


ADAMS AND REESE LLP

OUT IN FRONT




Is Your City Grant Ready?

Presented By
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ADAMS AND REESE LLP


About Adams and Reese

- Regional law firm
- 350 attorneys and governmental relations professionals in 16 offices
- Represent: governmental entities and municipalities; local, regional, national companies; international corporations; agencies; universities; and individuals



ADAMS AND REESE LLP

Regional Footprint



Core Practice Areas

- Governmental Relations
- Economic Development
- Public Finance
- Corporate / M&A / Tax
- Commercial Litigation
- Labor & Employment
- Real Estate and Construction
- Transportation & Logistics
- Banking & Financial Services
- Health Care
- Intellectual Property
- Education
- Energy

Federal Grants: A Strategic Approach for Project Funding

Grant Evaluation, Application and Award

Becoming a Grant Ready City

Federal Grants: A Strategic Approach for Project Funding

1. Devote Resources



Federal Grants:
A Strategic Approach for Project Funding

Start with a full Assessment of your City's current Grant Activities

- Pre-Award: Evaluate Opportunities
 - Put your team together to evaluate opportunities and prepare the application
- Award: Compliance
 - Supervising - Monitoring - Reporting
- Post-Award: Audit

Federal Grants:
A Strategic Approach for Project Funding

2. Identify Projects



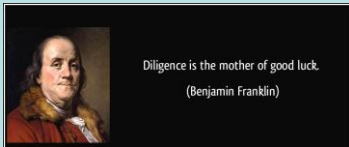
Federal Grants:
A Strategic Approach for Project Funding

Develop a Strategy:

- Geographic?
- Infrastructure?
- Safety?
- Service?
- Economic Segment?

Have projects ready to go long before a formal notice of funding comes out.

3. Be Diligent



- This is a hyper-competitive world
- Know your competition
- Learn from the losses
- No lines in the water = no fish
- Did I mention this is a hyper-competitive world?

4. Coordinate with Congressional Offices



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5. Look for the State Component



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6. Demonstrate Leverage



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7. Economic Development and Government Relations



An Example

The Typical Team:

- Internal Coordinator: Executive Staff
- In-House Subject Matter Expert:
Department Head/Staff
- Outside Subject Matter Experts:
Engineers, Planners, Etc.
- Grants and Governmental Affairs
Professionals: Consultants and Writers

Questions?

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