

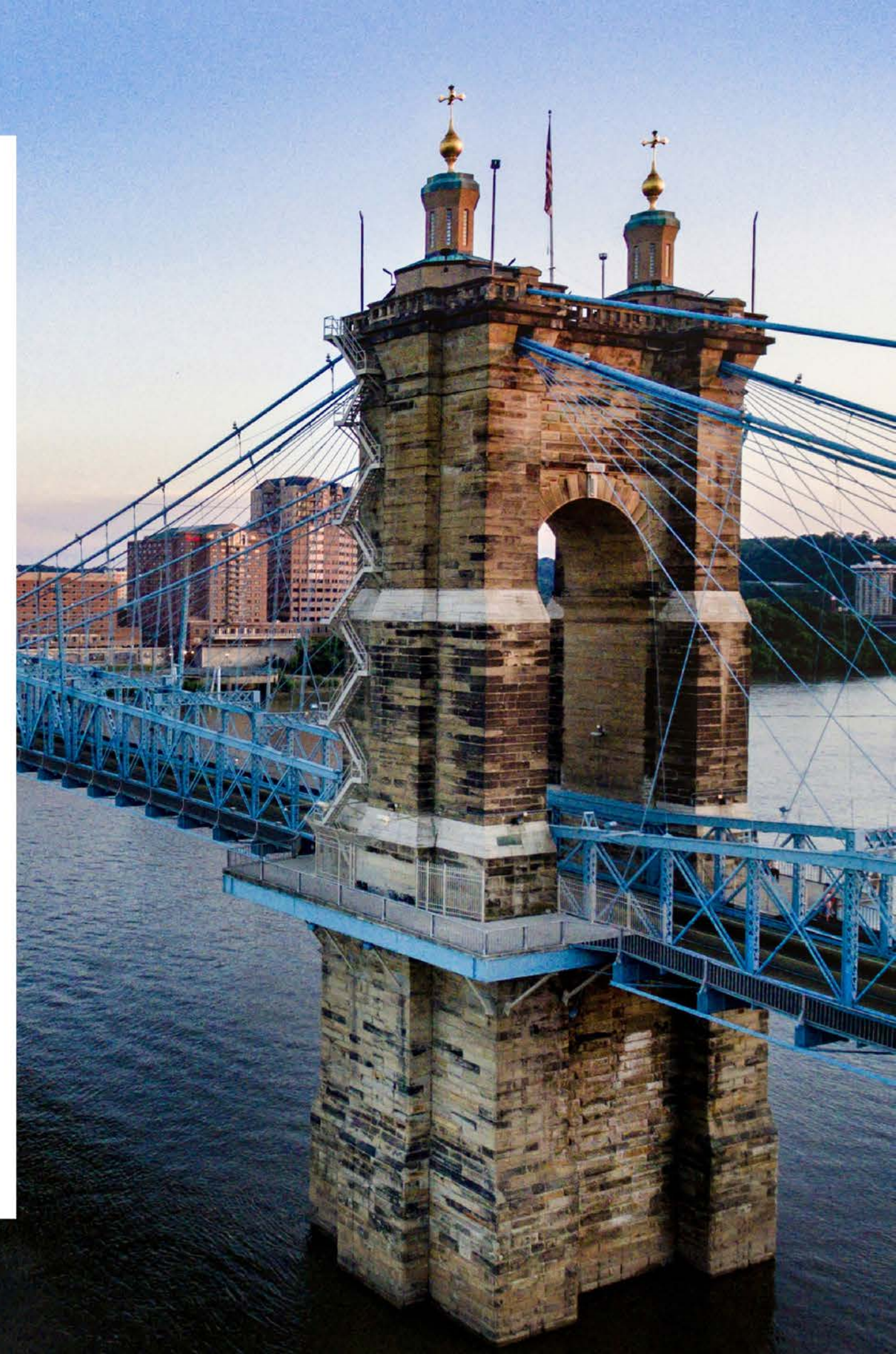
Federal Grants: A 101 Primer

November 1, 2022

Power A Clean
Future Ohio
LOCAL COMMUNITIES LEADING THE WAY



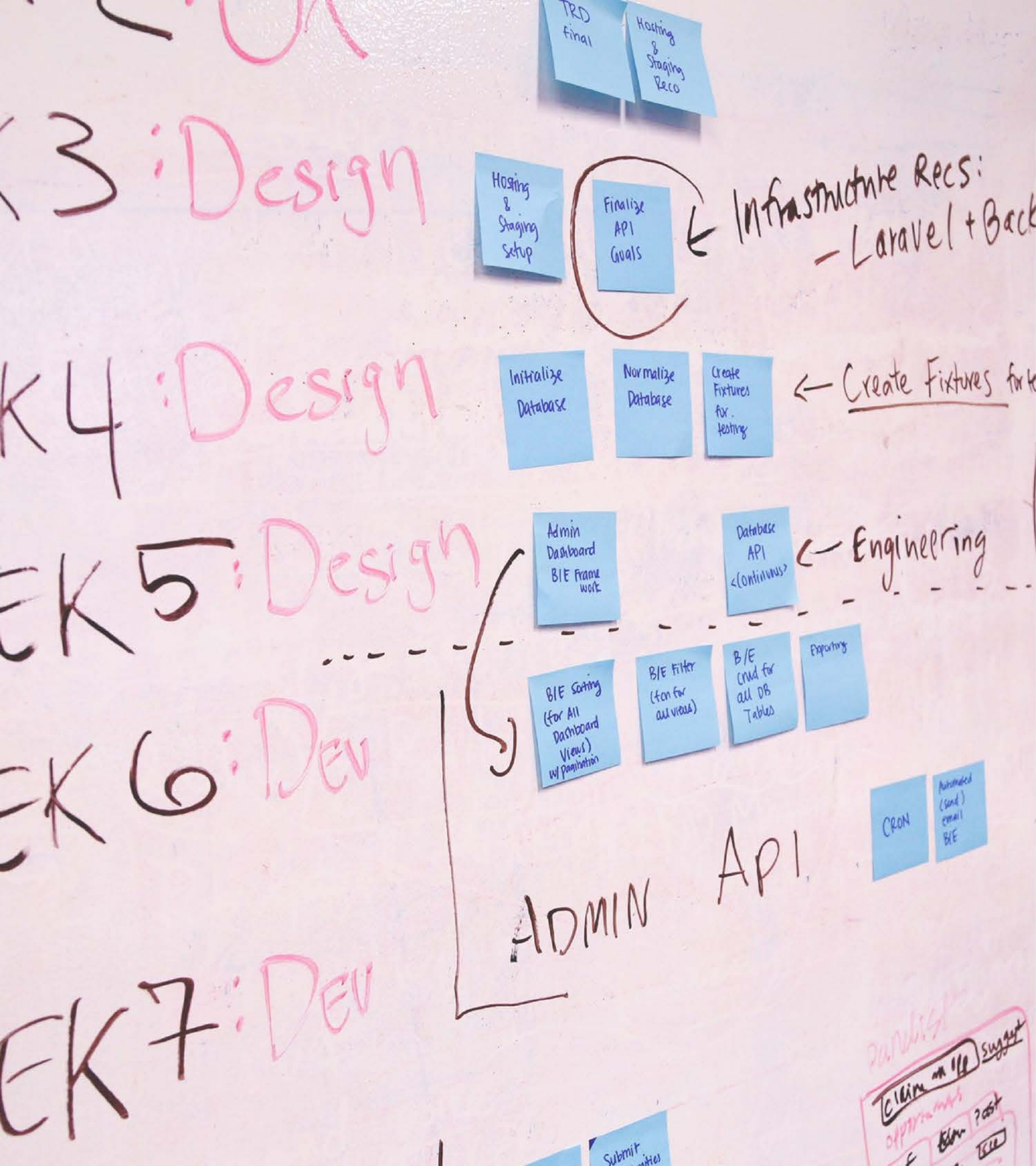
INFRASTRUCTURE
GRANT
ASSISTANCE
PROGRAM





WEBINAR GOALS

- **Help PCFO communities begin to prepare for potential federal funding opportunities**
- **Provide a venue for PCFO communities to highlight current challenges and knowledge gaps regarding grant applications**
- **Learn what other questions still exist in pursuing federal grants so that PCFO can provide additional research and assistance**



Agenda Topics

- Registration for federal government websites
- City project and team planning
- Grant writing and preparation
- Awards and negotiations



Registration for Federal Government Websites

Government websites for grant notifications and applications



Ensure that your organization is registered with the necessary federal grant websites

arch Data Bank Data Services Help

SAM.GOV Official U.S. Government Website 100% Free

The Official U.S. Government System for:

- Contract Opportunities** (was fbo.gov)
- Contract Data** (Reports ONLY from fpds.gov)
- Wage Determinations** (was wdol.gov)
- Federal Hierarchy** Departments and Subtiers
- Assistance Listings** (was cfda.gov)
- Entity Information** Entities, Disaster Response Registry, and Exclusions
- Entity Reporting** SCR and Bio-Preferred Reporting

[Learn More](#)

Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

[Get Started](#)

[Renew Entity](#)

[Check Registration Status](#)


SAM.Gov

- Registration (not just signing up) is required for grant application
- Registration must be renewed annually
- Designate one Electronic Business Point of Contact (Ebiz POC) and obtain a special password called an MPIN.
- Obtain a Unique Entity Identifier (UEI). UEI replaced DUNS number and is required for several documents.

Get Help

[Federal Service Desk](#): Find FAQs and user guides or speak to a representative via call or live chat for help on your SAM Registration.

Comprehensive, Step-By-Step Registration Guides for SAM



Entity Registration Checklist

Prepare for Entity Registration in SAM.gov


i SAM.gov is an official website of the United States government. SAM.gov is FREE to use. There is no charge to get a Unique Entity ID, register your entity, and maintain your entity registration at SAM.gov.

What can you do with this guide?
The questionnaires and checklists here will help you gather the information you need and prepare to answer the questions in your entity registration.

All Awards registration allows you to bid on contracts and other procurements, as well as apply for financial assistance. Look for the icon on the left to submit an All Awards registration.
[Jump to All Awards entity registration questionnaires and checklists](#)

Financial Assistance Awards Only registration allows you to apply for financial assistance, or grants and loans, only. Look for the icon on the left to submit a Financial Assistance Only registration.
[Jump to Financial Assistance Awards Only entity registration questionnaires and checklists](#)

For All Awards registrations, prepare these sections:	For Financial Assistance Awards Only registrations, prepare these sections:
<ul style="list-style-type: none"> • Unique Entity ID • Core Data • Assertions • Reps & Certs • Architect and Engineering Responses • Defense FAR Supplement (DFARS) questionnaire (if applicable) • Points of Contact (POCs) • SBA supplemental page (if you are a small business) 	<ul style="list-style-type: none"> • Unique Entity ID • Core Data • Reps & Certs • Points of Contact (POCs)




U. S. General Services Administration

1

****Use this checklist to prepare the information you need in advance to register**

[SAM.gov Entity Registration Checklist](#)



Office of Indian Energy

Appendix 7: SAM Registration User Guide
January 2022

SAM UPDATE
By April of 2022, the federal government will stop using the DUNS number to uniquely identify entities. At that point, entities doing business with the federal government will use a Unique Entity Identifier (SAM) created in SAM.gov, which will streamline the entity identification and validation process. Resources to help you prepare for the transition from UEI (DUNS) to UEI (SAM) can be found at the Federal Service Desk website, fsd.gov.

If your entity is registered in [SAM.gov](https://sam.gov), your Unique Entity ID (SAM) has already been assigned and is viewable in SAM.gov. The Unique Entity ID is currently located below the DUNS Number on your entity registration record.

The DUNS number remains the official identifier for doing business with the U.S. Government until April 4, 2022. Entities will continue to register in SAM.gov using the DUNS number assigned by Dun and Bradstreet (D&B) until April 4, 2022.

Get help with registering your entity at <https://sam.gov/content/help> where you can search the Knowledge Base, "Go to Incident" or "Go to Live Chat". You may also call the Federal Service Desk (FSD) at 866-606-8220, Monday – Friday from 8:00 a.m. to 8:00 p.m. Eastern Time.

The System for Award Management (SAM) is the government's online repository for information about vendors that supply goods and services to federal agencies, or entities that receive federal funding. Your company or entity must be registered in SAM if you want to do federal government contracting or receive federal funds.

Each applicant (unless the applicant is an individual or federal awarding agency that is exempt from the requirements under 2 CFR §25.110, or has an exception approved by the federal awarding agency under [2 CFR §25.200](#)) is required to:

- 1) Be registered in the SAM prior to submitting an application;
- 2) Maintain an active SAM registration with current information, including information on a recipient's immediate and highest-level owner and subsidiaries, as well as on all predecessors that have been awarded a federal contract or grant within the last three years, if applicable, at all times during which it has an active federal award or an application or plan under consideration by a federal awarding agency; and
- 3) Provide its unique entity identifier in each application or plan it submits to the federal awarding agency.

DOE may not make a federal award to an applicant until the applicant has complied with all applicable SAM requirements and, if an Applicant has not fully complied with the requirements by the time DOE is ready to make a federal award, the DOE may determine that the Applicant is not qualified to receive a federal award and use that determination as a basis for making a federal award to another applicant.

Recipient Guide to Award Negotiation and Administration

1

****Use this resource to see step-by-step screenshots of the registration portal**

[DOE SAM Registration User Guide](#)

Grants.gov Resources



Apply for Grants as a Team

Easily collaborate on your federal grant applications



New Grants.gov Chatbot

Grant, the Grants.gov help chatbot, was created to answer users' most frequently asked questions (FAQs).



Next System Maintenance:

November 19 - 21, 2022



GRANTS.GOVSM FIND. APPLY. SUCCEED.SM HELP REGISTER LOGIN

SEARCH: Grant Opportunities ▾ Enter Keyword... GO

HOME LEARN GRANTS ▾ SEARCH GRANTS APPLICANTS ▾ GRANTORS ▾ SYSTEM-TO-SYSTEM ▾ FORMS ▾ CONNECT ▾ SUPPORT ▾

GRANTS.GOV > Search Grants

SEARCH GRANTS

BASIC SEARCH CRITERIA:

Keyword(s):

Opportunity Number:

CFDA:

SEARCH

OPPORTUNITY STATUS:

Forecasted (175)

Posted (1,003)

Closed (1,312)

Archived (14,064)

FUNDING INSTRUMENT TYPE:

All Funding Instruments

Cooperative Agreement (339)

Grant (847)

Other (2)

ELIGIBILITY:

All Eligibilities

City or township governments (1,142)

County governments (1,177)

For profit organizations other than small businesses (1,071)

Independent school districts (4,064)

CATEGORY:

All Categories

Agriculture (6)

Arts (see 'Cultural Affairs' in CFDA) (5)

Business and Commerce (6)

Community Development (5)

AGENCY:

All Agencies

All AmeriCorps [AC] (3)

All Department of Agriculture [USDA] (10)

ELIGIBILITY: [X] City or township governments, [X] County governments

Search Tips | Export Detailed Data | Save Search »

SORT BY: Posted Date (Descending) ▾ Update Sort

DATE RANGE: All Available ▾ Update Date Range

1 - 25 OF 1178 MATCHING RESULTS: < Previous 1 2 3 4 5 6 ... 48 Next >

Opportunity Number	Opportunity Title	Agency	Opportunity Status	Posted Date ↓	Close Date
RFA-DP-23-002	Improving Health Outcomes for Patients with Inflammatory Bowel Disease	HHS-CDC-HHSCDCERA	Posted	10/13/2022	01/09/2023
PAR-22-247	Development of Animal Models and Related Biological Materials for Down Syndrome Research (R24 Clinical Trials Not-Allowed)	HHS-NIH11	Posted	10/13/2022	05/25/2025
RFA-DE-23-013	AHEAD (Advancing Head and Neck Cancer Early Detection Research) (U01 Clinical Trial Not Allowed)	HHS-NIH11	Posted	10/13/2022	03/14/2023
HHS-2023-ACF-OHS-YD-0230	The National Head Start Fellowship Program	HHS-ACF-OHS	Posted	10/13/2022	12/12/2022
HHS-2023-ACF-OPRE-PE-0005	Career Pathways Secondary Data Analysis Grants	HHS-ACF-OPRE	Forecasted	10/12/2022	
RFA-FD-23-004	Centers of Excellence in Regulatory Science and Innovation (CERSI)	HHS-FDA	Posted	10/12/2022	12/22/2022
FOA-VETS-23-01	Homeless Veterans' Reintegration Program (HVRP), Incarcerated Veterans' Transition Program (IVTP), and the Homeless Female Veterans' and Veterans' with Children Program (HFVWC) (referred to collectively as HVRP)	DOL-ETA-VETS	Forecasted	10/12/2022	
FTA-2023-001-TPM-RAIL	FY 2022 and FY 2023 Competitive Funding Opportunity: Competitive Grants for Rail Vehicle Replacement Program (Rail Program)	DOT-FTA	Posted	10/12/2022	01/05/2023
RFA-OH-23-002	Occupational Safety and Health Surveillance Collaboration, Education, and Translation (U24)	HHS-CDC-HHSCDCERA	Posted	10/12/2022	01/13/2023
HHS-2023-ACF-OHS-CH-R8-0178	Head Start/Early Head Start Recipient -- Communities in the state of Colorado	HHS-ACF-OHS	Forecasted	10/11/2022	
HHS-2023-ACF-OHS-HP-R5-0185	Early Head Start Expansion and Early Head Start-Child Care Partnership Grants - Burnett, Clark, Rusk, Sawyer, Taylor and Washburn Counties, Wisconsin	HHS-ACF-OHS	Forecasted	10/11/2022	
HHS-2023-ACF-OHS-CH-R5-0184	Head Start/Early Head Start Recipient -- Communities in the state of Wisconsin	HHS-ACF-OHS	Forecasted	10/11/2022	
HHS-2023-ACF-OHS-CH-R6-0181	Head Start/Early Head Start Recipient -- Communities in the state of Louisiana	HHS-ACF-OHS	Forecasted	10/11/2022	
PAR-23-031	Dual Purpose with Dual Benefit: Research in Biomedicine and Agriculture Using Agriculturally	HHS-NIH11	Posted	10/11/2022	12/15/2022

Grants.gov

- Upcoming funding announcements
- Automatic updates when amendments to a saved FOA are posted
- Apply for funding announcements from some DOE Offices

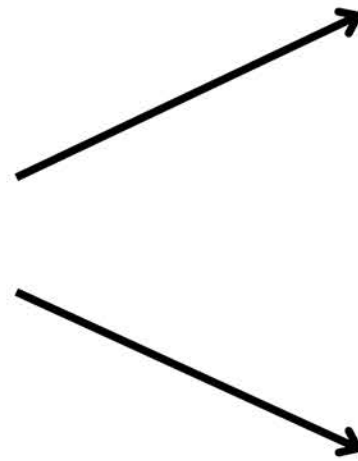
PRO TIP

Don't sign up for updates in all categories. Keep your search focused or assign different topics to grant staff.

Grants.gov Roles

EBiz POC

- Each organization has one EBiz POC, assigned in SAM.gov
- EBiz POC assigns roles for AOR and WM.



AOR

Applicant Organization Representative

- AOR users can submit applications
- One organizations can have many users with an AOR role

WM

Workspace Manager

- Users with a Workspace Manager role can create workspaces

Grants.gov Workspace

Workspace is a **shared, online environment** where members of a grant team may simultaneously access and fill out forms for the same application.

Types of Workspace Roles:

- EBiz POC: Assigns roles to organization members
- AOR: Submits applications
- WM: Creates workspace and adds workspace participants
- Workspace Participants: No specific roles

FedConnect®

The Government Acquisition & Grants Portal

Do you want the US federal government to buy your products or services? Or, are you seeking grants or assistance funding?

FedConnect can help. Every day, FedConnect helps over 100,000 vendors and grant applicants, find, respond to and win opportunities for contracts, grants, and other types of assistance funding. To learn more about how FedConnect works, [click here to review the tutorial](#).

Do you work for a federal agency?

FedConnect is the perfect complement to FedBizOpps and Grants.gov. FedConnect goes beyond the basic features of those systems to provide full lifecycle support including the ability to post opportunities, receive responses, deliver awards, and communicate throughout the pre-award, award, and post-award phases using FedConnect's secure 2-way messaging.

[Click here to learn more.](#)

[Sign In - Full Access](#) →

[Search Public Opportunities Only](#) →

[Register for Free Account](#) →

Need help?

- [FedConnect: Ready, Set, Go! Tutorial](#)
- [Check Registration Status](#)
- [Password Reset](#)
- [Contact Your Organization's FedConnect Administrator](#)
- [Contact FedConnect Support](#)

Want to learn more?

- [Participating Government Agencies](#)
- [Accessibility Features](#)

FedConnect

- Upcoming funding announcements
- Receive award documents
- Apply for funding announcements from some DOE Offices
- You will need a SAM MPIN to create an organization account

EERE Funding Opportunity Exchange

Funding Opportunities

Learn more about [EERE Funding Opportunities](#) and how to [Apply for EERE Funding Opportunities](#) on energy.gov.

[Printable Version](#)

- [Funding Opportunity](#)
- [Funding Archive](#)
- [Login](#)
- [Register](#)
- [Manuals](#)
- [Questions & Answers](#)

New Log-In Process!

To make the sign-in process more secure, the eXCHANGE system has been updated to require Multi-Factor Authentication (MFA) methods for signing in. Potential applicants and reviewers will now sign in using [Login.gov](#) and DOE users will use OneID. Read the [MFA Quick Guide](#) for more information.

EERE FUNDING OPPORTUNITY ANNOUNCEMENTS

[Jump to a FOA:](#)

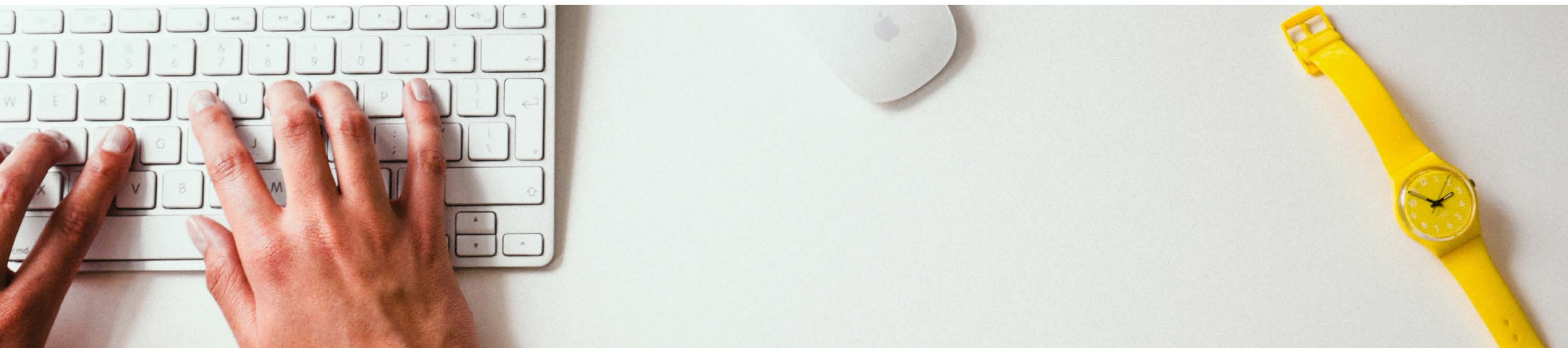
FOA Number	FOA Title	Announcement Type	Program	LOI Deadline	CP Deadline	FA Deadline
DE-LC-0001000	Notice of Intent (NOI) to Issue FY23 Appropriated Technology Commercialization Fund (TCF)	Notice of Intent to Publish FOA (NOI)	Office of Technology Transitions (OTT)			TBD
DE-FOA-0002797	Request for Information on Electric Vehicle No-Charge Events, including Operability	Request for Information (RFI)	Vehicle Technologies (VTO)			11/18/2022 05:00 PM ET
DE-FOA-0002860	Notice of Intent to Issue FOA No. DE-FOA-0002823 - Lithium Extraction & Conversion from Geothermal Brines	Notice of Intent to Publish FOA (NOI)	Advanced Manufacturing (AMO)			TBD
DE-FOA-0002793	Marine Energy Systems Innovation at Sea	Funding Opportunity Announcement (FOA)	Water Power Technologies (WPTO)		11/4/2022 05:00 PM ET	2/24/2023 05:00 PM ET
DE-FOA-0002804	Industrial Efficiency and Decarbonization FOA	Funding Opportunity Announcement (FOA)	Advanced Manufacturing (AMO)		10/12/2022 05:00 PM ET	12/20/2022 05:00 PM ET
DE-FOA-0002553	FY21 Advanced Manufacturing Office Multi-Topic FOA	Funding Opportunity Announcement (FOA)	Advanced Manufacturing (AMO)		9/10/2021 05:00 PM ET	11/16/2021 05:00 PM ET
DE-FOA-0002833	REQUEST FOR INFORMATION ON COLLECTION, TRANSPORTATION, SORTING, PROCESSING, AND SECOND LIFE APPLICATIONS FOR END-OF-LIFE LITHIUM-ION BATTERIES	Request for Information (RFI)	Vehicle Technologies (VTO)			10/14/2022 05:00 PM ET
DE-FOA-0002825	Bipartisan Infrastructure Law (BIL) - Request for Information (RFI): Bat Deterrent Technology Solutions	Request for Information (RFI)	Wind Energy Technologies (WETO)			TBD
DE-FOA-0002834	Notice of Intent to Issue Funding Opportunity Announcement No. DE-FOA-0002801	Notice of Intent to Publish FOA (NOI)	Water Power Technologies (WPTO)			TBD
DE-FOA-0002792	Funding Opportunity in Support of the Hydrogen Shot and a University Research Consortium on Grid Resilience	Funding Opportunity Announcement (FOA)	Hydrogen and Fuel Cell Technologies Office (HFCTO)		9/23/2022 05:00 PM ET	12/1/2022 05:00 PM ET
DE-FOA-0002773	Notice of Intent (NOI) to Issue Bipartisan Infrastructure Law (BIL): Three FOAs for Hydropower	Notice of Intent to Publish FOA (NOI)	Water Power Technologies (WPTO)			TBD
DE-FOA-0002830	Request for Information on Barriers and Pathways to Integrating Onsite Clean Energy Technologies in the Industrial Sector	Request for Information (RFI)	Advanced Manufacturing (AMO)			9/23/2022 05:00 PM ET
DE-FOA-0002818	Notice of Intent to Issue Funding Opportunity Announcement No. DE-FOA-0002793	Notice of Intent to Publish FOA (NOI)	Water Power Technologies (WPTO)			TBD
DE-FOA-0002776	Geothermal Energy from Oil and Gas Demonstrated Engineering (GEODE) Funding Opportunity Announcement	Funding Opportunity Announcement (FOA)	Geothermal Technologies (GTO)			10/28/2022 05:00 PM ET
DE-FOA-0002794	Request for Information on the Department of Energy's Critical Materials Research, Development, Demonstration, and	Request for Information (RFI)	Advanced Manufacturing (AMO)			9/9/2022 05:00 PM ET

DOE Exchanges

- DOE Offices [Energy Efficiency and Renewable Energy \(EERE\)](#) and [Clean Energy Demonstrations \(OCED\)](#) have Exchanges
- Upcoming funding announcements
- Apply for funding announcements
- You must obtain a "control number" at least 48 hours before the first submission deadline

Start Registrations Early!

- **First-time applicants should register in SAM and Grants.gov as soon as possible. Registration can take weeks.**
- **Previous applicants should ensure that their account is active, that contact information is correct and that the UEI number has been obtained.**
- **Build in time for system glitches, network upgrades or other delays especially close to deadlines.**





GROUP DISCUSSION

- How many of your communities are already set up on these portals?
- Any tips or tricks to share?



City Project and Team Planning

Steps to identify priority projects and build a strong local team



Form a standing Community Grants Working Group



Identify key grant roles for the work group and for specific grants, including:

- Project Manager
- Grant Writer
- Finance Manager
- Implementation team



Collect current resumes (both paragraph and one-page versions) as well as headshots from the city team to use for grant applications



Coordinate with other internal city stakeholders to identify priority projects, such as:

- Department leads
- Elected officials
- Other city staff



Integrate your capital planning process with grant opportunities



Identify existing capital planning projects or other projects that could potentially fit federal funding

- Solar/battery storage
- Energy efficiency
- EV infrastructure
- Complete Streets



Demonstrate how the project aligns with existing plans, such as:

- Comprehensive Plan
- Metropolitan Transportation Plan
- Sustainability Plan or Climate Action Plan



Review technical assistance opportunities that can bolster your application

- Fleet inventory
- GHG emissions inventory
- Solar assessment



Formulate partnerships to support your grant applications

Develop a matrix of external stakeholders for potential partnerships

Continue to develop relationships with entities that could provide Letters of Support

Explore Teaming Partner Lists for specific grant opportunities

Finding Partners for Matching Grants

Cash-matching contributions can come from three main sources. Identifying these partners early can help expedite the process of securing these funds for a specific opportunity.

- Funds provided by the local entity that received the grant
- Funds provided by the State (as long as the original source was not federal funding)
- Funds from private sector, non-profit, philanthropic, or other partner organizations

Example Stakeholder Groups to Engage



*State and regional
government agencies*



*Community-based
organizations*



Academic institutions



Technical experts



Developers



*Labor and workforce
groups*



*Private sector
partners*



*State and local
elected officials*

A large field of solar panels under a clear blue sky. The panels are arranged in rows, and the sky is a uniform, bright blue. The panels are tilted at an angle, and the perspective is from a low angle, looking up at the panels.

GROUP DISCUSSION

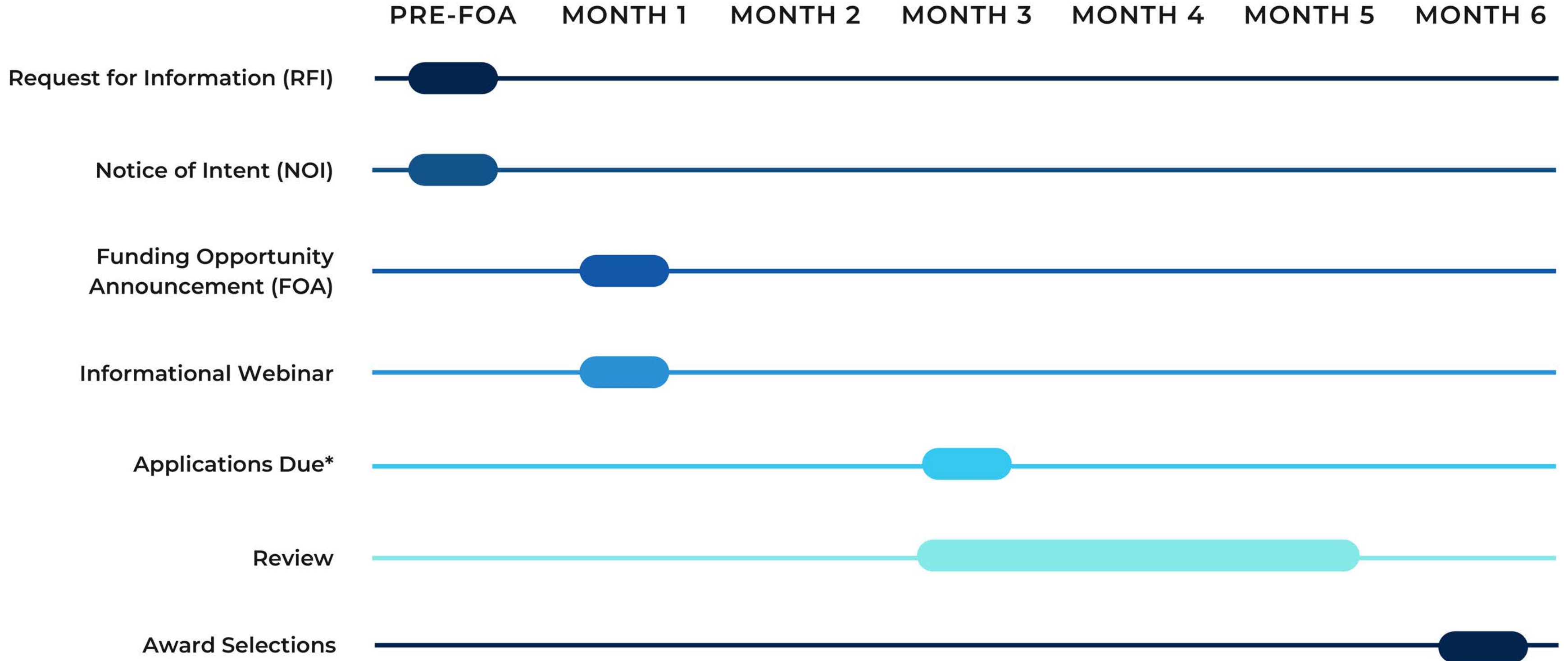
- How has your community structured grants management internally?
- What planning processes do you have underway for project development?



Grant Preparation

Insights into developing your grant application

Sample Grant Process



**Note: Some opportunities have a multi-phase application process.*

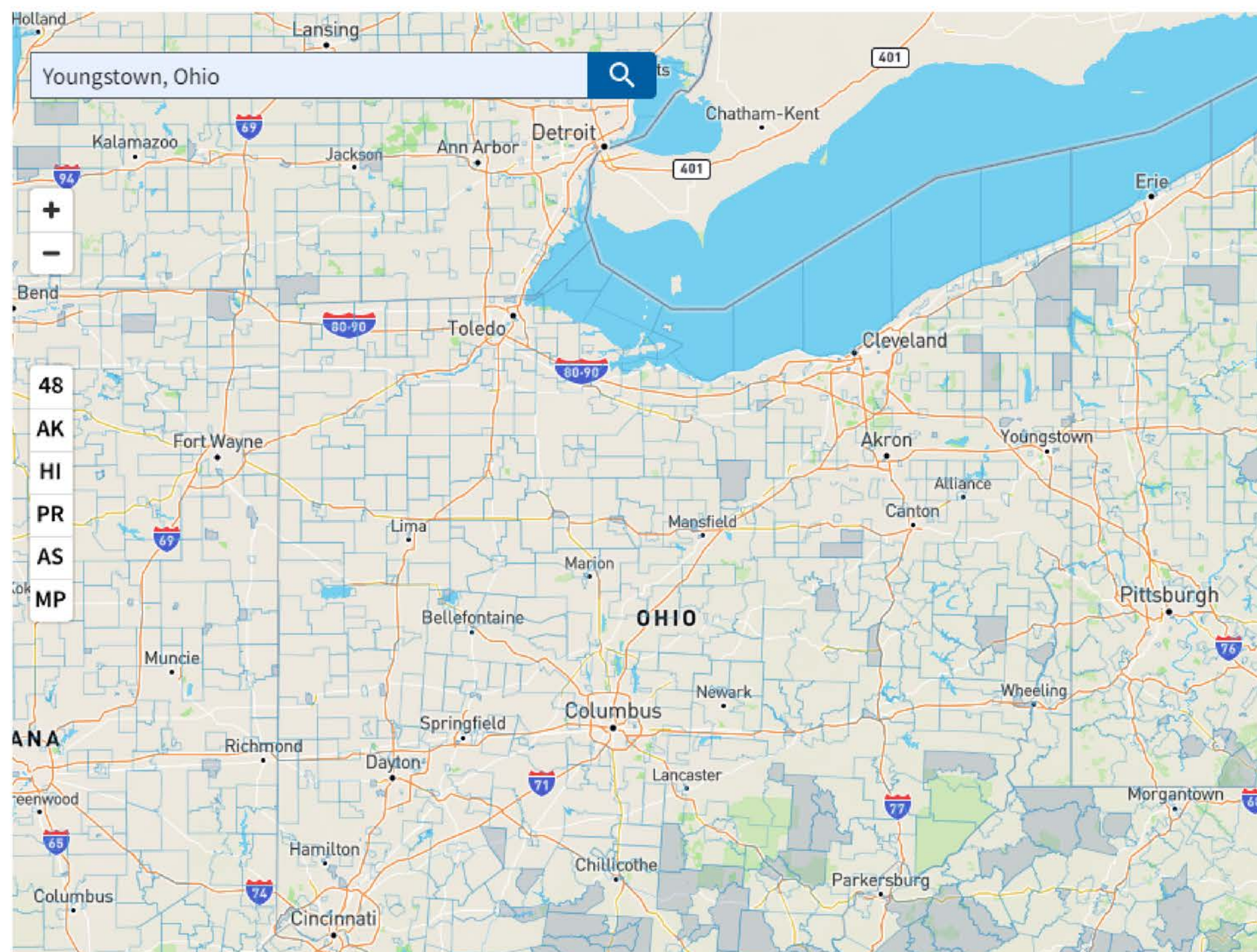


How to Be Competitive for BIL Grants

1. Start with the problem and then identify funding opportunities that align with your proposed solution
2. Understand the strategic priorities of the grant-making agency
3. Prioritize delivering benefits to disadvantaged communities in alignment with Justice40
4. Directly connect to the priorities of Executive Order 14052, “Implementation of the Infrastructure Investments and Jobs Act”
5. Review previous cycles of the grant program to understand the technical merit criteria and the scope of successfully awarded projects
6. Consider partnering with other municipalities, especially if you are a first-time applicant



Evaluate potential project sites for equity and impact considerations



Identifying Disadvantaged Communities (DACs)

1. [Climate and Economic Justice Screening Tool \(BETA\)](#)
2. [DOE Energy Justice Dashboard](#)
3. [DOT Transportation Disadvantaged Census Tracts](#)

PCFO has also identified DACs by census tracts in PCFO Communities using the CEJS Tool.



Preparing Common Narratives for Federal Grants

Though each funding opportunity will have specific application requirements, there are common grant application sections that can be drafted in advance including:

- Need Statements
- Discussion of Impact
- Budget Narrative

Resources

Grants.gov has developed resources to help potential applicants through the entire grant writing process.

- [Grants.gov Community Blog](#)
- [Grants.gov Grants Learning Center](#)

Grant Writing Tips

Needs Statement

1. Address the need that the funding opportunity is intended to fill
2. Communicate the organization's familiarity with addressing the defined need
3. Illustrate the need with a concise but concrete story

Discussion of Impact

1. Think like a reviewer
2. Make your discussion of impact and outcomes as concrete
3. Be realistic

Budget Narratives

1. Read the instructions closely and carefully
2. Search for budget narrative templates
3. Don't leave the budget narrative to the end



PRIORITIZE DATA COLLECTION NOW

Any data that can be proactively collected now will streamline your grant writing and application process.

Informing a Needs Statement: Increase local solar energy

- GHG Emissions Inventory and Forecast
- Current municipal solar capacity
- Current community solar capacity
- Data on community energy burden
- Data on public health and air quality related to local fossil fuel industry
- Climate Vulnerability Assessment

An aerial photograph of a city street scene. In the foreground, there is a building with a prominent golden dome and arched windows. To the right, there are several multi-story brick buildings with many windows. In the background, more city buildings and green trees are visible. A large, semi-transparent blue rectangular box is centered over the image, containing white text.

GROUP DISCUSSION

- **What tips do you have to share about developing grant narratives and/or about being competitive?**

A close-up photograph of two people shaking hands in a business setting. The person on the left is wearing a dark grey suit jacket and a light blue checkered shirt. The person on the right is wearing a light-colored blazer. The background is blurred, showing what appears to be an office desk with a laptop and some papers.

Awards and Negotiations

Planning for the awards and negotiations process



Build in Capacity for Implementation and Reporting

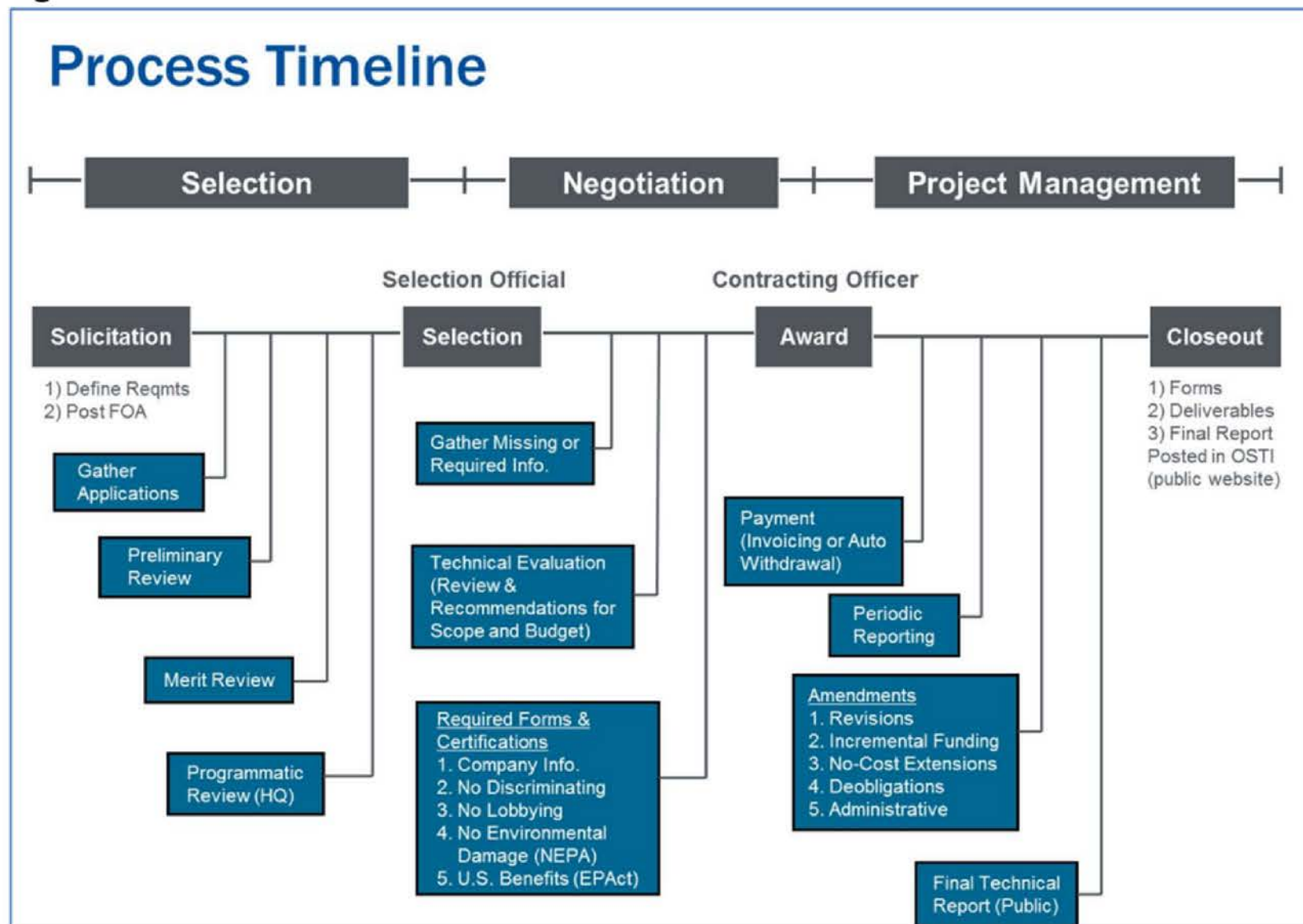
Be ready to respond!

If applicants are selected for funding, it is imperative that a designated contact is selected and ready to respond during award negotiations and meet negotiation deadlines including regular meetings and calls with the agency project leads.

One of the primary deliverables during the Negotiation Process for DOE is the Statement of Project Objectives (SOPo), which includes:

- Project objectives
- Description of tasks
- Milestones and expected outcomes
- Major deliverables
- Potential risks

The SOPo will help both DOE and your city with project management.



DOE Grant Process Timeline

Open IGAP Grant Snapshots

[View grant snapshots and webinar notes on the IGAP Program Page](#)

Funding Opportunity	Due Date
Solar APP+ Prize Competition	November 4, 2022
Advanced Transportation Technology and Innovation (ATTAIN) Program	November 18, 2022
Strengthening Mobility and Revolutionizing Transportation (SMART)	November 18, 2022
Brownfield Assessment Grants	November 22, 2022
Brownfield Cleanup Grants	November 22, 2022
Consolidated Rail Infrastructure and Safety Improvements Grant Program	December 1, 2022

Grant Preparation Next Steps

1.) Complete Registration

Register for SAM.gov, Grants.gov, FedConnect, and the DOE Exchanges.

2.) Begin and Deepen Partner Engagement

Begin to assemble your community grants team and external partner engagement matrix.

3.) Start Project Identification

Work with City stakeholders to identify priority projects for federal funding.

4.) Prioritize Data Collection

Catalog your existing data assets and identify data and technical assistance needs.

OPEN DISCUSSION

+

Q & A

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Melanie Nutter

Principal of Nutter Consulting

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THANK YOU!

