## **New York District 20**

## Grants strategies and guidance for Federal Grants

David M. Johnson, MPH Deputy Assistant Secretary for Health Office of Regional Health Operations 13 September 2023





#### **Discussion areas**

- Grants and cooperative agreements?
- Where do grant opportunities come from?
- How to find grant opportunities?
  - Sam.gov
  - Grants.gov
  - USA.gov
- Multiple ways to find opportunities of interest
- Preparing my application
- Responsibilities for an awardee
- Resources to help with the entire process



#### **Discussion elements and Considerations**

### **Topics:**

- Financial assistance and acquisition
- Finding opportunities Grants.gov
- Eligibility
  - ✓ Applications
  - ✓ SAM.gov
- Qualifications

#### **Aspects and Angles:**

- Business acumen
- Objective bias
- Purposefulness



#### **Grants Introduction and elements**

- Grant Policies 2 CFR 200
- Grant Eligibility
- Grant Terminology
- Grant-Making Agencies USG
- Grant Systems Grants.gov, SAM.gov, Administrative management Systems
- Grant Programs
- Grant Reporting



#### **Grant Policies – 2 CFR 200**

- 2 Code of Federal Regulations (CFR) 200 establishes uniform administrative requirements, cost principles, and audit requirements for Federal awards to non-Federal entities.
  - There are additional requirements per Department, Program, Awarding entity, or equivalent.
    - ✓ US Department of Health and Human Services 45 CFR 75
      - Health Resources and Services Administration (HRSA)
        - Title X Family Planning Program 42 CFR 59
- Purpose:
  - Define requirements (rules), publish expectations, and provide guidance

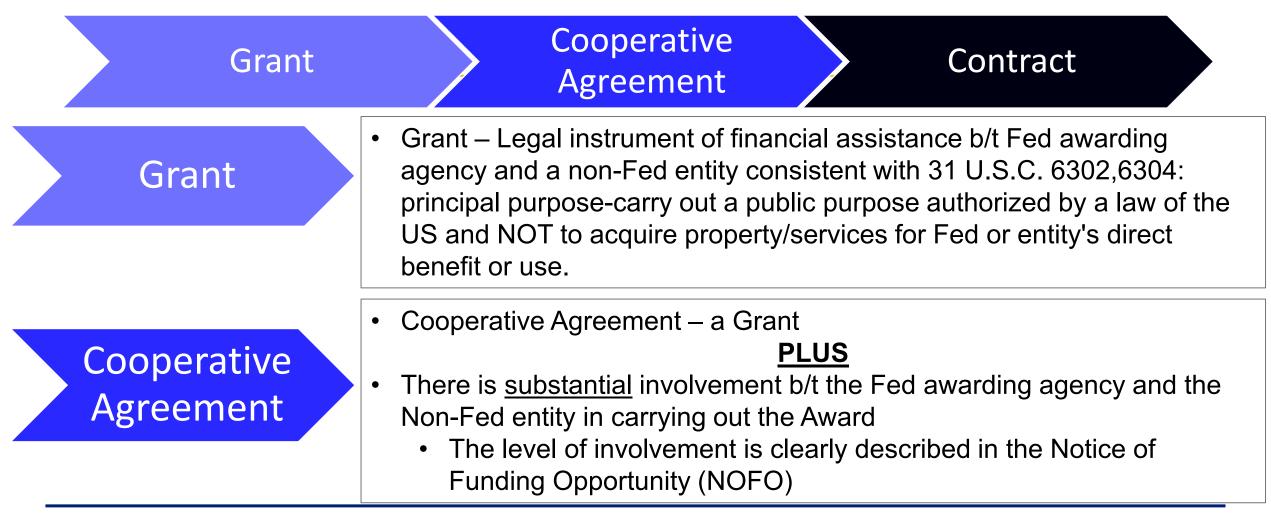


#### **Grant Policies – General.**

- The Grant Lifecycle
  - Pre-award Process
    - ✓ Funding Opportunity (NOFO)
    - $\checkmark$  Application submission and review
  - Award Phase
    - ✓ Award Negotiations
    - $\checkmark\,$  Award Decisions
    - ✓ Award Notification
  - Post Award
    - ✓ Implementation (bulk of the time)
    - ✓ Reporting (regular and ongoing)
    - ✓ Reapplication (annual)
    - ✓ Closeout (funded and unfunded timing)



#### **Basic Funding Instruments: Grants, Cooperative Agreements, & Contracts**



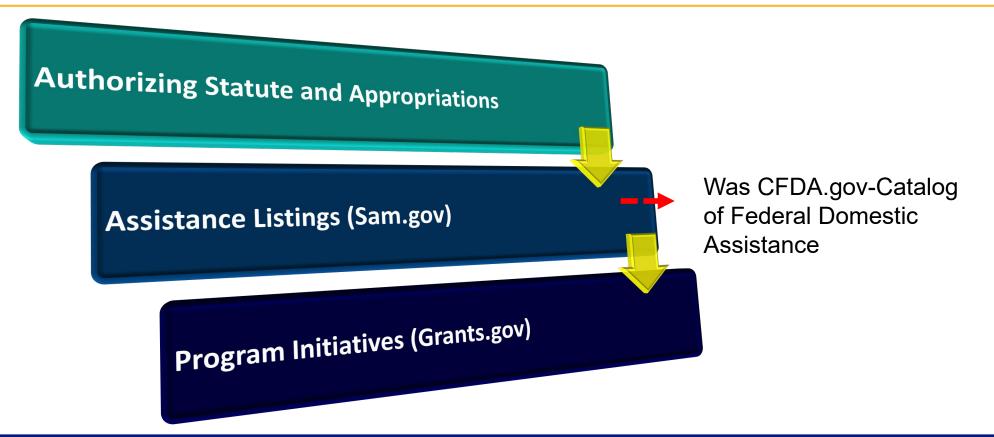


#### **Basic Funding Instruments: Grants, Cooperative Agreements, & Contracts**





#### Where do grant opportunities come from?





#### **Grant Eligibility and Qualification**

- Eligibility who can apply
  - Gov't Orgs States, Counties, City/Towns, Special Districts,
    - ✓ American Indian/Alaskan Native, Indigenous Tribal Nations
  - Academia local, public/private institutions, elementary and higher ed
  - NGOs
    - ✓ Non-profit Organizations
    - ✓ For-profit Organizations\*
  - Small Businesses
  - Individuals\*
  - Non-US entities



#### **Grant Eligibility and Qualification**

- Qualifications who can apply
  - Elements that add specific requirements for the award
    - ✓ Certifications
    - ✓ Accreditations
    - ✓ Clinical requirements
    - ✓ Business backing/financial requirements
    - ✓ Capability/capacity

#### Trickle down requirements

- ✓ As Prime, subrecipients have same requirements (eligibility)
  - Per program



## Department of Health and Human Services

#### https://www.hhs.gov/about/strategic-plan/introduction/index.html

- HHS is responsible for almost a quarter of all Federal outlays and administers more grant dollars than all other Federal agencies combined.
- Twelve operating divisions, including eight agencies in the U.S. Public Health Service and three human services agencies, administer HHS's programs.

#### The US Government

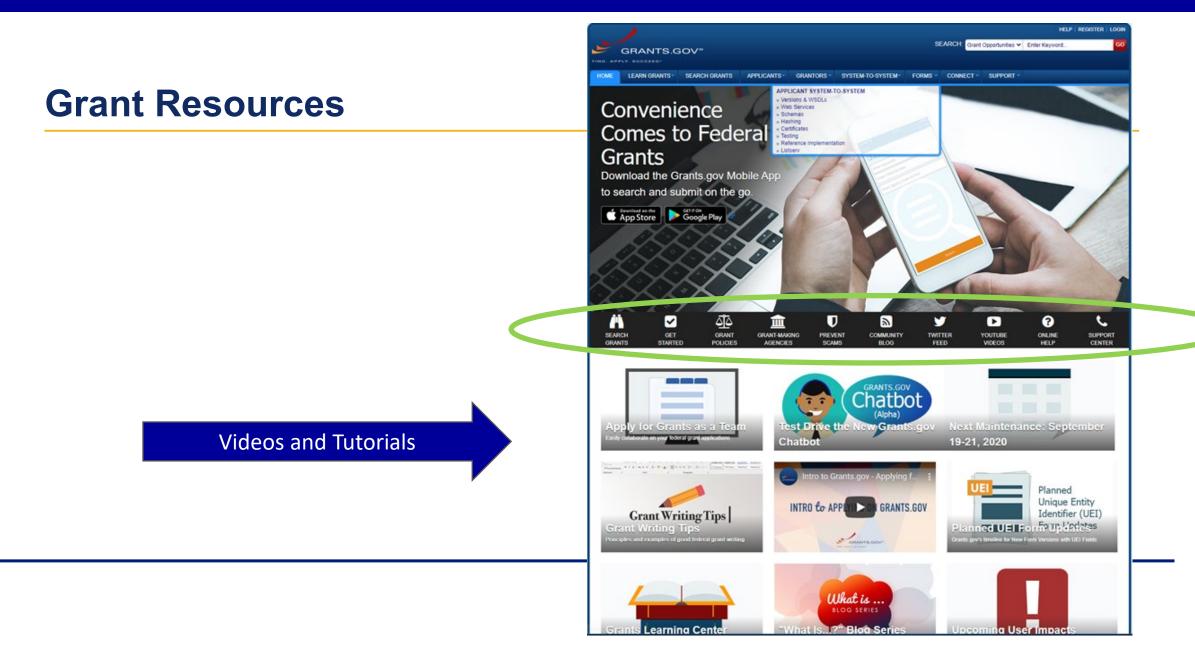
- ~438 different USG agencies
- Vary in mission across all of enterprise, including non-private areas
- 15 Executive Departments



#### **Grant Systems**

- Wide Variety of systems
  - Major systems:
    - ✓ Grants.gov
    - ✓ USAspending.gov
    - ✓ SAM.gov
    - ✓ DisasterAssistance.gov DHS
    - ✓ Tracking accountability in Government Grants System (TAGGS.HHS.gov) HHS.
    - ✓ Research.gov NSF
    - ✓ Commercial and Government Entity (CAGE.gov) Code DoD
    - ✓ Benefits.gov
    - ✓ FedBizOpps.gov
  - Grant Administration
    - ✓ Payment Management System (PMS) HHS
    - ✓ GrantSolutions.gov HHS
    - ✓ iEdison.gov NIH



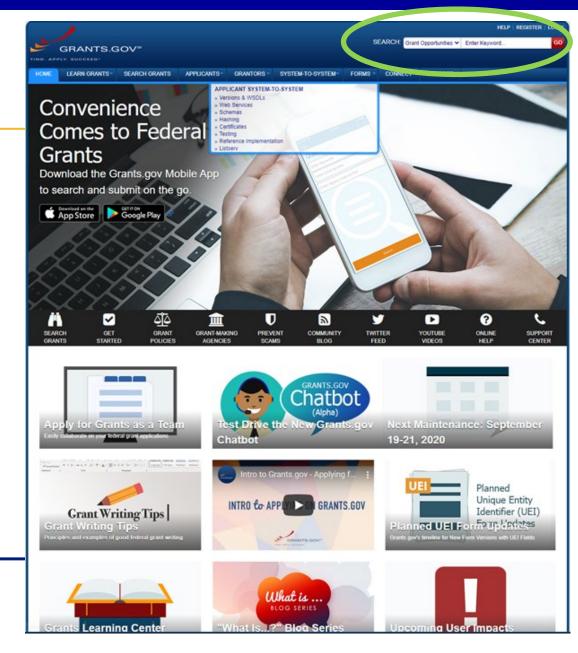




# How to find a Notice of Funding Opportunity (NOFO)?

#### Grants.gov

- Search by
  - CFDA, if you know it
  - Keyword
  - Announcement Number
- Direct Link from Program
   Office website



## **Navigating a Grant posting**

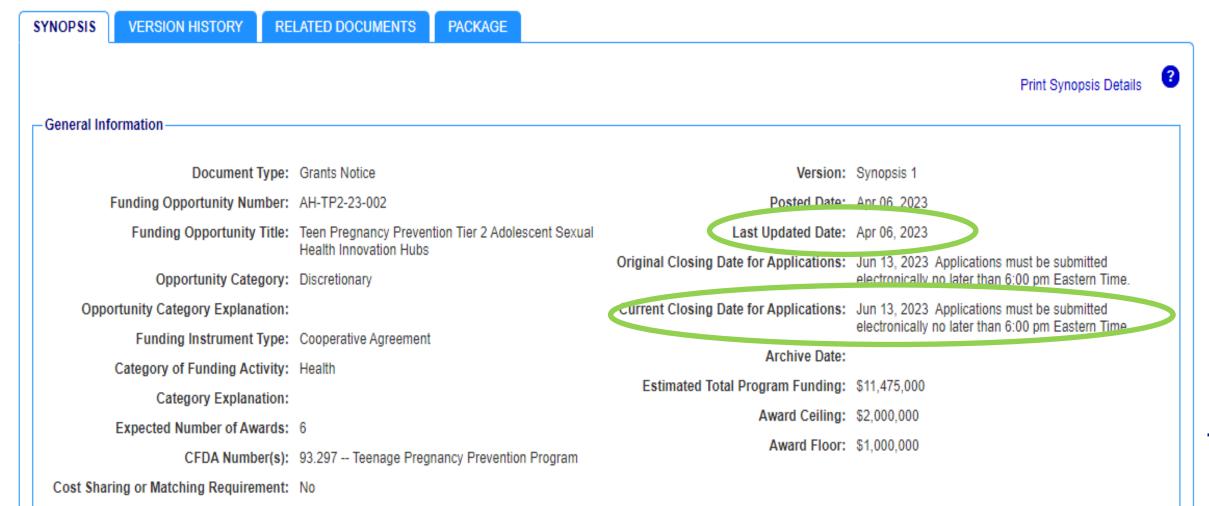
Viewing a Grant Opportunity:

- Once you have searched and returned the list on the previous slide, select an opportunity number.
- Browse the entry.
  - General information
  - Eligibility
  - Add'l Information

FIND. APPLY, SUCCE HOME LEARN ( GRANTS.GOV ) Se	GRANTS - SEARCH GRA			Grant Opportunities V Enter Keyword
Teen Depa Offic	artment of Health ar e of the Assistant Se	ecretary for Health	nnovation Hubs	« Back   Li Apply Subscribe
SYNOPSIS	VERSION H )TORY RI	ELATED DOCUMENTS PACKAGE		Print Synopsis Details
- General Inform	mation			
	Document Type: nding Opportunity Number:			Synopsis 1 Apr 06, 2023 Apr 06, 2023
	Opportunity Category:	Health Innovation Hubs	Original Closing Date for Applications:	Jun 13, 2023 Applications must be submitted electronically no later than 6:00 pm Eastern Time.
Opport	unity Category Explanation:		Current Closing Date for Applications:	Jun 13, 2023 Applications must be submitted
oppon	Funding Instrument Type:		ourient ofosing bate for Approxitoris.	electronically no later than 6:00 pm Eastern Time.
C	ategory of Funding Activity:		Archive Date:	
	Category Explanation:		Estimated Total Program Funding:	\$11,475,000
E	xpected Number of Awards:		Award Ceiling:	\$2,000,000
		93.297 Teenage Pregnancy Prevention Program	Award Floor:	\$1,000,000
Cost Sharing	g or Matching Requirement:	: No		
- Eligibility	No Cit Sp Na Co No Pri Int Str Na Fo Sm	iblic housing authorities/Indian housing authorities inprofits that do not have a 501(c)(3) status with the IRS, y or township governments the American tribal governments (Federally recognized) unity governments inprofits having a 501(c)(3) status with the IRS, other that vate institutions of higher education lependent school districts ate governments three American tribal organizations (other than Federally n r profit organizations other than small businesses blic and State controlled institutions of higher education	n institutions of higher education	
	formation on Eligibility:			
- Additional Inf		the Assistant Secretary for Health		
	disparitie family pla 2 Adoles	rimary focus of the Office of the Assistant Secretary for H es. In support of this vision, OPA promotes health across i anning programs, services, strategic partnerships, evalua cent Sexual Health Innovation Hubs, or 'Innovation Hubs eriod of up to five years (five 12-month budget periods).	the reproductive lifespan through innovative, ation, and research. This notice solicits applic: s". The Office of Population Affairs (OPA) antic	evidence-based sexual and reproductive health and ations for Teen Pregnancy Prevention (TPP) Program Tier sipates making \$11.475 million available each year for
Link to Additi	ional Information: See Rea			
Grantor Co	ntact Information: If you ha	ve difficulty accessing the full announcement electronical	lly, please contact:	
	Elizabeth	h Laferriere		



#### **Navigating a Grant posting**





## Navigating a Grant posting

ligibility —	Eligible Applicants: Public housing authorities/Indian housing authorities
	Nonprofits that do not have a 501(c)(3) status with the IRS, other than institutions of higher education City or township governments
	Special district governments
	Native American tribal governments (Federally recognized)
	County governments
	Nonprofits having a 501(c)(3) status with the IRS, other than institutions of higher education Private institutions of higher education
	Independent school districts
	State governments
	Native American tribal organizations (other than Federally recognized tribal governments)
	For profit organizations other than small businesses Small businesses
	Public and State controlled institutions of higher education



### What's in a Funding Opportunity?

# IND. APPLY. BUCCEED\* HOME LEARN GRANTS\* SEARCH GRANTS APPLICANTS\* GRANTOS\* GRANTS.GOV Search Grants VIEW GRANT OPPORTUNITY FORECAST HHS-2016-ACL-AOD-DNEM-0178 Partnerships in Employment Systems Change Department of Health and Human Services Administration for Community Living

Forecast

#### A Notice of Funding Opportunity: Official announcement

- Announcement of Federal financial assistance through a specific Federal awarding agency.
- Indicates specifics about the opportunity.
- NOFO, program announcement, solicitation, etc.
- A **Forecast** is a projection of an estimated funding opportunity. Estimated Post and Due Dates
  - Estimated Program Funding Amount
  - Estimated Award Date

ORECAST VERSION HISTORY RE	ELATED DOCUMENTS	PACKAGE			
NOTE: This is a Forecasted Opportunity.					Print Forecast Details
-General Information					
Document Type:	Grants Notice			Version:	Forecast 1
Opportunity Number:	HHS-2016-ACL-AOD-DN	EM-0178		Forecasted Date:	Apr 14, 2016
Opportunity Title:	Partnerships in Employm	nent Systems C	hange	Last Updated Date:	Apr 14, 2016
Opportunity Category:	Discretionary			Estimated Post Date:	May 02, 2016
Opportunity Category Explanation:				Estimated Application Due Date:	Jul 05, 2016 Electronically submitted applications must be
Funding Instrument Type:	Grant				submitted no later than 11:59 p.m., ET, on the listed application due date.
Category of Funding Activity:	Income Security and Soci	ial Services		Estimated Award Date:	Aug 31, 2016
Category Explanation:				Estimated Project Start Date:	Sep 01, 2016
Expected Number of Awards:	6			Fiscal Year:	2016
CFDA Number(s):	93.631 – Developmental National Significance	Disabilities Pro	ojects of	Archive Date:	



## What's in a Funding Opportunity?

#### **Synopsis**

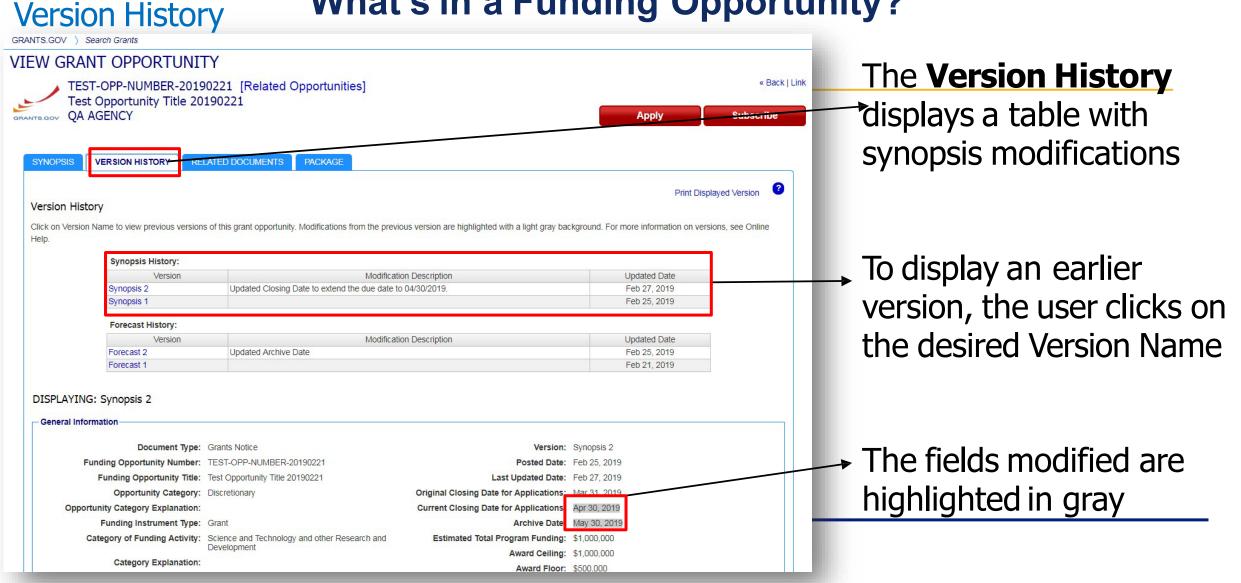
FIND. AP	GRANTS.GOV <sup>SM</sup>	H GRANTS APP	PLICANTS -	GRANTORS -	•Synopsis contains	basic info
GRANTS.		JNITY rovider Quality th and Human	Improven Services	nent Program	funding opportunity,	such as:
The s to the If you inforr <i>Any i</i>	synopsis for this grant opportunity is detail e opportunity synopsis, update informatior u would like to receive notifications of char mation is requested.	n is provided below the synges to the grant opportu	ynopsis. nity click send me	e change notification em	F the updates to this document that have been posted as of 1/4/2016. mails. The only thing you need to provide for this service is your ema I by giving precedence to the printed document.	
	Document Type: Funding Opportunity Number: Funding Opportunity Title: Opportunity Category: Opportunity Category Explanation: Funding Instrument Type:	HRSA-16-019 Small Health Care Prov Discretionary	ider Quality Impro	ovement Program	Last Updated Date: Original Closing Date for Applications: Current Closing Date for Applications:	Feb 29, 2020 Feb 29, 2020 Mar 30, 2020

basic information about the such as:

- Funding Opportunity Number
- Open/Close date
- Program Funding Amount
- Number of Awards



#### What's in a Funding Opportunity?





#### What's in a Funding Opportunity? Full Announcement – Under Related Documents Tab

EW GRANT OPPORTU	JNI I Y				
TEST-OPP-NUMBER- Test Opportunity Tit	20190221 [Rela le 20190221	ted Opport	unities]		« Back   Lii
				Apply Su	bscribe
SYNOPSIS VERSION HISTORY	RELATED DOCUMENT	S PACKAG	Applications (RFA), supplementary		
Notification History:			documentation	nt Related Documents	List 📀
Туре	Date		Modification Description		
Related Documents	02/27/20	19	Updated the Program Announcement.		
	00/05/00				
Related Documents	02/25/20	19	Updated Program Announcement		
Click on the following link(s) to view th	e related information: Descriptio	n	Link	Last Updated Date/Time	
	e related information: Descriptio	n	Link	Last Updated Date/Time Feb 25, 2019 09:40:50 AM EST	
Click on the following link(s) to view th Grants.gov Test Link to Related Docum	e related information: Descriptio ents for TEST-OPP-NUM	n BER-20190221	Link		
Click on the following link(s) to view th Grants.gov Test Link to Related Docum	e related information: Descriptio ents for TEST-OPP-NUM vnload the related docur	n BER-20190221	Link		File Size
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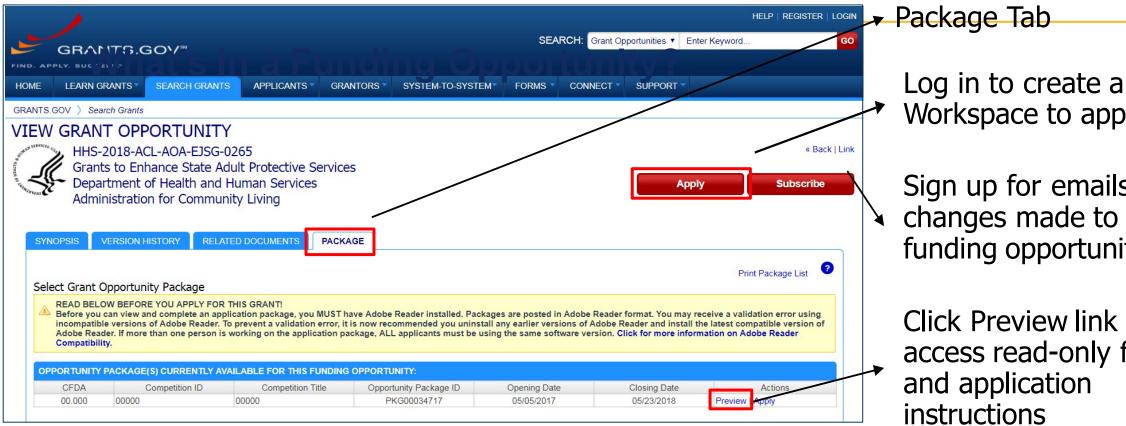


#### How to know when the status or information changes?

GRANTS.GOV <sup>™</sup>		SEA	RCH: Grant Opportunit	ities 🗙 Enter K	Ceyword	GO	
APPLY. SUCCEED."							
IE LEARN GRANTS SEARCH GRAU	NTS APPLICANTS GRANTORS SYSTE	EM-TO-SYSTEM FORMS	CONNECT - SUPPO	ORT 🗸			
NTS.GOV ) Search Grants							
W GRANT OPPORTUNI	TY FORECAST						
OS-PAW-20-001 SARS-CoV-2 (COVID-19) Department of Health an Office of the Assistant Se	Program Activities Id Human Services ecretary for Health			Apply	Subs	ck   Link	
FORECAST VERSION HISTORY R	ELATED DOCUMENTS PACKAGE						
				P	rint Forecast Detai	ils 😮	
NOTE: This is a Forecasted Opportunity.				P	rint Forecast Detai	ils 😮	
NOTE: This is a Forecasted Opportunity.				P	rint Forecast Detai	ils ?	
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- General Information		Versio Forecasted Dat		Pi	rint Forecast Detai	ils 😢	
General Information Document Type: Opportunity Number:			e: Jul 10, 2020	Pi	rint Forecast Detai	ils 😢	
General Information Document Type: Opportunity Number:	OS-PAW-20-001 SARS-CoV-2 (COVID-19) Program Activities	Forecasted Dat	e: Jul 10, 2020 e: Jul 10, 2020	Pi	rint Forecast Detai	iis 2	
General Information Document Type: Opportunity Number: Opportunity Title:	OS-PAW-20-001 SARS-CoV-2 (COVID-19) Program Activities Discretionary	Forecasted Dat Last Updated Dat	e: Jul 10, 2020 e: Jul 10, 2020 e: Jul 10, 2020 e: To be determined ba				
General Information Document Type: Opportunity Number: Opportunity Title: Opportunity Category:	OS-PAW-20-001 SARS-CoV-2 (COVID-19) Program Activities Discretionary	Forecasted Dat Last Updated Dat Estimated Post Dat Estimated Application Due Dat	e: Jul 10, 2020 e: Jul 10, 2020 e: Jul 10, 2020 e: To be determined ba needs.				
General Information Document Type: Opportunity Number: Opportunity Title: Opportunity Category: Opportunity Category Explanation:	OS-PAW-20-001 SARS-CoV-2 (COVID-19) Program Activities Discretionary Cooperative Agreement Disaster Prevention and Relief	Forecasted Dat Last Updated Dat Estimated Post Dat Estimated Application Due Dat Estimated Award Dat	e: Jul 10, 2020 e: Jul 10, 2020 e: Jul 10, 2020 e: To be determined baneeds. e:			ils ?	
General Information Document Type: Opportunity Number: Opportunity Title: Opportunity Category: Opportunity Category Explanation: Funding Instrument Type:	OS-PAW-20-001 SARS-CoV-2 (COVID-19) Program Activities Discretionary Cooperative Agreement Disaster Prevention and Relief Health Science and Technology and other Research and	Forecasted Dat Last Updated Dat Estimated Post Dat Estimated Application Due Dat Estimated Award Dat Estimated Project Start Dat	<ul> <li>e: Jul 10, 2020</li> <li>e: Jul 10, 2020</li> <li>e: Jul 10, 2020</li> <li>e: To be determined baneeds.</li> <li>e:</li> <li>e:</li> </ul>				
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#### **Application Forms and Instructions**



Workspace to apply

Sign up for emails of changes made to this funding opportunity

Click Preview link to access read-only forms and application instructions

Closed packages associated with funding opportunity are listed near bottom of Package tab. "Apply" action will be greved out.



2

#### Where to start?

GRANTS.GOV <sup>™</sup>	Stant Opportunities - Enter Reyword
FIND. APPLY. SUCCEED."	
HOME LEARN GRAMTS SEARCH GRANTS APPICANTS GRANTORS SYSTEM-TO-SYSTEM FORMS CO	NECT V SUPPORT V
GRANTS.GOV > Search Grants	

#### SEARCH GRANTS

#### BASIC SEARCH CRITERIA:

Keyword(s): mental health and fitness			Search Tips	Export Detaile	d Data   Save	e Search »
Opportunity Number:	SORT BY: Relevance (Descending)	✓ Update Sort DATE RANGE	All Available		Vpdate	Date Range
CFDA:	1 - 15 OF 15 MATCHING RESULTS	:				
OPPORTUNITY STATUS:	Opportunity Number	Opportunity Title	Agency	Opportunity Status	Posted Date	Close Date
Forecasted (0)	SCAKAB-21-CA-001-SCA-03292021	Increase Girls' Access to Athletics	DOS-AFG	Posted	03/29/2021	06/08/2021
Posted (15)     Closed (25)	USDA-NIFA-AFRI-007692	Agriculture and Food Research Initiative - Foundational and Applied Science	USDA-NIFA	Posted	07/17/2020	12/15/2021
Archived (409)	FA8650-20-S-6008	Airman Readiness Medical Research (ARMR) Hybrid BAA	DOD-AFRL	Posted	05/26/2020	05/01/2025
FUNDING INSTRUMENT TYPE:     All Funding Instruments	W81XWH18SBAA1	DoD USAMRDC FY18-FY22 Broad Agency Announcement for Extramural Medical Research	DOD-AMRAA	Posted	10/01/2017	09/30/2022
Cooperative Agreement (11)	W81XWH-21-PRMRP-IIRA	CDMRP PRMRP Investigator Initiated Research Award	DOD-AMRAA	Posted	03/15/2021	09/02/2021
Grant (10)	W81XWH-21-PRMRP-TTDA	CDMRP PRMRP Technology/Therapeutic Development Award	DOD-AMRAA	Posted	03/15/2021	09/02/2021
Other (5)	W81XWH-21-PRMRP-FPA	CDMRP PRMRP Focused Program Award	DOD-AMRAA	Posted	03/15/2021	08/26/2021
Procurement Contract (6)	W81XWH-18-S-SOC1	BROAD AGENCY ANNOUNCEMENT (BAA) for Extramural Biomedical Research and Development	DOD-AMRAA	Posted	08/01/2018	07/31/2023
▼ ELIGIBILITY:	M04XWIL 24 DDMDD CTA	ODMDD DDMDD Clipical Trial Award		Dected	02/45/2024	00/26/2024



#### Where to start?

					HELP   REC	GISTER   LOGIN
GRANTS.GOV		SEARCH: Gran	t Opportunitie	s 🗸 Enter Ke	eyword	GO
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SEARCH GRANTS						?
BASIC SEARCH COLLERIA:	AGENCY: [X] All Department	nt of Health and Human Services			_	
Keyword(s) food security (S) Opportunit, Number:			Search Tips	Export Detail	ed Data   Sav	e Search »
CFDA:	SORT BY: Relevance (Descending	ng) Vpdate Sort DATE RANGE:	All Available		✓ Update	Date Range
SEARCH	1 - 25 OF 157 MATCHING RES	SULTS:		« Previ	ous 1 2 3 4	567 Next»
OPPORTUNITY STATUS:	Opportunity Number	Opportunity Title	Agency	Opportunity Status	Posted Date	Close Date
Posted (132)	FOR-FD-20-021	Advance conformance with the Voluntary National Retail Food Regulatory Program Standards (VNRFRPS)	HHS-FDA	Forecasted	08/17/2020	
Closed (31)     Archived (2,731)	RFA-FD-21-030	Strategies that Support Global Food Safety (U01) Clinical Trial Not Allowed	HHS-FDA	Posted	03/25/2021	05/24/2021
	FOR-FD-20-020	Manufactured Food Regulatory Program Alliance	HHS-FDA	Forecasted	08/17/2020	
FUNDING INSTRUMENT TYPE:     All Funding Instruments     Cooperative Agreement (117)	RFA-FD-18-001	Flexible Funding Model - Infrastructure Development and Maintenance for State Manufactured Food Regulatory Programs (U18)	HHS-FDA	Posted	12/05/2017	12/01/2021
Grant (41)	FOR-FD-20-006	NARMS Cooperative Agreement Program to Strengthen Antibiotic Resistance Surveillance in Retail Food Specimens	HHS-FDA	Forecasted	05/02/2020	
		(U01) Clinical Trials Not Allowed				



#### Agencies to consider

- US Department of Health and Human Servicers
  - Administration for Children and Families (ACF)
  - Administration for Community Living (ACL)
  - Office of the Assistant Secretary for Health (OASH)
  - Health Resources and Services Administration (HRSA)
  - Substance Abuse & Mental Health Services Administration (SAMHSA)
- US Department of Agriculture Food and Nutrition Service (FNS)
- US Department of Labor
- Department of Education
- Department of Housing and Urban Development
- Environmental Protection Agency

✓ ELIGIBILITY:	
All Eligibilities	-
City or township governments (1,220)	
County governments (1,259)	
For profit organizations other than small businesses (1,070)	
	•
▼ CATEGORY:	
CATEGORY:     All Categories	*
	<b>^</b>
All Categories	<b>^</b>
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▼ AGENCY:	
All Agencies	٠
All Agency for International Development [USAID] (268)	
All AmeriCorps [AC] (2)	
All Consumer Product Safety Commission	
[CPSC] (1)	
E	
All Department of Commerce [DOC] (34)	
⊞ □ All Department of Defense [DOD] (181)	
All Department of Education [ED] (23)	
🗉 🗌 All Department of Energy [DOE] (45)	-



#### Grants

- Potential opportunities (not at all inclusive)
  - Federal Health Equity
    - ✓ Health Disparities
    - ✓ Health Care Delivery
    - ✓ Environmental Justice
    - ✓ Promoting Resilience and Mental Health
    - ✓ Harm reduction substance use disorder
    - ✓ Community Participation
    - ✓ Small Business Innovation
    - ✓ Business Expansion
    - ✓ Artificial Intelligence

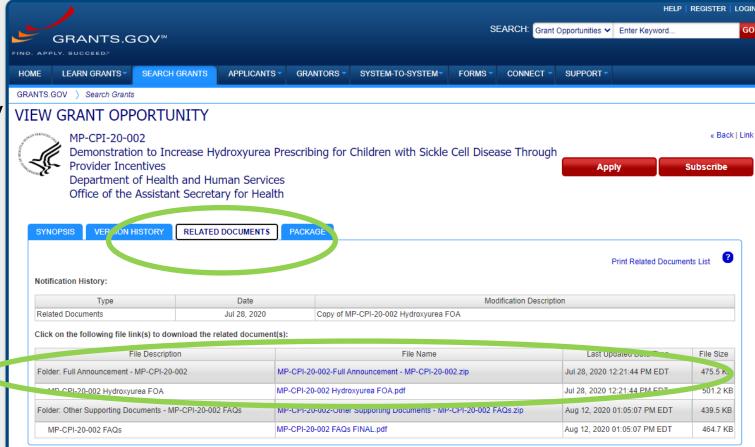
#### Search terms

- Access/access to care/health care access
- Rural/rural health care/rural providers
- Health professional shortage areas
- Cultural competency/humility
- Primary care/mental health care/behavioral health/emergency services/preventive care
- Community health/rural health clinics
- Telemedicine/telehealth
- Business innovation and translation
- Entrepreneurship



#### How to start the application process?

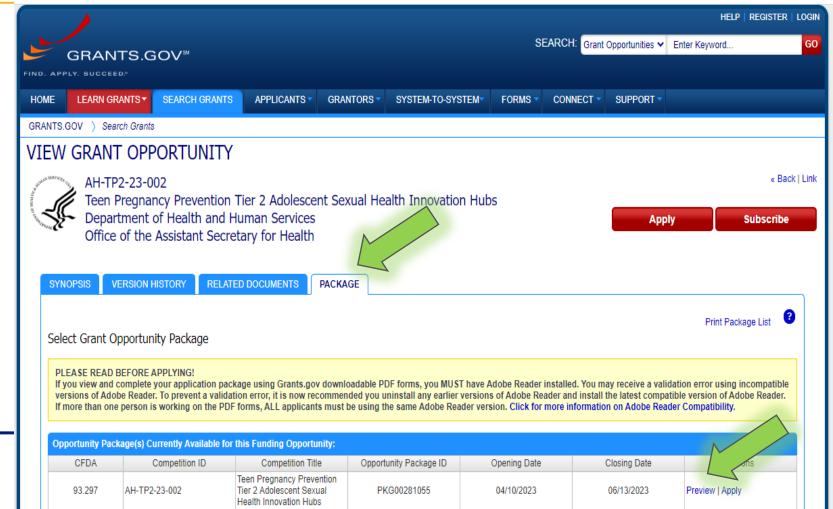
- Once the opportunity is active (Red Apply Button is visible) the Full Announcement or Notice of Funding Opportunity (NOFO) is available under related documents.
- Read it start to finish.
- OASH conducts technical assistance webinars typically within 2-3 weeks of posting.





Packages generally contain:

- Standard Forms
- Assurances
- Project Narrative Preparation Information
- Budget Preparation Details





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When you press Preview:

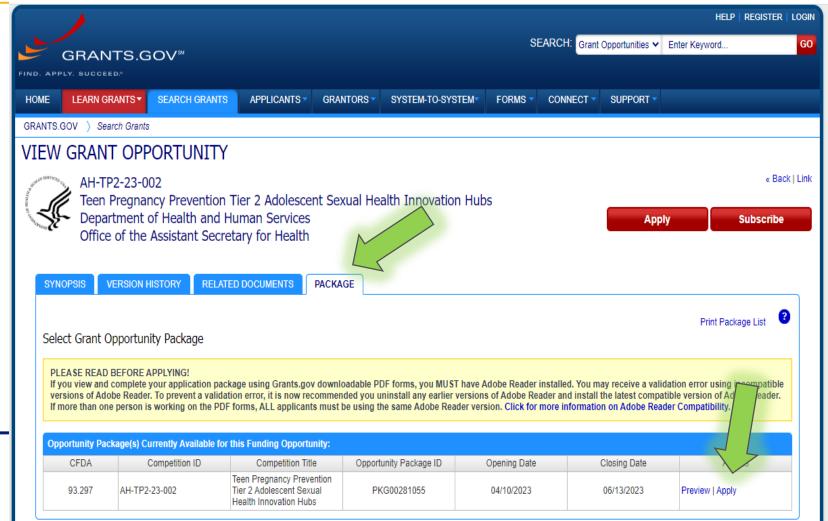


Preview Opportunity Package Details		
- Opportunity Package Details:		
Agency Contact Information: Elizabeth Laferriere		
Who Can Apply: Organization Applicants		
PACKAGE FORMS:	Down	load Instructior
Mandatory Forms (Click to Preview)	Optional Forms (Click to Preview)	
Application for Federal Assistance (SF-424) [V4.0]	 , , , , , , , , , , , , , , , , , , ,	
Budget Information for Non-Construction Programs (SF-424A) [V1.0] Budget Narrative Attachment Form [V1.2]		
<ul> <li>Disclosure of Lobbying Activities (SF-LLL) [V2.0]</li> <li>Project Abstract Summary [V2.0]</li> </ul>		
Project Narrative Attachment Form [V1.2]		
» Attachments [V1.2]		

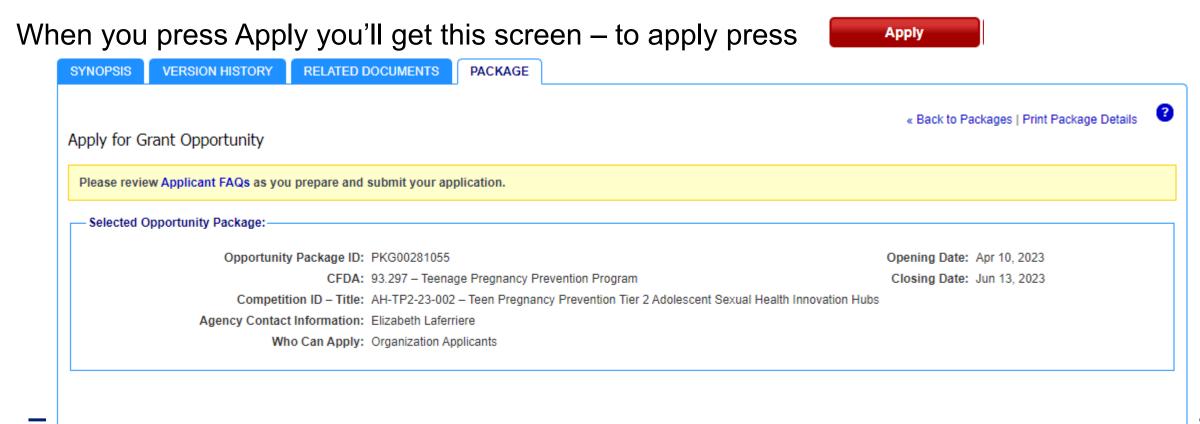


Packages generally contain:

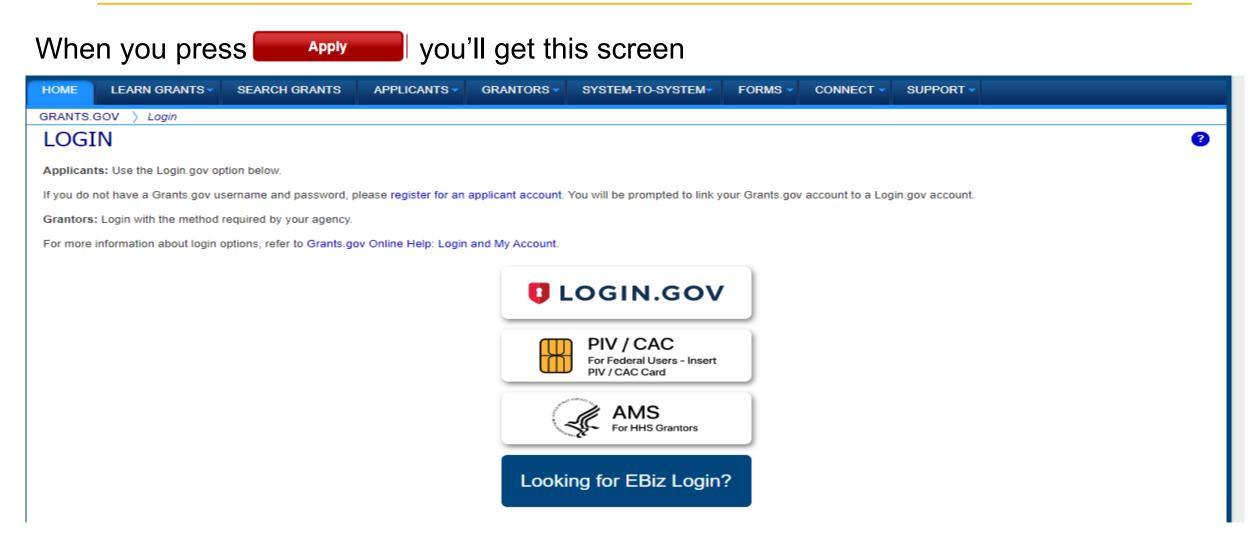
- Standard Forms
- Assurances
- Project Narrative Preparation Information
- Budget Preparation Details







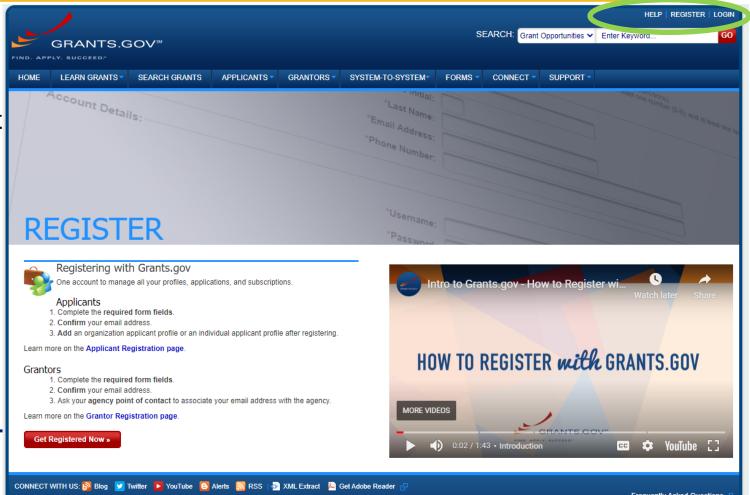






#### How to Register with Grants.gov?

- Register with Grants.gov
- Applicants:
  - Complete form fields
- Organizational or Individual account
- Grantors/Funders often conduct technical assistance webinars typically within a few weeks after posting.
  - Will depend on funder
  - By registering you more easily subscribe to updates, etc.



CONNECT WITH US: No Blog V Twitter Not YouTube Alerts N RSS 2 XML Extract G Get Adobe Reader HEALTH & HUMAN SERVICES: HHS.gov | EEOC / No Fear Act | Accessibility | Privacy | Disclaimers | Site Map COMMUNITY: USA.gov | WhiteHouse.gov | USAspending.gov | SBA.gov | SAM.gov | Report Fraud

Frequently Asked Questions CHAT NOW (BETA)





#### Check Your Eligibility

Are you or your organization eligible for a grant? Learn how to check

your eligibility here.

Check Your Applicant Eligibility »

#### Get Registered

To apply, you need to register an account with Grants.gov. Begin registering today.

Applicant Registration »

Apply for Grants Ready to apply? Create a workspace to apply for a grant. Apply for a Grant Opportunity Today » Workspace Overview »

Track Your Application Enter your Grants.gov tracking number to follow the progress of up to five applications at a time.

Track Your Application »



#### Adobe Compatibility

Ensure your Adobe Reader or Acrobat software is compatible with Grants.gov.

#### Adobe Compatibility Tip Sheet »

**Applicant Training** Access training materials, tips and other resources that will help you

successfully navigate Grants.gov.

Applicant Training » Grants.gov Online User Guide »

Applicant FAQs If you have questions, you are not alone. Here are the answers to frequently asked questions.

#### Applicant FAQs »



Subscribe to funding opportunities, saved searches, RSS feeds, and communications.

Sign Up Now »

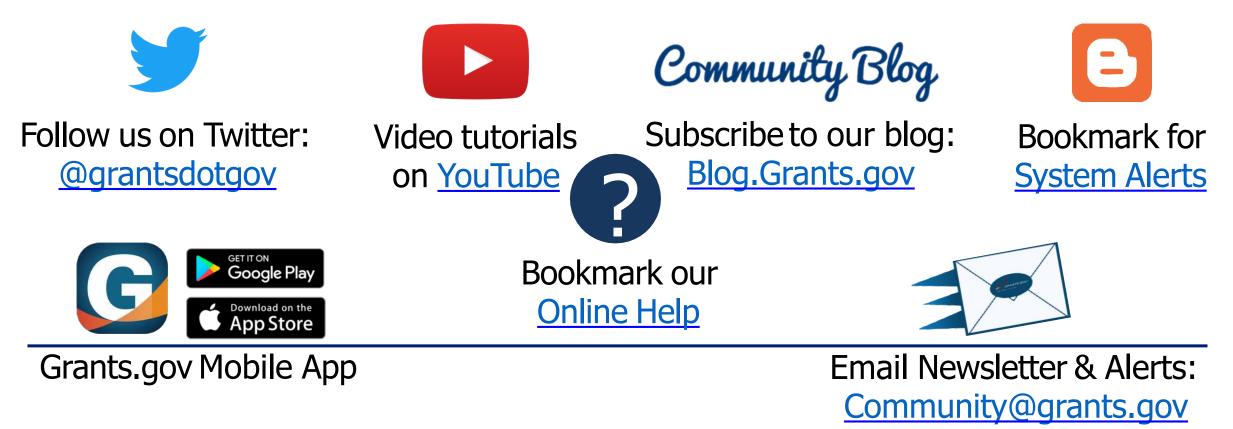
CONNECT WITH US: 🚫 Blog 🔽 Twitter 🏴 YouTube 🔁 Alerts 📉 RSS | Ð XML Extr<u>act 📙 Get Adobe Reader</u> 🖓 HEALTH & HUMAN SERVICES: HHS.gov EEOC / No Fear Act Accessibility Privacy Disclaimers Site Map COMMUNITY: USA.gov | WhiteHouse.gov | USAspending.gov | SBA.gov | SAM.gov | Report Fraud

Frequently Asked Questions CHAT NOW (BETA)



### **Connect with Grants.gov**

Applicant Support Center available 24/7 (closed on Federal holidays) <u>support@grants.gov</u> | 1-800-518-4726 (toll-free) | 1-606-545-5035 (international)





An official website of the United States government Here's how you know ~

 $\sim$ 

### SAM, GOV\* How to find grant opportunities? Data Bank Data Services Help Home Search e.g. 1606N020Q02, aspha Q Search All HHS grant programs are associated with an Select Domain $\langle \! \rangle$ **Assistance Listings** Select Criteria Assistance Listing on oose your filters and run your report to begin. All Domains Sam.gov **Contract Opportunities** Assistance Listings **Entity Information** Federal Hierarchy Sam.gov also has Wage Determinations contracting opportunities Filter By posted. Keywords

Dates



### Sam.gov

- Must Register at SAM.gov
- Parties looking to do business with the federal government must register as "entities" in SAM.

### Entities

SAM.gov remains the authoritative source for entity information at this time. However, we encourage you to test searching for entity registrations and exclusions here and to provide feedback.

### Entity Registration (SAM)

To register your entity or update your registration, please continue to use SAM.gov.

Learn About Entities



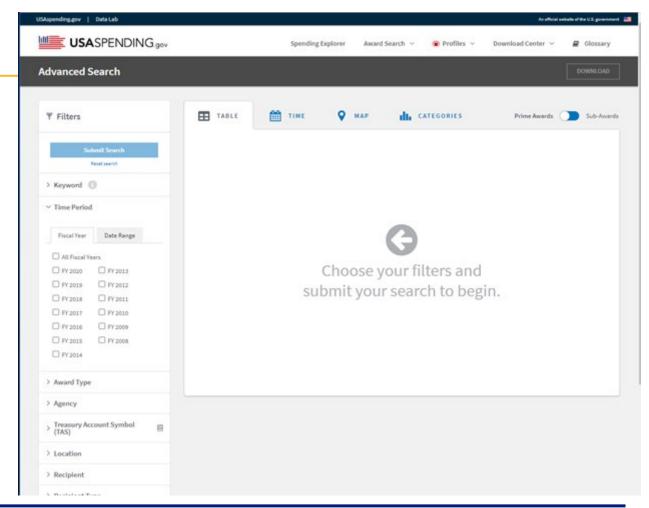


# How to find other examples of funded projects?

### USASpending.gov

- Search by Assistance Listing Number (also called CFDA number)
- Search by FY

Program office websites





### **Grant Resources**

Grants.gov <a href="https://www.grants.gov/web/grants">https://www.grants.gov/web/grants</a>

Sam.gov <u>https://sam.gov/</u>

**HHS Grants information** 

https://www.hhs.gov/grants/grants/index.html



### **Grant Resources**

### Small Business Administration - https://www.sba.gov/

- Created in 1953, the U.S. Small Business Administration (SBA) continues to help small business owners and entrepreneurs pursue the American dream.
- The SBA is the only cabinet-level federal agency fully dedicated to small business and provides counseling, capital, and contracting expertise as the nation's only go-to resource and voice for small businesses.



### **Small Business Resources**

- SBA: americassbdc.org
  - America's Small Business Development Centers

New York State Small Business Development Center ~ SUNY at Albany1101 Channelside 6 Executive Park Drive Entrance B Albany, NY 12203 Phone: (518) 453-9567

New York State Smal Business Development Center – Lead Office 353 Broadway Albany, NY 12246 Phone: (518) 443-5398



### **America's Small Business Development Centers (SBDCs)**



Home Find Your SBDC Resources - Events - News About Us - Members



### About Us

Learn about SBDCs, how they can help and who our members are.

Read more -



### Get Started

Find your local small business development center by state or zip code to get started on the road to success today.

Read more →



### National Impact

Search by state or region to learn about how SBDCs are helping their clients start, grow, and thrive.

Read more -



### New!

### America's SBDC Annual Conference

Attend or support the 44th Annual Conference in Nashville, TN, this September.

#### Read more -



### **Client Success**

Search by state or region to learn about how SBDCs are helping their clients start, grow, and thrive.

Read more -



### On Our Blog

### **Recent Posts**

- <u>Growing the Business and Training the Clients at</u>
   <u>the Same Time</u>
- <u>5 Small Business Management Tips for the Busy</u> <u>Summer Season</u>

Read more -



# Helpful Grant Resources

# Tips for applying and other expectations



## What might affects chances of success?

- Read the NOFO instructions carefully and follow them.
  - Page limits, margins
  - File types
  - Electronic submission
  - Federal regulation requirements
- Deadlines are enforced strictly.
- Start early. Submit early. Do not wait until the last minute.
  - Application
  - Sam.gov registration you must have an active registration at time of submission
  - Partnership documentation (MOUs)

## **Read the NOFO instructions carefully and follow them**

Have realistic expectations.



- It is a competitive process
- If at first you don't succeed, try again
- Find a mentor or partner
- Some awardees may be looking for partners or subrecipients
- Plan accordingly
- Be a reviewer



P – Performance
A – Accountability
V – Value
E – Empathy

How will you convey these or similar elements and principles within your application?



- How special and unique are you?
  - Is it clear?
- What is your story
  - Your narrative
- Objectivity vs Subjectivity
- What value are you providing: <u>Value= Proposal \* Environment \* Strategy</u>
  - Value =
    - ✓ Proposal (what is your intervention)
    - ✓ Environment (where, who, when are being impacted)
    - ✓ Strategy (your technical assets, ability, & demonstrated capability /capacity)
  - Your proposal must mean something to you as the organization, reflect your mission and values – don't just apply to get funding



- Who is going to read your application
  - Generally speaking
    - ✓ subject matter experts
    - $\checkmark$  experienced readers
    - ✓ trained to read per the announcement
    - ✓ varied energy level
    - $\checkmark$  desire to fund a program that will make a difference
    - $\checkmark$  you and me



- Budgets
  - Real costs
    - $\checkmark$  What are the actual costs to carry out your program.
    - ✓ Award funds + matching + in-kind
  - Future costs
    - $\checkmark\,$  If funded, can you afford to execute the program at the funded amount
    - ✓ Have you factored in any "unexpected" variance?
    - $\checkmark\,$  Out year escalation costs
  - Budgeting
    - ✓ Salaries pay and benefits
    - ✓ Indirect costs negotiated or de minimis



- New, old, continuing announcement?
  - TAGGS.HHS.gov
  - USAspending.gov

- Use these sites to identify past and current grantees to assist with:
  - Potential collaboration, partnership, mentorship, etc.
  - Provide insight into successfully funded projects, organizations, applications, etc.



## How is the proposal evaluated?

- HHS NOFO's will give the specifics for each competition
- Must meet eligibility requirements to move into the review
- Review Criteria and Weighting are provided in the NOFO
- Merit Review in OASH is conducted by the Objective Review Committee (ORC)
  - Generally non federal staff working through a contractor
  - Federal staff only provide technical review and business/risk review of applications scoring well enough for funding.
- Office Director decision criteria

For example geographic distribution, coverage of focus areas



## **Becoming a Grant Reviewer**

- US Department of Health and Human Services:
  - Office of the Assistant Secretary for Health (OASH)
    - ✓ <a href="https://www.grantsolutions.gov/rrm/AgencyPortal/oash.aspx">https://www.grantsolutions.gov/rrm/AgencyPortal/oash.aspx</a>
  - Health Resources and Services Administration (HRSA)
    - https://www.hrsa.gov/grants/reviewers
    - https://www.grantsolutions.gov/rrm/AgencyPortal/hrsa.aspx
  - Substance Use and Mental Health Services Administration (SAMHSA)
    - ✓ <a>https://www.samhsa.gov/grants/review/grant-review-opportunities</a>
    - ✓ <u>https://www.samhsa.gov/sites/default/files/grants-reviewer-contact-information-form.pdf</u>
- US Department of Agriculture:
  - ✓ <u>https://www.ams.usda.gov/services/grants/peer-review</u>
  - ✓ <u>https://www.grantsolutions.gov/rrm/agencyportal/ams.aspx</u>
- US Department of Labor
  - ✓ <u>https://www.dol.gov/agencies/eta/grants/panelist</u>
  - ✓ <u>https://hip-dolpanels.com/</u>

Note: each portal looks a little different and may require separate registrations for each program office of Federal Agency.

For other agencies, recommending searching: "agency" grant reviewers



### Who makes the award decision?

The Program Office Director makes a recommendation to the Grants Management Officer for funding.

The Grants Management Officer reviews risk and administrative factors prior to issuing any award.

The Grants Management Officer is the signatory for the government.





### How are awardees notified?

- Awardees will receive a notice of award (NOA) signed by the Grants Management Officer.
- The NOA includes:
  - Project period (anticipated)
  - Budget period (~12 months)
  - Federal Project Officer
  - Grants Management Specialist
  - Standard Terms and Conditions
  - Special Terms and Requirements
  - Reporting schedules (financial and project)

Awardee may be required to address any reviewer comments within the first 30 days of the project period.

Awardee may be required to submit a revised budget.



### How applicants not getting awards are notified?

- The OASH Program Offices will contact applicants not receiving awards and provide the reviewer comments.
- Not all proposals can be funded. This is a competitive process with finite resources available.
- If additional funds become available, "approved, unfunded" proposals could be awarded in some form.
  - Note: this process may vary by Agency, program, and/or funding office.



### What are an Awardee's Responsibilities?

- Reading and understanding the Notice of Award
- Standard Terms and Conditions
  - Timely reporting project performance and financial
  - Allowable, allocable, reasonable and necessary costs (45 C.F.R. Part 75)
  - Getting prior approvals when required (Change in Scope, Change in PI/PD, etc.)
- Special Terms and Requirements
  - Cooperative agreement substantial involvement terms
  - Submission of IRB approvals to program office
  - Risk designation
- Communicating with program and grants management
- Monitoring subawardees



### **Department of Health and Human Services**

### **Operational Divisions Within HHS**

Administration for Children and Families (	(ACF)
--	-------

- □ Administration for Community Living (ACL)
- Administration for Strategic Preparedness and Response (ASPR)
- □ Agency for Healthcare Research and Quality (AHRQ)
- Agency for Toxic Substances and Disease Registry (ATSDR)
- □ Centers for Disease Control (CDC)
- □ National Institutes of Health (NIH)
- □ Centers for Medicare and Medicaid Services (CMS)
- □ Food and Drug Administration (FDA)
- Health Resources and Services Administration (HRSA)
  Office of the National Coordinator for Health Information
- □ Indian Health Service (IHS)
- Substance Abuse and Mental Health Services Administration (SAMHSA)

### Staff Divisions Within HHS

- □ Office of the Assistant Secretary for Health (OASH)
  - Office of Population Affairs (OPA)
  - Office of Adolescent Health (OAH)
  - Office of Minority Health (OMH)
  - Office on Women's Health (OWH)
  - Office of Research Integrity (ORI)
  - > Office of Disease Prevention and Health Promotion (ODPHP)
  - Office for Infections Disease and HIV-AIDS Policy (OIDP)
  - Office of Human Research Protections (OHRP)
  - Office of the Surgeon General (OSG)
  - Office of Regional Health Operations (ORHO)
- Technology (ONC)
- □ Office of Inspector General (OIG)
- Office of Global Affairs (OGA)



## What does the Assistance Listing provide? Sam.gov $\rightarrow$ <u>SAM.gov | Assistance Listings</u>

- Overview
  - · Objectives if the program
  - Examples of Funded Projects
- Authorizations law, regulations
- Financial Information amounts
  - Last FY
  - Current FY Estimate
  - Next FY Estimate
- Criteria for Applying
- Compliance Requirements
- Contact Information

	ASSISTANCE LISTINGS
Assistance Listing Overview	Community Programs to Improve Minority Health Grant
Authorizations	Program
Financial Information	Assistance Listing
Criteria for Applying	Popular Name Minority Health Community Programs
Applying for Assistance	Sub-tier OFFICE OF ASSISTANT SECRETARY FOR HEALTH
Compliance Requirements	CFDA Number 93.137
Contact Information	Related Federal Assistance Not Applicable.
History What you think tters!	View available opportunities on Grants.gov related to this Assistance Listing @

•

## Many Thanks

David M. Johnson, MPH Deputy Assistant Secretary for Health Office of the Assistant Secretary for Health Office of Regional Health Operations

David.Johnson@hhs.gov

