

POLICEONE.COM News

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Securing Grant Funding
with Margaret Stark

Common reasons LE grant applications are denied

Editor's Note: As has been [previously reported](#) on PoliceOne, the deadline for the Byrne/JAG grants has been extended to June 17, 2009, and the opportunity to apply for "State Stabilization" funds is [somewhat open-ended](#), with governors and state legislatures making the determination about how those monies will be spent. In an effort to help you make the most of your grant application, we offer this valuable resource in which PoliceGrantsHelp expert Margaret Stark lists the Top 11 reasons why grant applications are declined. We encourage you to review this before you submit your next grant application.

1. Failure to follow directions

- a. Read the information thoroughly. Go to the workshops. Read and highlight the guidelines in the RFP.
- b. Pay attention to deadlines as well as how the grant application has to arrive and where.
- c. Use proper formatting as stated and do not exceed page limitations.

2. Requesting too many items

- a. No "shopping cart" approach. Remember "needy, not greedy!"
- b. The items you request should be in line with the size of your department and your service area.
- c. It is advisable to keep the number of items to 3-4 per application. If you must, break the program up into phases and complete it as such, with several grants.

3. Failure to itemize your costs

- a. If you request equipment, make sure you shop for the best price. Then spell it out clearly: 10 Units at \$100 for a total cost of \$1,000.
- b. Don't forget about training costs.
- c. Administrative costs.
- d. Travel costs to attend training or to take delivery of equipment.
- e. Shipping costs.
- f. Service and maintenance costs or extended warranties.

4. Not making your case on a cost-benefit basis

- a. You must show that the dollars expended produce the largest benefit to your agency and to the surrounding community. Remember to address the "triumvirate" of us, we, and them.
- b. It is imperative to include mutual aid situations and interagency cooperation. Include the other agencies in your plans, and show that your receipt of the equipment helps other jurisdictions and the community at large.
- c. Biggest Bang for the Buck!

Related Articles:

[Byrne/JAG grant application deadline is extended to June 17](#)

[DOJ issues guidance on obtaining Byrne-JAG funding in the 2009 Recovery Act](#)

[DOJ announces procedures to obtain Byrne Grant funds in stimulus package](#)

[\\$8.8B in "Stabilization Funds" available to police in economic stimulus package](#)

[Economic stimulus includes \\$3.77B for state, local law enforcement](#)

[PoliceGrantsHelp Resources for Byrne/JAG Program Assistance](#)

5. You didn't provide an adequate description of the problem

- a. You have to provide a "state of the community and my department" statement.
- b. Describe in detail why you are having the problem.
- c. Who, What, When, Where and Why
- d. You are an artist painting a picture with words; you must immerse the reviewer into your community and its problems.

6. You didn't "shop around" for the lowest prices

- a. The Federal minimum guideline says that you should obtain two quotes. Remember to follow your local procurement policies and procedures.
- b. Don't ask for a Cadillac if a VW will do the job.
- c. Reviewer's hate "greedy" departments. If you raise the "greedy flag," you will be denied or rejected. The request must be reasonable for your department and the problem you are asking for assistance with.

7. Not making a compelling case of financial need

- a. You have to make a strong argument that you cannot afford to fund this activity (e.g., tax referendums were defeated, businesses moved out, bad crop years, etc.) State what funding events you tried and what success levels you attained, or didn't attain. If you have applied before, say that you have done so and that although you have not been able to budget it in, you still have a great need for the equipment.
- b. Keep your request in line with your agency size, personnel and the community you service.
- c. They must know you are attempting to handle the problem yourselves, but are not able to keep pace.

8. Failing to check your work in the document

- a. Do all your figures agree?
- b. Have you left out an important detail?
- c. Do you have spelling errors?
- d. Have it proofread professionally before you push the submit button.

9. The grant fails to encourage collaborative efforts and interagency cooperation

- a. Make sure you include this element in your grant. It will give you higher scores.
- b. Place the header or subheader "Interagency Interoperability" so it gets noticed.
- c. Show that the stakeholders were involved in the process or that their concerns are being addressed.

10. You requested items which are low priority

- a. Request items specifically stated to be receiving a high priority and stay away from the lower priority items.
- b. Mixing higher priorities with lower priorities lowers your total overall score.

11. They ran out of money!

- a. Too many applicants.
- b. Not enough funding.
- c. If you feel there isn't anything wrong with your application, update it and resubmit next year.

Since joining ITT's night vision team in 1998, CHIEF Grants in 2004, and most recently Xenonics Holdings, Margaret Stark has assisted more than 8,500 law enforcement agencies in obtaining grant-related information for applications and assistance of more than \$100.5 million in funding. Whether working via face-to-face meetings, telephone conversations, or email correspondence, Margaret helps law enforcement agencies identify available grant monies, then provides step-by-step direction as to how agencies may secure the needed funding. Margaret also teaches grant writing classes in academies, law enforcement facilities, and individual agencies across the U.S.

[Contact](#) Margaret Stark for Grant Assistance.

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