

GRANTS OFFICE
empowering communities

From Opportunity to Action: Building Your Grant-Ready Strategy

Federal & State Funding Strategies for 2026

Sponsored by: Genetec™

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Today's Presenters



Jeanne Smith

Genetec, Inc.
Program Manager
Grants & Contracts



Michael Paddock

Grants Office
CEO



Shannon Day

Grants Office
Senior Grants Development
Consultant



Sam Rawdon

Grants Office
Grants Development Associate

Introduction to Grants

Grants are **funds given** by an entity (e.g. public body, charitable foundation, or a specialized grant-making institution) to another entity for a **specific purpose** linked to **public benefit**.



Types of Grants

Competitive

Example: School Violence Prevention Program (SVPP)

- Applications are required
- Applications are scored using a rubric, only the highest scoring projects are funded
- Not everyone who applies will be awarded

VS

Entitlement

Example: Edward Byrne Justice Assistance Grant (JAG)

- Applications may or may not be required
- Funding amounts are based on a calculation
- The amount of funding an applicant qualifies for is predetermined

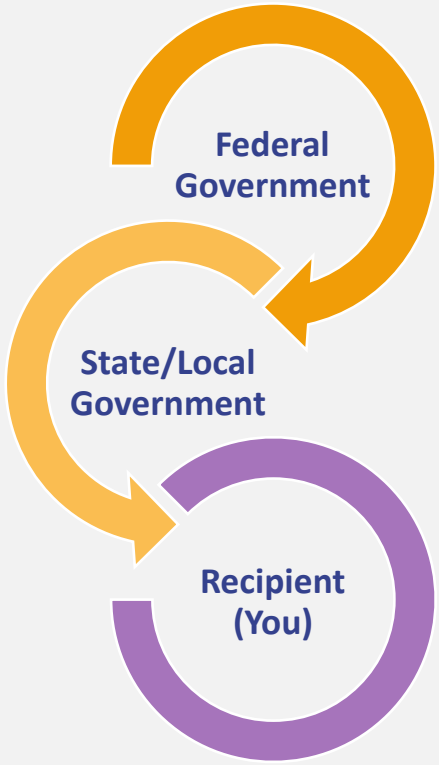
How does the funding flow?

Direct Funding



VS

Indirect Funding



Sources of Grant Funding

Top Sources of Grant Funding

Federal Government Agencies

Public Funding
$700B+ USD annually
…and more from special funding measures like CHIPS, IIJA, etc.

State Government Agencies

Public Funding
$100B+ USD annaully

Family, Community, & Corporate Foundations

Private Funding
$70B+ USD annually



Federal Sources of Funding

















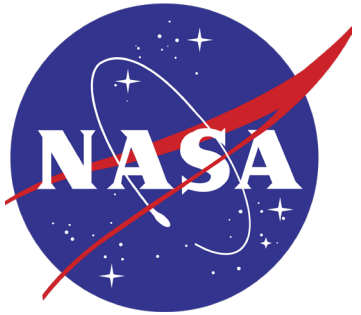














Looking Ahead:
2026 Federal Budget Process

- New Continuing Resolution (CR) signed to keep FY25 levels through January 30th, along with USDA-FDA, Legislative, & Military Construction-VA annual budgets

- Requires bipartisan support
- Discretionary budget is the primary source of federal grant programs each year
- Recent history: $1.6-1.8T annual budget
- Bet on a Budget that maintains the status quo



Examples of State Funding
(and how to find funds in your state)



Wisconsin Tribal/County Law Enforcement Assistance Grant



Tennessee Violent Crime Intervention Fund



Washington Association of Sheriffs and Police Chiefs (WASPC) Traffic Safety Grants

Start with your DOJ State Administering Agency (SAA), found here: https://www.ojp.gov/funding/state-administering-agencies/overview

Find your DHS State Administrative Agency (SAA), found here: https://www.fema.gov/grants/preparedness/about/state-administrative-agency-contacts

Think creatively – many other state agencies provide grant funding opportunities!

Deciding if a Grant is Right for You

How to Know if a Grant is A Good Fit for Your Needs

Check the Guidance

- Lists of allowable/unallowable costs
- Priorities
- Post-award expectations

Review Priority Areas

- Competitive preference priority points
- Funder priorities
- Scoring rubric

Consider Previously Funded Projects

- Who and what has been funded in the past?
- How are you unique but related?

Contact the Program Manager

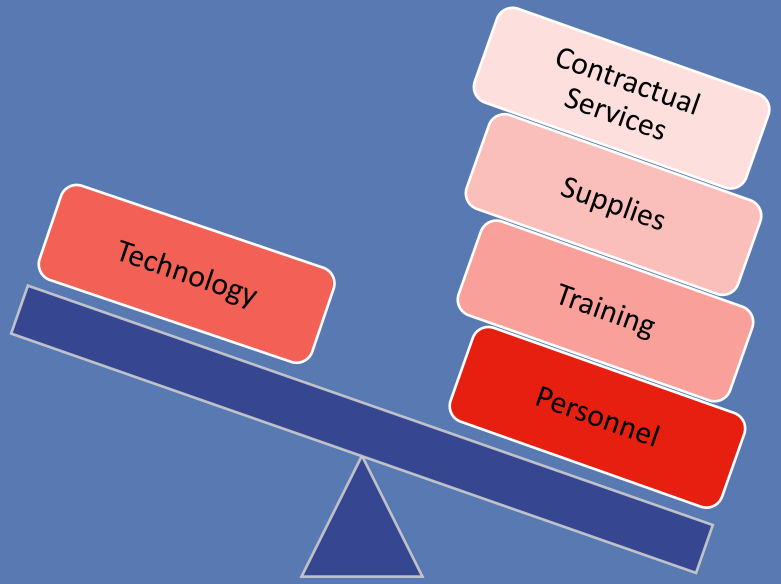
- Ask specific questions!
- Do your homework beforehand

How to Know if a Grant will Fund Genetec Tech

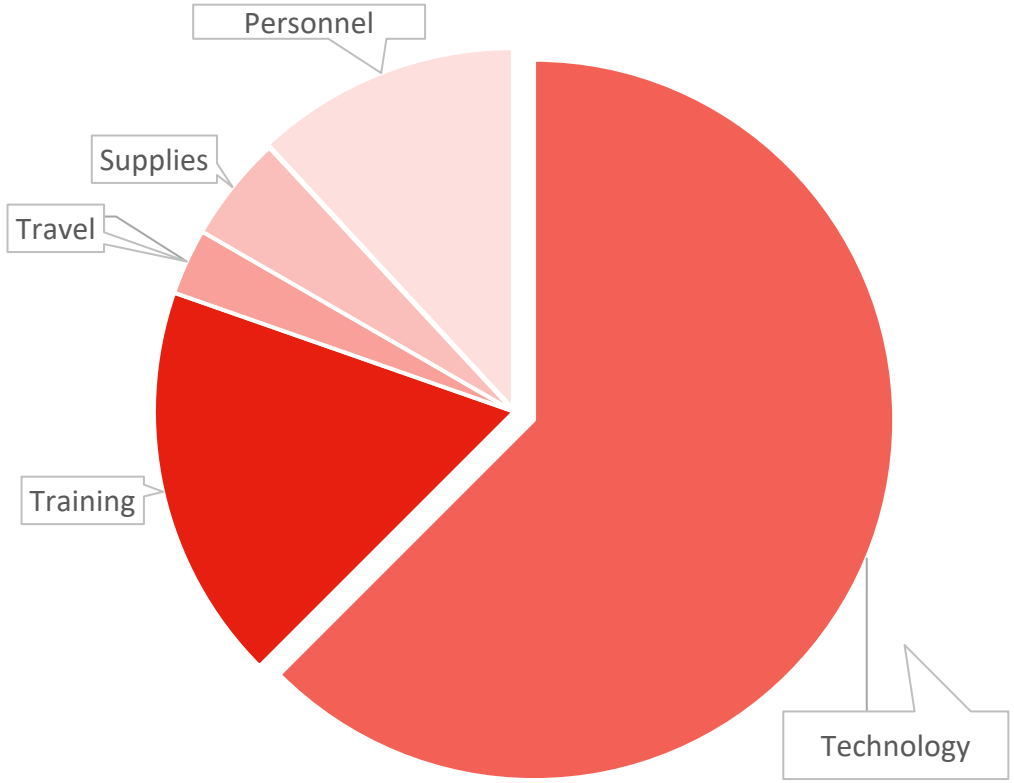
Types of Grants and How They Support Tech Purchases

Grants created to fund specific solutions

Grants created to fund everything else



Sample Project Budget Breakdown



Examples of Potential Funding for Genetec Solutions

01 Omnicast™ video management system

Enhance your ability to strengthen all areas of your facilities, gathering critical data that helps prevent incidents and strengthens support for those affected.

02 Synergis™ access control

Understanding who can access and is entering specific areas can enhance individuals' sense of safety and confidence in their environment.

03 Sipelia™ SIP protocol communication management

Enhance safety protocols and improve emergency response times through streamlines communication with key partners.



Justifying Technology in Grants

01 Start with need for the project

A simple lack of technology isn't enough to motivate a funder. Focus instead on the meaningful, human-centered impact the technology will help achieve.

02 Explain need for tech in budget justification

Consider how the technology will support grant-funded activities and advance the achievement of your project goals.

03 Involve vendors & IT staff to ensure project success

Keep vendor and reseller quotes, along with product notes, on hand for future proposal preparation, as they may be required as attachments.



Grant Readiness Tips



Partnerships and Collaboration

Are partner organizations required for the grant application?

Who can provide expertise, influence, or internal support needed to ensure the project's success?

Building Relationships with Foundations

1 Lead with mission alignment

Ensure outreach focuses on shared goals and are seeking genuine partnership rather than just funding.

2 Keep it simple

Keep communications focused and brief to be respectful of their time by providing concise overview and questions.

3 Provide transparency

Show credibility by sharing challenges, outcomes, and lessons learned.

4 Stay in touch

Remain connected year-round with quick updates on progress and impact.

Tips for making your next grant proposal more competitive

Tip #1	Tip #2	Tip #3	Tip #4	Tip #5
Remember, most grants fund **comprehensive projects**, not *just* products.	Let your project's needs and objectives determine the technology you acquire and the team you build.	Learn as much as possible about the grant program **before** you apply.	Include SMART Goals **S**pecific, **M**easurable, **A**chievable, **R**esults-focused, **T**ime-bound	Get an outside set of eyes to edit your final proposal before submitting.

Genetec Grants Support Team Services



The Genetec Grants Support Team offers NO COST grant services to Public Sector and Non-profit agencies:

- Up-to-date grants intelligence
- Consultation to help develop project ideas for new technology-rich projects or to expand initiatives already underway
- Application assistance to seek and secure grant funding to purchase Genetec solutions

Grants assistance available across the Public Sector

- K-12 & Higher Education
- Public Safety Agencies
- State & Local Public Administration
- State & Local Utilities
- Transit & Transportation
- State & Local Justice
- Courts & Correction Institutions
- Healthcare Organizations



Genetec Grants Support Team Services



- Funder Prospecting
- Grant Readiness Coaching
- Project-Specific Consultation
- Proposal Development Assistance

Genetec Grants Support Team
Step-by-Step Process

01 – Engage with the Genetec Grants Support Program

Fill out and submit our Information Collection Tool

Scan this QR code

or request a link to the form from grantsoffice@genetec.com

02 - Consultative Call

Discuss the project:

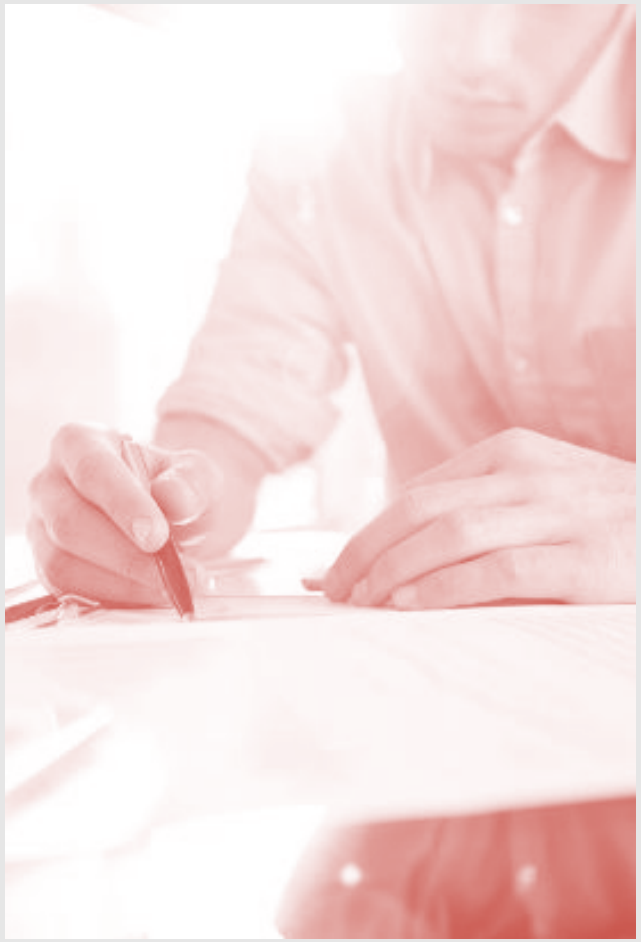
- Refine project ideas
- Further the long-term vision
- Establish next steps



Call participants:

- **Customer**
- **Genetec Account Executive &/or Channel Partner**
- **Genetec Grants Manager**
- **Grants Office Representative**

03 - Grant Development Support



The GGST offers a range of support:

- Honing projects to ensure alignment with grant funder objectives.
- Reviewing grant applications, ensuring compliance with grant funder requirements.
- Providing grant writing/editing support.

As part of the GGST process, the Genetec Account Executive or Channel Partner will:

- Provide project descriptions as well as detailed quotes to be included in the line-item budget once the grant proposal development process is underway.

04 - Successful Application Submission



Questions?

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Contact Us

grantsoffice.com

helpdesk@grantsoffice.com

Genetec™

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grantsoffice@genetec.com