Exploring the Security Grant Funding Landscape for Rural and Tribal Communities

Webinar Transcript • March 6, 2025

Presented by Meghan Jacobsen, Michael Paddock, and Shannon Day • Grants Office, LLC

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Welcome and Introductions

Michael Paddock:

Hello, everyone, and thanks for joining us for exploring the security grant funding landscape for rural and tribal communities. I'm Michael Paddock, Chief Executive Officer of Grants Office, and I come from a rural community, so I'm especially glad you joined us today.

Before we get started, I want to very much thank Genetec for sponsoring today's session and making it possible for us to bring you this information. I also have a couple of housekeeping items. You should be able to listen hands-free over your computer speakers or headphones. If you do become disconnected, you can go to the audio and video menu at the top of your screen to adjust your audio source. If you don't see that menu, there's a show menu bar option at the top that will help you find it.

You can ask questions at any time using the Q&A interface at the bottom right of your screen. If you don't see it, look for the three dots in the bottom right corner. The session is being recorded, and the replay, along with a white paper on grant funding for rural, small, and tribal safety and security initiatives, will all be available on the resources page. Kate has added that link to the chat, so you should see it there as well. That link will be converted to a full resource page at the conclusion of the event.

Today's Speakers and Agenda

We're going to talk about a few different things today and try to take a holistic perspective on rural and tribal funding, including some of the changes we're seeing and how to navigate the current landscape. We did a conversational session yesterday on that topic specifically, and if you missed it, you can find it on our website.

Our agenda today: an overview of grant funding, how to tell if a grant is technology friendly, key components of federal grants, grant readiness tips and tricks, the Genetec Grants Support Team and the services they offer at no cost or obligation, and how to engage with the Genetec Grants Support Program. With the time remaining, we'll get into questions.

I'm joined by a great group of panelists. Shannon Day is a Senior Grants Development Consultant here at Grants Office. Meghan Jacobsen is a Grants Development Associate here at Grants Office. And we have

Jeanne Smith, Program Manager for Grants and Contracts at Genetec. It's a knowledgeable and experienced group with a lot of great things to tell us. With that, I'll turn it over to Shannon to get us started.

An Overview of Grant Funding

The Current Federal Funding Landscape

Shannon Day:

Thank you, Michael. Hello, everyone — thank you for spending some time with us today. Before I give an overview of grant funding sources, I want to briefly address the current situation regarding federal grant funding.

Michael and Chris are doing a series of webcasts on this topic, and the QR code in the corner of the slide will take you to that page directly. I highly recommend them if you haven't watched. I do want to assure everyone that we are keeping an eye on things. At this time, most federal grants are on pause while department heads and funding officers review the Notices of Funding Opportunity, or NOFOs — also referred to as application guidance. Agencies are reviewing those NOFOs to ensure that program priorities align with the current administration's priorities. This is not uncommon; it happens in some fashion with every new administration.

We at Grants Office continue to monitor the status of federal grants very closely. Scan that QR code for our resources page, and know that we're keeping tabs on specific programs. The importance of federal grants here is that they remain the largest source of grant funding for law enforcement and public safety agencies.

The Three Categories of Grant Funding

When we talk about grants, we're really talking about money offered to eligible recipients in exchange for carrying out a project of interest to the funder. There are three main categories: federal funders, state funders, and foundation funders.

The largest by far is the federal government — over $700 billion a year available from 26 federal grant-making agencies through competitive, pass-through, entitlement, or cooperative agreement opportunities. Federal grants tend to be much more competitive because they draw from a nationwide pool of applicants, but award sizes are generally larger and they come with a more complex application and administration process.

State agencies offer a less competitive alternative because the applicant pool is limited to one state. However, funds tend to be smaller, coming either from the state budget or through pass-through funding. How plentiful state-funded grants are varies significantly by state. Some states invest heavily in public safety initiatives, while others do not. Together, federal and state agencies make up what we call public grant funding, because the money flows from tax dollars and is subject to significant regulation.

Rounding out the landscape are private grant funders — foundations. These can be corporations, families, individuals, or community foundations. Award sizes and competitiveness vary widely. They are primarily for nonprofits and 501(c)(3) organizations, but we do see some funding for municipal and public agencies. You'll definitely want to keep an eye out for local foundations whose priorities may align with what your agency is trying to accomplish.

Top Sources of Public Safety Grant Funding

At the federal level, the primary sources for public safety funding are the Department of Homeland Security and the Department of Justice. Some of the funding offices within these agencies include the Bureau of Justice Assistance, the Office on Violence Against Women, the Community Oriented Policing Services office or COPS, FEMA, and others. When you hear these funding office names, know that the DOJ-based ones all fall under the umbrella of the Department of Justice. DOJ focuses on criminal justice initiatives, while DHS provides funding for other first-responder agencies like fire and EMS in addition to law enforcement.

Navigating the Shifting Funding Landscape

I want to briefly address what you're probably seeing in the news. The Department of Justice is threatening to withhold funding from so-called sanctuary jurisdictions. There really is no legal definition of what constitutes a sanctuary jurisdiction, but unofficially it's a state, county, city, or town that has policies to protect undocumented immigrants. We saw this happen during the first Trump administration in 2016 — federal funds were tied up in courts but were eventually released. We're again keeping an eye on the situation.

When I mention state agencies, I want to clarify that we're not only talking about grants funded through the state budget, but also federal pass-through funding — meaning federally funded programs that are administered through state agencies. Those are the funds most likely to be affected by this potential funding freeze. Think of things like the Edward Byrne Memorial Justice Assistance Grant, or JAG, which I'll talk about shortly, and the Violence Against Women Act grants. They may be affected, but again, we are watching closely and things are quickly evolving.

That said, today we're going to focus primarily on federal funding because state funding varies so much from state to state.

Defining Small, Rural, and Tribal

Let's talk about what constitutes small, rural, and tribal, because there really isn't one universal definition.

Tribal agencies are a little easier to define. To be eligible to receive grant funding, a tribe must be federally recognized by the Secretary of the Interior. A very recent example of this process: shortly after taking office, President Trump signed a memorandum asking the Department of the Interior to move toward fully recognizing the Lumbee Tribe of North Carolina. If that recognition passes, it will allow that

tribe to receive federal funding. Of the 258 tribal police departments in the United States, every single one has fewer than 250 sworn officers. The largest Native tribal law enforcement agency is the Navajo Nation at 210 sworn officers. Importantly, federally recognized Indian tribes are statutorily identified as rural regardless of their location, so they are eligible to apply to most Department of Justice grant funding opportunities.

Small and rural are more difficult to nail down because those definitions fluctuate over time and vary by department — and sometimes even individual grant programs have their own definitions. Based on the 2020 census, 20% of the population, or 66.3 million people, and 97% of the land area of the country is classified as rural. But I can't simply tell you that a community under X population is rural. Someone might live in a small town with only a few thousand people, suggesting rural by population, but be only a few miles outside a midsized urban area — which means geographically they aren't rural. There are a lot of factors to consider.

Small varies just as much. The Small, Rural, and Tribal Body-Worn Camera Program defines small as 50 or fewer full-time sworn personnel. The Rural and Small Department Violent Crime Reduction Program defines small as 250 or fewer. That's a pretty big gap. By that broader definition, 98.3% of law enforcement agencies in the country are considered small. The recurring message you'll hear throughout this presentation: read the guidance for the specific grant program you're interested in, because you don't want to do all the work of preparing an application only to discover that your agency doesn't meet that program's eligibility definition.

How to Tell if a Grant is Technology Friendly

Three Programs That Justify Technology Solutions

When I'm researching grants for Genetec customers, I'm looking for two key pieces of information: eligibility, which we just talked about, and what we call technology friendliness. Let me give you some examples of grant programs that hit the sweet spot of being eligible for small, rural, or tribal agencies and that may be used for the technology or equipment departments need to do their jobs.

Please know that there are numerous grant programs out there for your agency. Small, rural, and tribal agencies aren't restricted to grants that mention them in the title — reading the eligibility section of most public safety grants, you'll often find that your small agency can apply.

The first is the Edward Byrne Memorial Justice Assistance Grant, or JAG. JAG is the primary provider of federal criminal justice funding for states and local jurisdictions, supporting a range of program areas including law enforcement, prosecution and courts, prevention and education, corrections, drug treatment enforcement, crime victim and witness initiatives, and planning, evaluation, and technology improvement programs.

JAG funding is available across two funding areas: JAG Local and JAG State. Both are funded through a formula. States and localities receive funds based on resident population and violent crime statistics.

Local governments receive formula funding starting at $10,000 and up. If a local government is on the local list, they apply directly to the Bureau of Justice Assistance for their annual allocation. If your jurisdiction isn't on that list, you may still be eligible to receive JAG funding through your state.

Each state receives an annual allocation and designates a single State Administering Agency, or SAA, to administer JAG funding. States are required to pass through a percentage of their annual allocation to local jurisdictions — the percentage varies by state. Otherwise, states have a lot of flexibility with how JAG funds are used, which also means there can be significant variation from state to state and year to year. For example, a state may distribute funds to multi-jurisdictional task forces one year, then host a competitive program for law enforcement equipment the next. You really want to keep an eye on what your state is doing. States are also required to open their JAG plans for public review and comment, so make sure you're advocating for your department's needs — that feedback is how SAAs set their priorities.

The second program is the Coordinated Tribal Assistance Solicitation, or CTAS. Like JAG for municipal agencies, CTAS is the grant for tribal criminal justice initiatives. A few years ago, the Department of Justice combined disparate tribal programs across its various funding offices into one program to simplify the process. Applicants select which program area or areas they'll be applying under. This year, $105 million in total funding is distributed across eight purpose areas related to public safety, criminal and juvenile justice, substance use–related crime, access to treatment and recovery support, tribal healing-to-wellness courts, and the needs of victims and survivors of domestic violence, sexual assault, dating violence, and stalking. While all programs fall under the DOJ umbrella, each is administered through a different DOJ funding office such as the Community Oriented Policing Services office, the Office on Violence Against Women, and the Bureau of Justice Assistance. This program is currently open as we speak — it is one of the few DOJ programs that has not been clawed back — with a Grants.gov deadline of March 18 and a JustGrants deadline of March 25.

The third is the Rural and Small Department Violent Crime Reduction Program. This is the program that defines small as 250 or fewer full-time sworn personnel. Several years ago, DOJ received feedback from smaller agencies that didn't have the luxury of grant staff. So DOJ started creating programs to make federal funding more accessible for smaller agencies, and this is one of them. The Bureau of Justice Assistance has taken best practices from larger metropolitan agencies around preventing and addressing violent crime and adapted them to help smaller agencies, because while each jurisdiction has its own unique challenges, the drivers of violent crime and the strategies that move them share more in common than they differ. In 2024, the program provided $6 million to small and/or rural and/or tribal agencies and prosecutors' offices interested in implementing or improving capacity around community engagement, partnerships, technology, analytics and intelligence, training, tactics, resources, sustainability, and accountability. In the previous year it was around $11 million, so we're waiting to see what funding will be available when the program reopens. The 2024 deadline was in May, and we're hopeful for similar timing this year.

Technology-Friendly vs. Technology-Neutral Grants

I promised I would talk about technology friendliness. Grants broadly divide into two categories: those specifically created to fund technology, and those for everything else.

Grants explicitly funding technology are rare. A customer seeking funding for Genetec's automated license plate readers for a drug enforcement project would struggle to find grants solely for ALPRs if they went searching for that specifically. This is because grant funders primarily focus on the desired social impact — the outcome — rather than the specific technological means to achieve that outcome. Far more common are technology-friendly or technology-neutral grants, where funders prioritize projects with a holistic approach, such as reducing opioid trafficking by engaging the community, conducting outreach, and utilizing ALPRs to track offenders. Notice that the technology is not the lead in that statement. While there are occasionally grants created to fund specific technology solutions, like body-worn camera grants, they are not common. By overlooking grants that don't explicitly mention technology but will fund it within a comprehensive project, you may be leaving funding on the table. We want to prevent that by revealing the wider range of technology funding possibilities.

We encourage you to think creatively about how your needed Genetec solution fits as one tool in your toolbox alongside professional development, training, staffing, supplies, contractual services, and whatever else you need to make a successful project. That strategic approach will significantly expand your grant opportunities and increase your chances of securing funding.

How to Assess Technology Friendliness

When looking at potential grants that can fund technology, one of the most important steps is checking the grant's guidance. This usually comes in the form of a Request for Proposal, or RFP, or a Request for Applications, or a Notice of Funding Opportunity. It's vital that you review this document for deadlines, funding information, application instructions, budget information, eligibility, and more.

If you really want to know if the grant is technology friendly, check the allowable or unallowable expenses section. Funders will be specific about what can or cannot be purchased. Grants that list specific allowable technologies are signaling technology friendliness. There are also grants that won't be explicit but essentially say they'll fund what you need to be successful — that's reading between the lines. Also look at whether your project's goals and mission are fully aligned with the program's objectives. Critically assess whether your technology directly addresses the program's intended outcomes.

You can also get a better sense of a grant's technology friendliness by looking at what projects the program has funded in previous cycles. These can usually be seen on the funder's website, though not always. If past project information isn't available, it's possible to reach out to the funder directly, or file a Freedom of Information Act, or FOIA, request.

Grant-Fundable Genetec Solutions

Let's consider some of the Genetec solutions that fit within grant-funded public safety projects. Police officers worldwide face expanding responsibilities, and forward-thinking technology can facilitate communication and collaboration to improve public safety.

Genetec Clearance is a digital evidence management system. You can quickly request, share, manage, and reference crucial evidence to aid investigations, handle cases from a single application, grant instant access to evidence at the click of a button, and ensure information is only shared with authorized stakeholders inside or outside your organization.

Genetec Citigraf is a real-time situational awareness support system that unifies data streams and operations across city departments. It disseminates timely information and provides greater situational awareness to law enforcement agencies.

The AutoVu Cloudrunner automated license plate recognition system identifies, tracks, and monitors vehicles of interest by tagging suspicious behavior so you can optimize your crime response and improve overall investigation time. It captures and cross-references license plate reads alongside video footage, contextual images, and GPS information.

Security Center is a comprehensive unified security platform that allows for the full integration of video surveillance, access control, ALPRs, intercom management, intrusion panel integration, mobile cameras, cloud storage, and more. It allows agencies to manage security policies, run investigations, and focus on what matters most.

Finally, Omnicast is a unified video management platform providing seamless control of all video operations and rapid response to emerging situations. It allows you to connect video and other data to be proactive in operations and unifies video with access control, ALPRs, intrusion detection, and communications.

Tips to Justify Technology in Grant Proposals

Perhaps the most important factor in technology grant applications is establishing a compelling project need. Simply lacking funds or technology is not sufficient. It's imperative to demonstrate that your organization's needs align with the grant's priorities. How will the implementation of technology directly address that need?

Instead of a weak statement like "our staff desired cameras," a more impactful justification might read: "With the objective of enhancing overall visibility, expediting response times from local law enforcement, and solidifying the safety of our community members, we are requesting funding to procure additional or upgraded surveillance cameras alongside corresponding upgrades to the video management system at X location." That carefully crafted needs statement lays the groundwork for subsequently explaining in the budget justification why the requested technology is a vital component. Ultimately, the key is demonstrating how your technology directly supports grant-funded activities and serves as a critical tool in reaching the project's overall objectives.

One valuable tip: collect and retain quotes from Genetec and any other vendors you're working with. You will need these when developing your budget, and those folks help because they speak the technology language. Including vendors, your IT staff, and your facility manager in project development is vital to a successful outcome.

Key Components of Federal Grants

SAM.gov Registration and State Portals

The first step for applying for any federal or pass-through grant is verifying that your organization's SAM.gov number — or System for Award Management, also known as a Unique Entity Identifier, or UEI — is current and up to date. This seemingly minor detail is crucial because an outdated or nonexistent UEI can cause a delay of several weeks. If applying to state pass-through funding, you'll also want to confirm with your state's designated agency whether registration for any specific state portals is required.

The Three Core Application Components

Applications are usually comprised of three essential components.

First, the abstract. The abstract summarizes your proposed project. It includes the purpose, primary activities, expected outcomes, service areas, and similar information. Abstracts are usually short paragraphs without bullets or tables, written in the third person. Because abstracts for funded projects may be made publicly available, they should exclude personally identifiable information. I want to read you an example of an abstract from an awarded proposal, because I think it's important for you to hear what types of projects get funded.

"The Town of X, a small rural community grappling with gun violence, is seeking to decrease gun violence, deter violent crime, and create a safer environment for residents through the implementation of threat detection technology. The community is experiencing an above-average rate of violent crimes largely concentrated in specific neighborhoods. These incidents have been attributed to insufficient policing support, slow response times, and a lack of resources. The X Police Department, a small agency with a strong commitment to community engagement, is striving to address this issue by deploying state-of-the-art technology to aid in the real-time detection and response to violent crimes. The project proposes the installation of threat detection sensors in high-crime sectors to provide accurate, real-time data of violent incidents. The project design is centered around the communication of equipment installations and crime data to the public, expansion of coverage area with threat detection technology, and real-time tracking of gunshots and violent crimes using these sensors. These measures will enhance the department's ability to respond quickly and accurately to violent crimes, fostering a safer and more positive community environment for all."

Notice that the requested technology is one small component of the comprehensive project, and that the outcome is the key message.

Second, the proposal narrative. This is where you expand on each component summarized in the abstract. For DOJ grants, narratives are generally 8 to 10 pages — always check the guidance to ensure compliance with font size, margin size, and page number requirements. The narrative will typically include a description of the issue where you identify your need; your strategy for addressing that need; a description of the programs to be funded over the grant period; project design and implementation, describing the process for engaging stakeholders and identifying any gaps in funding; capabilities and competencies, covering strategic planning efforts and any evidence-informed programs you've already implemented; and a data collection plan. On that last point: you don't provide this data in the application itself, but you do need to acknowledge that you will be able to provide evidence of project success to the funder.

Third, the budget and budget narrative. These are critical elements. Grant reviewers often read the budget narrative first because the budget is the foundation upon which a grant proposal is built. The budget narrative, sometimes called the budget justification, should include a full description of all costs in the budget and a thorough explanation of why every cost is necessary to the completion and success of your proposed project. This is where working with your vendors is important. Everything needs to line up, because inconsistencies will raise red flags.

Grant Readiness Tips & Tricks

The Grant Readiness Checklist

Meghan Jacobsen:

Thank you, Shannon. I just want to take a quick moment to talk about grant readiness. If your agency or organization has never applied for grants before, the process can feel very daunting. Grants do take some planning, but having a roadmap laid out will ultimately make the process much easier.

Let's start with the basics. Here's a checklist of essential tasks to complete to get grant ready. This process ideally starts long before the opening of a grants application cycle — the more time you have, the better.

First, define your "why." Going into the grantseeking process, you need a solid understanding of why you are seeking funding. As Shannon said, you can't simply enter the process because of a budget shortfall. You need to know what needs or challenges you are hoping to address through grants, and how addressing those needs will further your agency's mission.

Second, form an internal grants team. This team should ideally consist of people from across the agency — upper management, finance, IT, and the boots-on-the-ground staff. This ensures organizational buy-in and gives you a holistic view of what you'll need to implement a project. It also helps distribute tasks so the entire process doesn't fall on one or two people.

Third, create a grantseeking documents folder. Documents such as proof of tax status, your mission statement, and financial documents are commonly requested as part of a proposal. Having those in one place and accessible by the grants team ensures a smoother path toward submitting the application.

Fourth, build a grantseeking calendar. This gives your team a visual of when certain milestones need to be met to stay on track, and ensures everyone knows their role and their deadlines.

Fifth, a UEI number is required to apply for federal and some state grants. You can obtain it by registering with SAM.gov, and the process takes a few weeks, so get it done early. If your organization already has a UEI number, this is your reminder that it must be updated annually. Even if a UEI number isn't required for a specific grant, check the application guidance to see if any registration is required and get on that early.

Developing Effective Partnerships

Some of the grant programs Shannon mentioned require a partnership, or you will simply be more competitive if you have one. Through meetings with your internal team, you'll develop a better understanding of what your agency brings to the table and where gaps exist where a partner would strengthen your project.

Bring partners in as early as you can. Engage them in discussions around your project's goals and how those goals align with their priorities. Include them in project planning and ensure people on both sides have a voice. Frame your outreach around what you can do for each other or what you can accomplish together. That framing fosters a mutually beneficial partnership and, as the collaboration develops, may open the door to more projects in the future.

Lastly, formalize the partnership through a Memorandum of Understanding, or MOU. An MOU is a formal statement of commitment to the partnership and is required as part of many grant proposals. Get it in place early.

Five Tips for a More Competitive Proposal

A few tips to make your actual proposal more competitive.

First, Shannon said it, and I'll say it again: grants fund projects, not products. Technology and other products requested as part of a grant should always tie back to the project. This is why a strong needs statement is so important. Start with the goal, figure out what you need to accomplish it, put the project first, then follow with the product.

Second, always read the application guidance. Make sure you understand all the requirements — not only for the proposal itself, but for post-award as well. I have seen cases where grant guidance lays out very specifically what the proposal should look like and in what order. If your grant does that, follow it to the letter.

Third, know everything that's involved with the grant. Grants aren't just free money — a funder is investing in you and wants a return on that investment through a successful project. Make sure you understand those post-award elements before you apply. We want potential recipients to go in with their eyes open.

Fourth, use SMART goals while developing your proposal. SMART stands for Specific, Measurable, Attainable, Results-focused, and Time-bound. Avoid being vague — be clear and direct about how you intend to implement the project, what the outcomes will be, and how those outcomes will be measured.

Fifth, before clicking submit, have somebody else read through it. Getting a second or even a third set of eyes may catch important errors, unexplained acronyms, or abbreviations a reviewer might not understand. Implementing that outside feedback will give you a more competitive proposal. With that, I'll pass things over to Jeanne to talk about the Genetec Grants Support Program.

Genetec Grants Support Team Services

Jeanne Smith:

Thank you, Meghan. Good afternoon, everybody. As Michael said at the beginning, my name is Jeanne Smith, and I'm the Program Manager for the Genetec Grants Support Team. I'm going to take a few minutes to tell you about our grants program.

The Genetec Grants Support Team is now in our third year in partnership with Grants Office. I'm very happy to say this partnership has helped our customers procure more than $4 million in grant awards in our first year and over $12 million in our second year. We've provided information about grants and customized research, identified available funding for those who needed it, consulted with customers on project ideas, and provided grant application assistance. Whatever the level of assistance required for customers seeking to fund Genetec solutions with grants, these services are provided at no cost, paid for by Genetec.

Grants are available for publicly funded agencies and nonprofit organizations across the United States, including K–12 and higher education, public safety agencies, state and local public administration, utilities, transit and transportation, justice, courts and corrections institutions, and healthcare organizations — and more. One exception: the federal government. Federal agencies already receive public support through their budget. If you are anyone else in the public sector, you are eligible for grants. That does not mean you are eligible for all grants — eligibility can be determined by type of agency, geographic location, intended outcome, or a combination of factors.

How to Engage: Step-by-Step Process

If you are seeking funding for a technology-rich project that includes a substantive Genetec component, the Genetec Grants Support Team is here to help at no cost to you. Working with Grants Office, our team provides funder prospecting — a grants development consultant will identify the best grants for

you and your project using Grants Office's database of tens of thousands of available grants. From this research, you'll receive a customized report you can use as a tool in your grantseeking and selection. Our team also provides grant readiness coaching, project-specific consultation, and grant application assistance.

We've developed a very simple step-by-step process. The first step is to complete and submit the Information Collection Tool, or ICT, available by scanning the QR code on your screen or by requesting a link from grantsoffice@genetec.com. The ICT is short and simple — it takes about five minutes. We ask for contact information, about your technology needs, and what problems you're trying to solve.

When filling out the ICT, keep in mind that grants fund societal benefits rather than specific technology. Jot down the outcomes you hope to achieve. Outcomes can be as simple as reduced drug-related crime, improved law enforcement response time, or an increase in the prosecution of crime. Technology is only a part of your project — no one is looking for license plate readers or Clearance or Citigraf for the sake of owning the technology. You have to think about why you need that technology in the first place. That's your outcome.

Once you fill out the ICT as thoroughly as possible, use the submit button to send it to the Genetec Grants Support Team. We'll review it and send it to Grants Office so they can get started on your report. Whether you're a tribal or rural law enforcement agency or some other public safety organization, your ICT will be assigned to a grants development consultant who is an expert in your area. That consultant will develop a customized report of best-fit grant funding opportunities based not just on who you are and what you do, but on your project outcomes, the technology you want to purchase, the size of your project, and your location.

Once the report is ready, we'll send it to you and schedule a 30-minute call to review the identified opportunities. We'll discuss ways to hone your project to ensure it's a good fit, make sure your outcomes align with funder priorities, and talk about next steps.

If you have a lot of grants experience and just need the report, that's fine. Support can run the full range — grant coaching, help with grant selection, assistance responding to Notices of Funding Opportunity, proposal writing, or review and editing of your applications. As long as you remain committed and actively engaged, we will supply as much or as little support as you need. As the applicant, you have to submit your own application, but our team is happy to support you up to and including sitting with you on a call while you submit if that's what you need. We will track all applications to award and be with you to answer any questions along the way. Hopefully, we will be the first to celebrate with you when you're successful.

Michael Paddock:

Thanks very much, Jeanne. One question came in and I answered it on the interface. I want to mention to everyone that the resources page you'll receive a link to after today's session — it's also been entered in the chat — will be full of great information and should answer a lot of the questions that may have been percolating as you've been listening. You can also scan the code to engage with the Genetec

Grants Support Program. I encourage you to do that, as Jeanne mentioned, it's a great opportunity to learn about both the Genetec solutions and the funding that can support those technologies.

Q&A Session

Q1: Are Genetec's grant support services truly at no cost?

I have one question that came in. To confirm for everyone: the Genetec Grants Support Program services are at no cost or obligation. Jeanne, do you want to speak to that?

Jeanne Smith:

Yes, absolutely. These services are completely free to you. They are paid for by Genetec. If you have a project that includes a substantive Genetec component, the Genetec Grants Support Team is here to help you navigate the grant funding landscape at no cost.

Closing

Michael Paddock:

Again, big thanks to Genetec for sponsoring today's session. I want to thank our presenters: Jeanne Smith, Program Manager for Grants and Contracts from Genetec; Shannon Day, Senior Grants Development Consultant here at Grants Office; and Meghan Jacobsen, Grants Development Associate here at Grants Office, for sharing their knowledge and insights with us today. To all of you — I hope you found this a valuable use of your time. We look forward to seeing you on a future Grantscast. Have a great day, everybody.

— End of Transcript —

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