



MICHIGAN ASSOCIATION OF COUNTIES

GRANT SERVICES PROGRAM





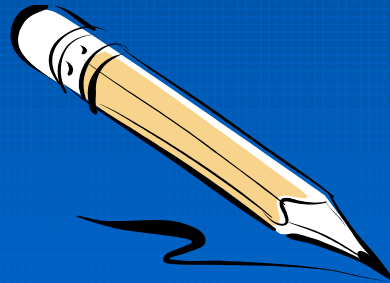
GRANT SERVICES PROGRAM

- HOW WE GOT STARTED
- WHO WE ARE
- WHAT SERVICES WE PROVIDE
- EXAMPLES OF “COOL STUFF”



MEETING THE NEEDS OF OUR COUNTIES

- Early in 2004 we sent out a survey to all of our small and rural counties.
- We asked them to identify and prioritize needs.
- Response - Assistance in identifying, applying for and managing grants





OBVIOUS CHALLENGES

- Counties are increasingly asked to provide the services demanded by their constituents with fewer and fewer resources.
- There are few resources to successfully compete for state and federal grants.



MEETING THE NEEDS OF OUR COUNTIES

- MAC created the Grant Services Program within the MAC Service Corporation
 - Services are driven by the needs of our counties
 - Focus has been primarily in support of economic development efforts
 - *Emphasis on grants related to redevelopment of challenged properties



KEY ELEMENTS

- Efforts must be offered to counties at no cost to their general fund.
- Revenues for management services must be covered by the grant.
- Provide additional resources through partnerships with private sector consultants.



ASSEMBLING A TEAM

■ **MAC “PREFERRED CONSULTANT” PROGRAM**

- Demonstrated success in writing grant applications
- Experience working for the public sector
- Geographic distribution
- Annual contract with MAC
 - * Free grant writing services for our member counties
 - * Compete in an open bid process should the grant be awarded
 - * Pay MAC \$500 per year for the privilege of writing grants at no cost for our counties.



BASIC SERVICES

- Strategic Planning – anticipating future grant opportunities
- Research – who has money and what are their funding goals
- Grant Writing Services – preparation of grant applications
- Grant Implementation Services – providing technical assistance to counties in grant management and implementation



BEYOND THE BASICS

- Training and Education – ensuring optimal readiness
 - Seminars
 - Policies and Procedures
 - Public Outreach Assistance





BEYOND THE BASICS

■ Stand Out From the Crowd

- Assisting counties in making their grant applications “**local**”
- Changing the application from “adequate” to “**compelling**”





KEEPING IT LOCAL

■ Two Key Elements

- Understand the grant criteria and knowing how to apply the concepts to local needs
- Spend the time needed to develop a compelling story



HOW WE CAN ASSIST YOU

■ **Managing Grants**

- Federal Forms
- Periodic Reporting
- Annual Reporting
- Procurement Requirement Guidance
- Tracking Budgets
- Grant Closeout





HOW WE CAN ASSIST YOU

■ Hiring Consultants

- Requests for qualifications
- Requests for bids or proposals
- Bid reviews
- Contracting
- Invoice reviews





ADDITIONAL SERVICES

■ **Workshops and Training**

- MAC conferences
 - * Expert Panels
- County specific
 - * How to create land bank or brownfield authorities
- Topic specific
 - * Brownfield tax increment financing
 - * Sample documents





FUNDING SUCCESSES

■ Federal grant funding received by our program participants – **OVER \$6,000,000!**

- Arenac County
- Branch County
- Delta County
- Gratiot County (Village of Breckenridge – FEMA grant)
- Keweenaw County
- Lake County
- Leelanau County
- Mecosta County
- Osceola County
- Schoolcraft County
- Tuscola County



COOL STUFF

GrantTracker

Web Mapping



GrantTracker

■ County Challenge

- Brownfield Assessment Grant Budget
 - * Grantees typically track four budget category totals
 - * Required to track as many as 42 budget items



GrantTracker

<i>Budget Categories</i>	<i>Task 1: Community Outreach</i>	<i>Task 2: Environmental Site Assessments</i>	<i>Task 3: Cleanup Planning</i>	<i>Task: 4 Programmatic Expenses</i>	<i>TOTAL</i>
<i>Personnel</i>	\$3,750	\$2,000	\$0	\$2,500	\$8,250
<i>Travel</i>	\$250	\$0	\$0	\$1,000	\$1,250
<i>Supplies</i>	\$250	\$500	\$0	\$0	\$750
<i>Contractual</i>	\$0	\$177,300	\$10,000	\$2,450	\$189,750
<i>Total</i>	\$4,250	\$179,800	\$10,000	\$5,950	\$200,000



Example



BROWNFIELD SITE MAP

■ County Challenge

- Grant mapping and public education requirement
 - * Geographic Information System (GIS) often unavailable
 - * Static maps: not interactive
 - * Web GIS expense: purchase, train, host



BROWNFIELD SITE MAP

■ Solution

- Google Maps
 - * Embedded in web pages
 - * Interactive
 - * Intuitive
 - * Free!
- www.micounties.org/maps/delta/delta.html



CONTACT INFORMATION

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