

GRANTS OFFICE
empowering communities

State-Level Safety

Grant Funding Options Colleges and Universities Should Consider

Sponsored by: Genetec™

AGENDA

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Today's Presenters



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Why State Grants Deserve Consideration

Federal Funding Realities



Federal agencies fund student learning, faculty research, and workforce development

Security is a kind of “unfunded mandate” where campuses are expected to keep students safe but are not often given funding to make this happen

Projects funded through the Office on Violence Against Women Campus Program can partially fund security technology enhancements

Why You Should Consider State Opportunities

01 More Responsive to Regional Needs

States are often compelled to respond to needs of their constituents more quickly and directly than federal agencies.

02 Shorter Applications & Award Timelines

State opportunities are generally shorter, making them great for those new to grantseeking. Also, their award turnaround is often 3-6 months shorter than federal opportunities.

03 More Technology-Focused than Friendly

Each of the recent state-funded campus security opportunities called out funding for technology rather than naming it as just an allowable expense.

04 Less Competition & More Relevant Peer Pools

Applicants compete only against institutions within their state. In many cases, reviewers are also more familiar with the institutions applying.

What are the Potential Drawbacks of State Opportunities

01 More Responsive to Regional Needs

This increased responsiveness can cause “squeaky wheel syndrome” and what is a concern one year may not be on the state’s radar the next.

02 Shorter Applications and Award Timelines

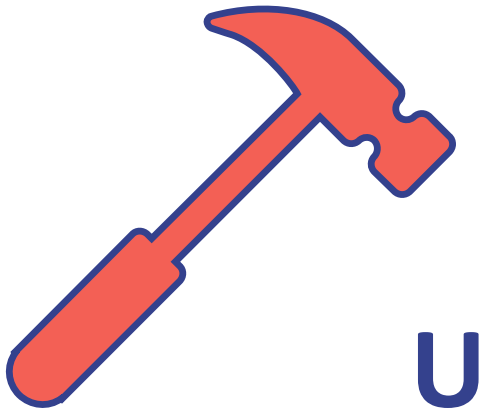
Shorter applications often mean less space to make your funding case.

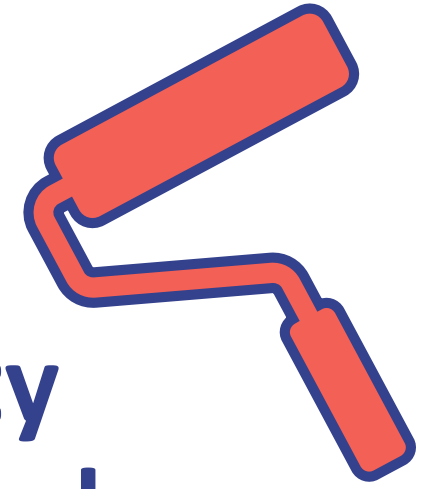
03 More Technology-Focused than Friendly

This can decrease the frequency of these opportunities as renewed investment and upkeep of technology is less-newsworthy.

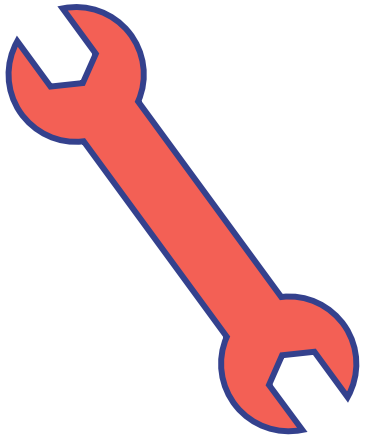
04 Less Competition & More Relevant Peer Pools

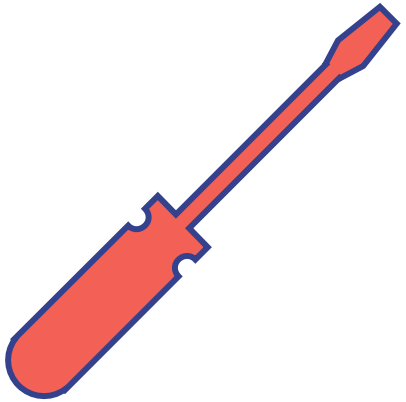
Less competition often means less overall funding. Smaller applicant pools can also cause proposals to be similar institution to institution, making it hard to differentiate your need from others.





Understanding the opportunity and potential drawbacks is a tool in your toolkit, helping strengthen your grantseeking efforts and, ultimately, your proposal.





Where State Grants for Campus Safety are Found

Familiarize Yourself with State Agencies (Beyond Education Agencies)

01

Homeland Security Agencies

Sample Program:

New Jersey Office of Homeland Security and Preparedness: NJ Nonprofit Security Grant Program

Funds the purchase and installation of security equipment to protect nonprofit organizations at risk of attack.

02

Emergency Management Agencies

Sample Program:

California Governor's Office of Emergency Services: Campus Sexual Assault Program

Funds campus response teams to combat sexual assault, law enforcement coordination, and counseling staff.

03

Law Enforcement Agencies

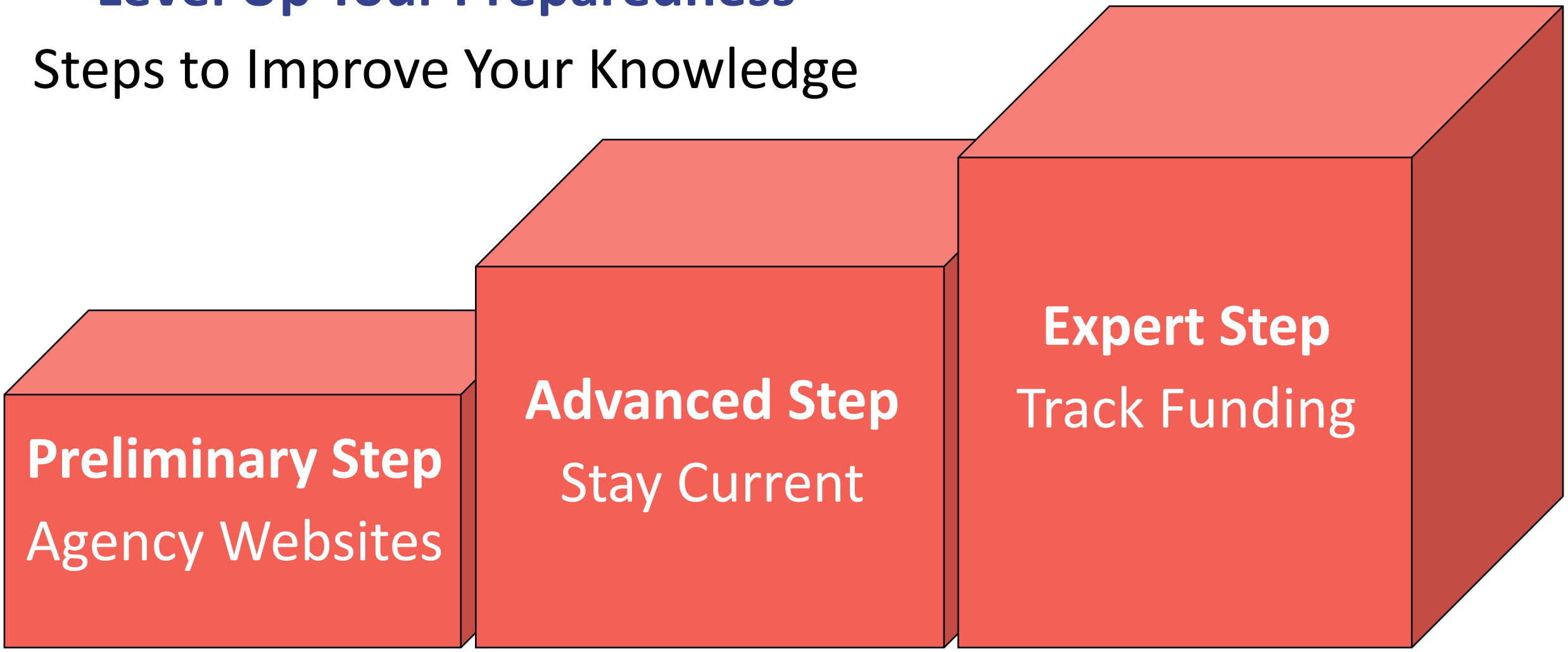
Sample Program:

Tennessee Office of Criminal Justice Programs: Higher Education Safety Grant

Funds equipment, technology, and training that strengthen physical security and speed response time for safety issues.

Level Up Your Preparedness

Steps to Improve Your Knowledge

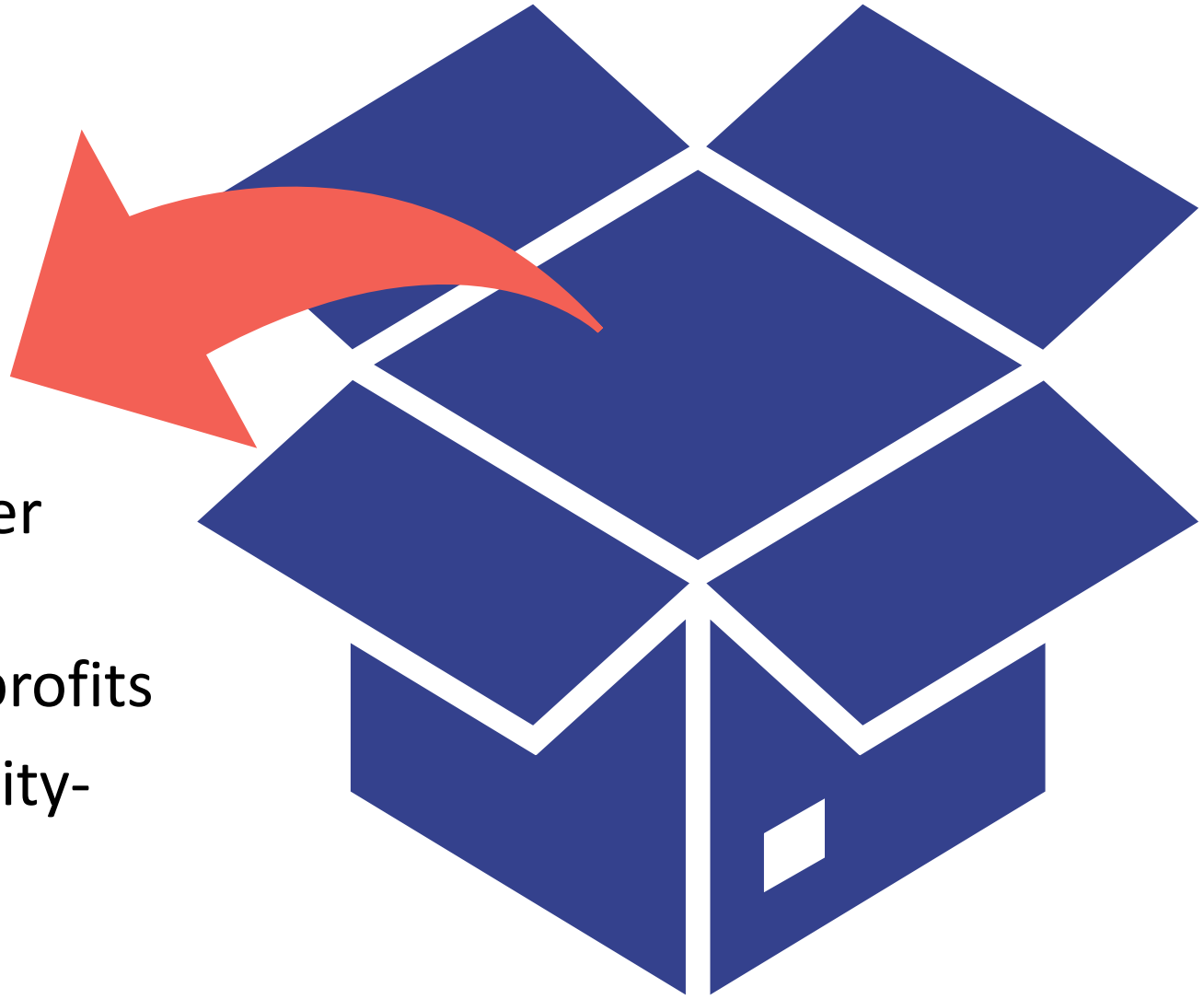


Think outside the box

Consider partnerships with other institutions

Consider programs open to all nonprofits

Consider programs that are security-adjacent



Common Elements:
Comparing State Opportunities

Examples of State-Run Security Programs

State: Grant Name	Eligibility	Award Range	Funding Uses
Maryland: **Campus Safety Grant**	Public and private universities in MD	Total of $25M available. Awards ranged between $100,000 to $5M	Campus security assessments, camera systems, security operations centers, access controls, or emergency plan development.
New York: **Securing Communities Against Hate Crimes**	Nonprofit organizations that are targeted for hate crimes in NY	Total of $70M available. Awards range up to $250,000 per applicant.	Interior and exterior facility hardening, physical security enhancements and technology, cybersecurity enhancements, and training.
Ohio: **Campus Safety Grant**	Public and private universities in OH	Total of $7.5M available. Awards ranged between $59,607 to $500,000.	Physical security technology or enhancements.
Oklahoma: **School and Campus Safety and Security Grant**	Public and private IHEs, K-12 schools, tech centers in OK	Total of $1.4M available. Awards ranged up to $50,000 per applicant.	Physical security technology, physical security enhancements, emergency management upgrades, lighting, and communications.
Tennessee: **Higher Education Safety Grant**	Public and private universities in TN	Total of $30M available. Awards ranged between $49,057 to $1.8M	Physical security technology, physical security enhancements, training, threat intelligence software, and communication systems.

Themes Found in State-Run Security Programs

Campus Security Enhancement	Protecting Targeted Groups	Preventing/Responding to Relationship Violence
Most focused on directly funding security enhancements.	May directly fund security enhancements.	Tends to focus more on victim's services than security technology.
Rarely offered. Cycles typically run every couple years or as pilots.	Eligibility is limited to institutions which serve affected groups.	Fewer states offer one due to the Campus OVW program.
Example: Oklahoma School and Campus Safety and Security Grant	*Example: New York Securing Communities Against Hate Crimes*	*Example: Pennsylvania It's On Us Grant Program*

Tips to Improve your Grantseeking Readiness

Five Steps to Prepare for the Next Program

01 Conduct a Vulnerability Assessment

Most programs require a vulnerability assessment done within the previous three years with most allowing these to be self-conducted.

02 Build a Grantseeking Team

Coordination with Student Affairs, IT, Finance, and Campus Security is a must for nearly any program, so gather them together now!

03 Secure Leadership Approval and Buy-in

Institutions are awarded grants, not individuals. Senior leaders (such as VPs, CFO, President) need to be on board so involve them early.

04 Write a Brief Needs Statement

Write a data-informed paragraph that gives specific safety challenges, who is affected, and how your project would reduce these risks.

05 Secure Partnerships (and Letters of Commitment)

Build community buy-in and impact by involving partners, such as local PDs, emergency management agencies, or even other IHEs.



When a Program is Announced:

01

Bring Your Team Together

Bring in direct program staff, a finance representative, and any external partners.

The Genetec Grants Support Team provides **FREE** project consultation, development, and proposal review services.

02

Confirm Eligibility

Check you meet all stated eligibility requirements.

03

Consider Competitiveness

Review the announcement and consider your project against any stated priorities.

04

Backwards Map

Work back from the due date to ensure you have ample time to write and revise.

05

Consider External Review

An outside set of eyes on your proposal can help your project stand out.



Workbook available for download!

GRANTS OFFICE

Genetec

grantsoffice.com

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:

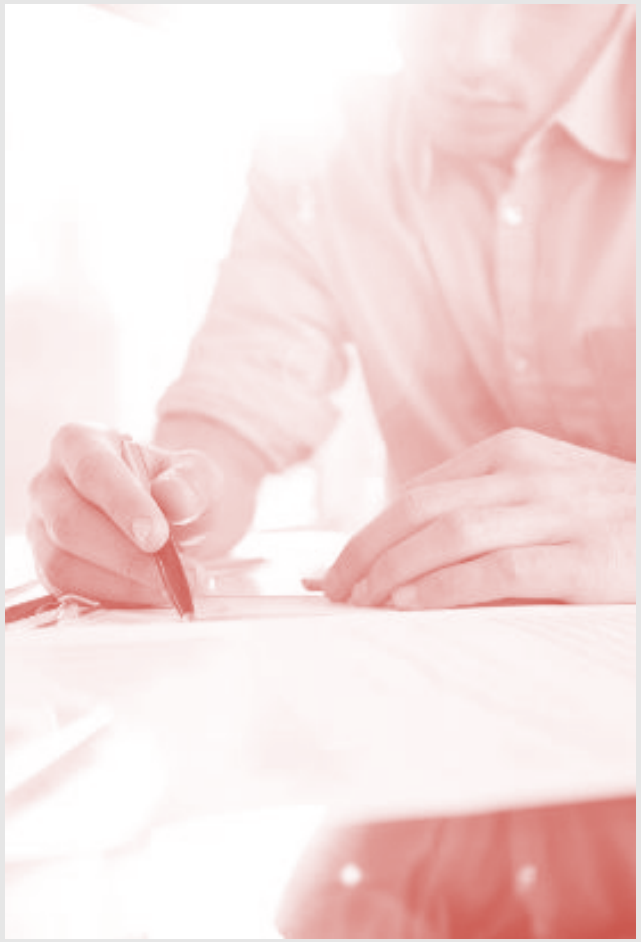
- Refine project ideas
- Further the long-term vision
- Establish next steps



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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helpdesk@grantsoffice.com

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