Thursday, January 5, 2017.**

Applicants will be notified if their project abstracts received a favorable rating in which case they would be required to submit complete project proposals to Round Two.

Past recipients of AFCP Large Grants Program support may submit proposals for continuation funds. This document details program guidelines, eligibility requirements and application procedures. Please adhere to all written deadlines and procedures.

AFCP LARGE GRANTS FUNDING AREAS:

Filter

Keyword(s):

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- ☐ Press Releases
- ☐ Events
- ☐ Video

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FUNDING PRIORITIES:

The AFCP Large Grants Program gives top priority to project activities that are appropriate and in keeping with international cultural heritage preservation standards. An appropriate preservation activity is one that protects the values of the site, object or collection, or form of traditional cultural expression as they are understood by stakeholders. Stakeholders may include national, regional, or local cultural authorities; the local community; and others with vested interests in the site and the outcome of a project. Appropriate project activities may include:

- Preventive conservation (addressing conditions that damage or threaten the site)
- Stabilization (reducing the physical disturbance [settling, collapse, etc.] of a site)
- conservation (addressing damage or deterioration to a collection or sites)
- consolidation (connecting or reconnecting elements of a site)
- Anastylis (reassembling a site from its original parts)
- Restoration (replacing missing elements to recreate the original appearance of a site, usually appropriate only with fine arts, decorative arts, and historic buildings)

ELIGIBLE APPLICANTS:

Eligible project applicants are defined as reputable and accountable non-commercial entities, such as non-governmental organizations, museums, ministries of culture, or similar institutions and organizations,



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U.S. Alumni: Enter the 2016 Citizen Diplomacy Challenge!

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A Few Tips



- Work together
 - Combine efforts on a joint proposal, which can make your proposal a better investment for funders.
 - Some grant opportunities are for individuals, but more are for organizations or teams. Consider working with an existing NGO rather than recreating the wheel.
 - Include a letter of interest from them in your proposal
- Show that you've done your research
 - We don't want to duplicate effort – fill a need that is not already being met; know what others are working on in your proposed area
- Start small
 - You may start with a large desire (i.e. improving the status of women in MENA), but your proposal should be focused and realistic.

Frequently Asked Questions



Q: Does my proposal have to be in English?

A: For direct proposals to the U.S. Government, yes.

For subawards from USG grantees, sometimes no.

Make sure to budget for bilingual staff with needed language skills, in your proposal.

Q: What if there is no U.S. embassy in my country?

A: There are typically some offerings even if there is no U.S. embassy in country. Speak to MEPI or see handout for details.

Upcoming Opportunities



- Annual MEPI Local Grants Competition will be announced on [grants.gov](https://www.grants.gov) by the end of November
- The AIEF alumni grants competition is usually announced in February
- Follow embassies on social media, check their websites

Websites on US Foreign Assistance



- [Foreignassistance.gov](https://foreignassistance.gov)
- [Usaspending.gov](https://usaspending.gov)

Proposals

How to write a successful proposal
(It's all about being organized. And logical!)



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Proposals - Where To Start?



- Read the announcement carefully
- Create a proposal outline
- Make a checklist
- Assign roles and responsibilities
- Make a calendar

Reading the Announcement



- If you do not follow the instructions carefully (deadline, page length, required pieces), your proposal may be disqualified
- Read it twice
 - Read once to make sure you understand everything, to ask questions, and to think about whether or not your project idea is a good fit.
 - Read the second time to highlight the important language in the solicitation

Organize the Outline



- What does the evaluation criteria state are the most important elements?
 - Organize your outline in this way – make it easy for the funder to match your proposal to the evaluation criteria
 - Fill in the outline with key terms/important language from the NOFO
 - Pay attention to the page limits – where the evaluation criteria is highest, you want to dedicate more pages
- Formatting is important as well!
 - Be sure to format the report with any specified guidelines (12-point font, font type, margin size, etc.)
- Remember: Your proposal needs to be responsive to the solicitation.*Funders fund THEIR needs, not YOUR needs*

Your Checklist



- Many great proposals are not funded because we do not receive ALL of the paperwork
- Your list should include
 - All documents requested in the solicitation
 - Page references from the solicitation
 - Due dates
 - Who is responsible
 - Status of the deliverable (is it in draft form? Completed?)

Roles and Responsibilities



- Ask for some assistance from:
 - A mentor
 - Former grant winner
 - Alumni of the program
 - Partners (other NGOs you are working with)
 - Friends/family

Your Calendar



- Due dates for each of the items on your list
 - Work backwards from the due date
 - Write name of responsible person and provide THEM with the calendar as well – they need to know their role far in advance.
- Provide yourself with enough time!
 - Two reviews of each major deliverable:
 - Proposal
 - Budget
 - Budget Narrative

Now It's Time to Write the Proposal



- Let's begin by thinking about common issues:
 - Good ideas that do not match the funding priorities
 - Ex: Supporting entrepreneurship in rural areas. Make sure your proposal speaks clearly to those priorities
 - If your interests and the funders' interests are different, they are probably not the best funder for you
 - Projects are unrealistic
 - Think about the budget and the timeline
 - Not following the application guidelines
 - This should not happen as you have your list!

Putting it All Together



- Let's check before proposal submission:
 - Is your proposal responsive to what the solicitation (grant announcement) outlined?
 - Do you have all of the required documents?
 - Are you sending the correct version of the documents?

A Few Other Tips



- Work together
 - Combine efforts on a joint proposal, which can make your proposal a better investment for funders.
 - Some grant opportunities are for individuals, but more are for organizations or teams. Consider working with an existing NGO rather than recreating the wheel.
 - Include a letter of interest from them in your proposal
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 - We don't want to duplicate effort – fill a need that is not already being met; know what others are working on in your proposed area
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 - You may start with a large desire (i.e. improving the status of women in MENA), but your proposal should be focused and realistic.

GOOD LUCK!!!



The Bureau of Educational and Cultural Affairs' (ECA)'s Evaluation Division has been at the forefront of the Department of State's monitoring and evaluation (M&E) efforts since its creation in 1999. Throughout its 20 years, the Evaluation Division has built a robust M&E system to ensure that ECA program staff and senior leadership benefit from timely performance data that they can utilize for evidence-based decision-making.



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