Learn Top Strategies from Successful Grant Applicants!

2004 National Symposium on Grants for State and Local Law Enforcement

November 15-17, 2004
San Diego, CA

Obtain Your Share of Grant Funding

Grant awards are becoming more scarce every year– implement proven tactics to win federal resources

Align Your Grants Strategy with Your Management Framework

Validate your agency's strategic plan by linking funding with specific department goals

Demonstrate Grant Impact with Performance Measures

Grants are being written with performance management requirements- learn to illustrate grant impacts

Streamline Your Grants Application Strategy

Target impact-making grants in areas where you need the most assistance

Presented by:

The Performance Institute

In Association with:

CHIEF GRANTS

Secure Your Funding!

Grant Awards are Being Slashed–Protect Your Department's Interests!

Show Me Your Proposals!

Grants Sessions on:

- FEMA
- Sex Crimes
- White Collar Crimes
- Information Technology
- Communications
- Personnel Management



Dear Law Enforcement Professional,

State and local law enforcement agencies face fierce competition for ever-changing grants assistance program dollars. If you are not up-to-date on the latest methods of attracting funds to your agency, you run the risk of being overlooked in the allocation of these public safety resources. Millions of dollars in federal law enforcement assistance are available, but these funds are shrinking while the competition is concurrently expanding.

Equip yourself with effective strategies for identifying, applying for, and winning grants in law enforcement by attending *Grants for State and Local Law Enforcement on November 15-17, 2004*. It is crucial to find grants that match the needs of your agency and to acquire the skills to write a powerful and persuasive grant proposal in order to successfully obtain the funding.

Secure Vital Grant Funding for Your Agency

Changing circumstances surrounding homeland security, increased law enforcement training liability, and personnel management challenges, coupled with the constant decline of local and state funding have forced many successful programs at the local level to be eliminated. The rising performance demands on your agency and the reduction of grant award opportunities necessitates careful grant planning, application and management. This in-depth training program features proven tactics utilized by agencies that have been successful in securing considerable federal assistance grants in areas related to equipment, sex crimes response, personnel management, technology, communications, and white collar crimes. At a time when the law enforcement and criminal justice grants arena is experiencing significant development, this conference will arm you with timely information to stay ahead of the changes in funding trends and eligibility rules.

Locate Funding and Enhance Your Grant Writing Skills

This area-specific training is designed to provide you with best practices and strategies to improve your success rate in discovering, winning, and managing grants for law enforcement programs. Not only will we deliver strategies for getting the funding your department needs, but we will also provide the means to devise the performance measures becoming an integral part of more grant programs every year. Our experts in grant management will share their secrets of success and will reveal what funding is available and how to obtain it. In these days of increasing challenges and decreasing resources, the time to "ramp up" to these critical skills is now.

Interactive Exercises for Grant Development

Law enforcement grant administration is a combination of strategic planning, project management, performance management, and collaborative efforts with internal and external partners. This interactive course is designed to provide you with first-hand knowledge of grant opportunities along with a strategic plan to obtain funding. You will hear from national experts and participate in topic-specific grant-development exercises that will present immediate opportunities to apply what you're learning. Over the course of this program you will develop a strategy that can be applied in any area of the grant application process while networking with others to learn about model projects.

Register yourself and your team by calling 703-894-0481 or visit us online at www.PerformanceWeb.org. I hope to see you in November!

Sincerely,

Jim Gibbons
Director,
Law Enforcement Development Center

Emerge with an Effective Grants Strategy!

Become the law enforcement grants expert in your department

Agenda and Speaking Faculty

Pre-Conference Application Workshops: November 15, 2004

8:30 Registration & Continental Breakfast

9:00 Workshop A: DHS Equipment Grants

Purchasing new equipment to update or replace aging apparatuses is an expensive and costly process. With the recent increase in security measures over the past few years, the Department of Homeland Security offers various grant options to assist emergency departments in acquiring new tools, resources, and training. This workshop illustrates the different options out there and highlights the process to apply for those grants.

- Identify programs involving interoperability between federal and local response agencies in times of crisis
- Discover funds earmarked for equipment purchases and training in how to use the equipment properly for first responders
- Secure the portion of DHS funds available to help offset the costs associated with enhanced security measures deployed under heightened threat levels

11:30 Networking Luncheon

12:30 Workshop B: Grant Success for Smaller Municipalities

The vast majority of law enforcement officials in American serve communities with a population less than fifty thousand. As such, most departments deal with different circumstances, problems, and pressures than their larger, more recognized counterparts. This workshop focuses on educating smaller municipalities on how to increase their opportunities at acquiring a larger share of the shrinking grants available for law enforcement agencies.

- Professionalize your grant applications and upgrade your grants strategy
- Learn about grant issues facing smaller municipalities and successful strategies for dealing with them
- Maximize your resources through multi-agency cooperation

3:30 Adjourn

Day One: November 16, 2004

8:30 Registration & Continental Breakfast

9:00 Keynote: The New Grants Landscape

Grants and funding opportunities for law enforcement agencies are changing every day. Federal funds are on the decline, agencies utilize different vehicles to announce their grants solicitations, performance measures are being written into grant requirements, and private sector firms are offering equipment and software that can be used by local and state law enforcement. These changes in the way that grants are funded, announced, evaluated, and dispersed are continuing to evolve.

10:00 Break & Refreshments

10:15 Grant Success Strategies

- Isolate success factors that are universally applicable for grant applications
- Develop a framework for your agency that allows you to maximize application efficiency
- Examine grant application strategies that will get your requests noticed

11:15 Discover Where to Find Grant Opportunities

- Identify where grants information is posted on agency websites and newsletters
- Utilize the internet to streamline your grand identification process
- Learn which public and private sector websites are clearinghouses for grants and aid information

12:00 Networking Luncheon

1:00 FEMA Disaster Grants

- Discover how FEMA's Public Assistance Grant Program is designed to provide federal assistance to state and local governments
- Attract resources to assist in response to disasters, recovery from their impact, and to mitigate impact from future disasters
- Learn about state and local roles and responsibilities in the Public Assistance Program

2:00 Sex Crimes Response Grants

- Secure grants to cover training for legislatively-mandated Amber Alert training and Megan's Law registration activities
- Utilize new federal funding to assist in the formation of dedicated sex crimes response units
- Attract federal funding to cover training and other resources for sex crimes response

3:00 Break & Refreshments

3:15 White Collar Crime Grants

- Acquire best practices and strategies to improve your success rate in finding, winning and managing grants to subsidize white collar crime initiatives
- Fund the creation of and training for technology and white collar crime response units
- Equip your taskforce through federal technology assistance grants

4:15 Adjourn

Day Two: November 17, 2004

8:30 Continental Breakfast

9:00 Incorporating Performance Measures into Your Grant Management

- Measure your performance in target areas in order to validate departmental goals and funding
- Learn the mandates dictated in grant solicitations through effective performance measures
- Identify areas where performance measures can demonstrate competency in key issue areas

9:30 Managing Your Grants

- Ensure that the grants and funding that your department receives are properly managed
- Maximize your grants with sound financial management that demonstrate your results to the public and to grant providers
- Spend your hard-earned dollars efficiently and effectively

Call 703-894-0481 or Visit www.PerformanceWeb.org

10:15 Morning Break

10:30 Administering Grants According to Your Strategic Plan

- Use a strategic planning model to maximize efficiency for grant administration
- Utilize specific strategies to meet the goals and objectives defined by your agency
- Develop action plans and program evaluations to demonstrate your results

11:15 Information Technology Grants

- Identify and secure technology grants from public and private sector sources
- Locate potential sources of surplus equipment from the public sector and donated equipment from private entities
- Fund training in software and hardware to achieve self-sufficiency after vendor service contracts expire

12:00 Networking Luncheon

1:00 Communications Grants

- Recognize and receive funding to update communications and networking capabilities within your region
- Create a communications hardware plan through public and private sector equipment and funding opportunities
- Validate the need for updated communications equipment in your proposals

2:00 Personnel Management Grants

- Supplement your limited recruiting budget with federal diversity funding
- Investigate federal programs such as the Universal Hiring Program to assist in defraying the costs of training new hires
- Identify funding sources that are designed to get more uniformed officers on the street

3:00 Break & Refreshments

3:15 Exchange of Best Practices, Lessons Learned, and Helpful Hints

This wrap-up session is designed to pull together many of the topics covered throughout the conference. It will be your opportunity to ask unanswered questions, share insights, and to dialogue with speakers and colleagues. This session will allow presenters to reiterate important messages that can become an important part of your grants strategy.

4:00 Adjourn

ment Grants!

5 Key Reasons You Can't Miss the Grants for Law Enforcement Summit:

1.) **Interact** and **network** with national leaders in law enforcement and criminal justice grants

2.) **Draft** powerful and exact grants to fund your critical projects

3.) **Meet** and **exceed** the mandates for on-line and/or performance-based grants

4.) **Maximize** your grants resources once they are secured

5.) **Link** your grants to your strategic plan and mission statement

Who Should Attend?

- ***Police, Corrections, Probation and Parole Executives***
- ***State Offices of the Court***
- ***Grant Managers***
- ***Criminal Justice Organizations***
- ***Social Service Organizations***
- ***Research Directors***
- ***Training Directors***
- ***Departmental Public Information Officers***
- ***Departmental Financial Managers***

From Past Attendees:

"Excellent information concerning grant sources not usually considered"

Chris Johnston,
City of Richmond, VA

"The depth of knowledge presented by the speaker was beyond what I've come to expect from conferences. Great workshop!"

Mike Simpson,
SUNY Canton

Venue and Hotel Information:

The *2004 National Symposium on Grants for State and Local Law Enforcement* is at the U.S. Grant on November 15-17, 2004 in San Diego, California.

Discounted rooms will be available for those attending the 2004 National Symposium on Grants for State and Local Law Enforcement on November 15-17, 2004 at the prestigious and historic U.S. Grant hotel at a rate of $110, until after October 14th. Please call the hotel to make reservations and be sure to ask for the Performance Institute conference rate.

U.S. Grant
326 Broadway
San Diego, CA 92101
800-237-5029



Additional Discount Rooms Available:
Courtyard Marriott San Diego Downtown
530 Broadway
San Diego, CA 92101

Tuition Rates:

The tuition rates for the *2004 National Symposium on Grants for State and Local Law Enforcement* are:

Conference Only:	$895
Conference Plus One Workshop, Choose A or B	$1190
Conference Plus Both Workshops	$1345

Group discounts are available. Please contact Shawn Keeley at (703) 894-0481 or Keeley@PerformanceWeb.org for more information.

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Administrative note: A 10% cancellation on registration will be assessed if you cancel less than 3 weeks from the date of the event. As speakers are confirmed six months before the event, some speaker changes or topic changes may occur in the program. The Performance Institute is not responsible for speaker changes, but will work to ensure a comparable speaker is located to participate in the program.

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Free Subscription to Institute Research:

The Performance Institute serves as the nation's leading repository of thoroughly researched, documented, catalogued and peer-reviewed "best practices" in a multitude of government management issue areas. Each month, the Institute publishes its research through a variety of e-mail publications. To subscribe to the Institute's newsletter on Law Enforcement Innovations, e-mail your complete contact information to: LawEnforcement@performanceweb.org. For more information on the Institute's government programs and services, visit us on the Internet at www.performanceweb.org.

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Registration Form for

The 2004 National Symposium on Grants for State and Local Law Enforcement

Call 703-894-0481; Fax this Form to: 703-894-0482;
or visit www.PerformanceWeb.org

- ❑ Yes! Register me for the conference only.
- ❑ Yes! Register me for the conference and one workshop. (circle A or B)
- ❑ Yes! Register me for the conference and both workshops.
- ❑ Please call me. I am interested in a special Group Discount for my team.

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