



Williams-Heard & Associates
Linking Capabilities to Goals

May 2, 2016

Cesar J. Suarez
Senior Development Specialist
City of Peoria
419 Fulton, Suite 207
Peoria, IL 61602

Dear Mr. Suarez,

Thank you for the opportunity to provide grant proposal identification and reporting services to the City of Peoria. Based on the agreement, the following scope of services was approved by you and Chris Setti, Assistant City Manager:

The Company:

1. Agrees to research and identify 10-12 on-line grant-funding organizations for business development.
The company has provided a list of grants representing 15 on-line grant funding organizations for business development.
2. Agrees to recommend 3 -5 of the best grant online search portals to raise funds for small and minority business development.
The company has recommended 6 of the best grant online search portals to raise funds for small and/or minority business development by the City, businesses, and nonprofit organizations.
3. Agrees to prepare a detailed report outlining benefits and challenges of the identified grant opportunities, deadlines, and other information pertinent to making an informed decision.
The company has provided a detailed reporting of the grant opportunities, deadlines, and other information pertinent to making an informed decision.
4. Agrees to submit a report of 4 possible grant opportunities to a designee of the City of Peoria (Illinois) for consideration.
The company has provided 7 possible grant opportunities for consideration by the City of Peoria.

5. Agrees to complete the work within one calendar month from the date of a signed agreement.

The company has met with Mr. Suarez to review the first draft. The final report is now presented within four weeks of receiving the first payment for services.

The company has also included additional resources for what has been considered “top” grants for minority small businesses and other potential sources of funding i.e. venture capitalists, etc. that may help as well.

It is our hope that you are satisfied with the services provided. Should you have any questions or need further clarification, please do not hesitate to call or email me directly.

All the best,



Bridgette Heard, DBA, MBA
Owner

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309-214-2969

Recommendations:

The company agrees to recommend 3-5 of the best grant online search portals to raise funds for small and minority business development.

3-5 Grant Online Search Portals: Government, Nonprofit, and Small Businesses

Site: <http://www.grants.gov>

Researchers can identify grant opportunities by agencies, categories, and/or eligibility. Researchers can also get updates through their phone or by email.

Site: <https://www.cfda.gov>

FDA contains detailed program descriptions for **2,338** Federal assistance programs.

Site: <https://www.tgci.com/grantdomain>

GrantDomain is a user-friendly and continually updated funder database of *foundation, corporate, and federal grantmakers*. This affordable tool helps you find the right funders for your work, while saving you aggravation, time, and money. It provides genuinely useful information at a fraction of the cost of other services. Purchasing a GrantDomain account is quick and easy. You may pay by check, purchase order, or credit card—and GrantDomain comes with a money-back guarantee. Try GrantDomain for 30 days and if you're not completely satisfied, we'll refund your payment—no questions asked. The price of GrantDomain is \$495 for 1 year, \$695 for 2 years and \$795 for 3 years.

Site: <https://www.foundationcenter.org>

The Foundation Center allows grantseekers to access grantmaker data. Searchers can view information from over 100,000 grantmakers for free. This information includes foundation profiles and the 990-PF and other publicly available documents. The Center also has three plan options, starting at \$49.99/month, which includes more details for grantmakers for specific grants.

Possible Grant Opportunities for the City of Peoria:

Williams-Heard & Associates, LLC
Email: Bridgette@WilliamsHeardAssociates.com
Website: www.WilliamsHeardAssociates.com

The Company agrees to submit “4” possible grant opportunities for consideration.

Funding Summary	Funding Type	CFDA Number	Where Can You Find More Information?	Agency/ Program	Current Closing Date For Applications	Estimated Total Funding (EST) and Grant Range (GR)	Match Requirement	Eligible Applicants
Job Creation, leverage private capital, encourage economic development	Grant	11.307	www.CFDA.gov www.Eda.gov	DCEDA	Ongoing	\$35,000,000 –EST (based on 2015 funding) \$100,000-\$1,250,000 (GR)	Cannot exceed 50% of the total cost of the project.	City Government
Benefit(s): Funds can be used to revitalize, expand, or upgrade economic development assets. Funds can be used to assist with business expansion, diversification of the local economy, and retaining long term private sector jobs and capital investments. Applications for grant viewed quarterly.				Challenges: Match Requirement. Grant cannot exceed 5 years.				
Assets for Independence Demonstration Program	Grant	93.602	www.CFDA.gov	DHHS	May 13, 2016	\$12,500,000 (EST) \$350,000- \$1,000,000 (GR)	100%(non-federal cash contribution)	Local Government Agencies Applying Jointly with a nonprofit
Benefit(s): These asset building projects can be used to help low income people become self sufficient by helping them with economic and consumer issues.				Challenges: There are limitations on the use of these funds. No more than 15% can be used for administrative costs, reporting, recruiting, or enrolling. (Nonprofit) Organizational experience is a basis for potential selection.				
Develop regional innovation strategies to build business capacity in start -up’s	Grant	11.020	www.CFDA.gov	DCEDA	June 24, 2016	\$10,000,000 (based on 2015 funding) No Data Available (GR)	50%	Others City Government
Benefit(s): Project progress reports are required on a quarterly basis versus monthly. Funds can be used for feasibility studies, planning activities, technical assistance, attracting participants, etc.				Challenges: Match Requirement				
Various grant programs are available for small business development. Funds will be used to	Grant	NA	www.Samsclub.com	Sam’s Club/The Small Business Economic Mobility Initiative SCORE	February (Annually)	\$8,800,000 (EST) Amounts will vary. (GR)	No Match Requirement. This is a competition.	Businesses – (for at least 1 calendar year) – 102 small businesses around the country will be awarded grants and training opportunities.

Summary of Funding Opportunities: Small Business, City Government, and Nonprofits

The company agrees to research and identify 10-12 online grant-funding organizations for business development.

Funding Summary	Funding Type	CFDA Number	Where Can You Find More Information?	Agency/ Program	Current Closing Date For Applications	Estimated Total Funding (EST) and Grant Range (GR)	Match Requirement	Eligible Applicants
SBIR – National Institute on Disability, Independent Living, and Rehabilitation Research	Grant	93.433	www.CFDA.gov	DHHS	April 25, 2016	\$750,000 (EST for 2016) No Data Available (GR)	Cost Sharing = 1%	Small business concerns as defined by the SBA; Nonprofits
<p>Benefit(s): Public, private, and nonprofit agencies that will assist persons with disabilities to gain self-sufficiency by helping to reduce social, vocational, economic barriers to permit access go services and assistance to use their abilities. This can include job identification. Grantees only have to submit an annual progress report for continued funding. Annual Grant</p>				<p>Challenges: Funds must be spent within 12 months.</p>				
Arts Program Development	Grant	45.024	www.CFDA.gov www.Arts.gov	National Endowment of the Arts	April 14, 2016	\$69,000,000 (EST) \$10,000 - \$100,000 (GR)	1:1 (with nonfederal funds)	City Government, Nonprofits
<p>Benefit(s): The City or nonprofits can fund and/or coordinate activities that help entrepreneurs or individual artists create, refine, perform, and exhibit their work. 2,200 grants were awarded in 2015. The grants were given in all 50 states. Annual Grant</p>				<p>Challenges: Required Match. Three levels of review will occur prior to notification.</p>				
Manufacturing Machines and Equipment - Research	Grant	47.041	www.CFDA.gov	National Endowment of the Arts	September 15, 2016	\$942,000 (EST) \$3,000-\$143,774 (GR)	No Match Requirement	Unrestricted
<p>Benefit(s): Grant funds can be used to create new engineering knowledge and develop human capital. Funds can be used to conduct research, pay for salaries/wages, equipment/supplies, travel, publication costs, marketing, technical assistance, etc. Match Requirement.</p>				<p>Challenges: Renewal proposals must be submitted at least six months before additional funding is required. Renewal requests will compete with new proposals.</p>				
Advancing Informal STEM Learning	Grant	47.076	www.CFDA.gov	NSF	November 8, 2016	\$960,000,000 (EST) \$25,741-\$7,000,000(GR)	No Matching Requirement	Unrestricted
<p>Benefit(s): Funds can be used to fund organizations and projects that support STEM education. Funds can be used for research, educational activities, salaries, permanent equipment, supplies, travel, publication costs, scholarships, etc. Matching Requirement.</p>				<p>Challenges: NA</p>				

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Delivery of Apprenticeship Programs to place women into nontraditional/occupations in need of apprentices	Grant	17.201	www.CFDA.gov	DOL	May 6, 2016	\$1,988,000 (EST) Up to \$650,000 (GR)	No Matching Requirement	Employers, unions, and other workforce intermediaries
Benefit(s): The funds will be used to meet the needs of the skilled workforce. Matching Requirement.				Challenges: NA				
Employment and Training-Older Americans	Grant	17.235	www.CFDA.gov	DOL	April 29, 2016	\$339,000,000 (EST) \$324,000 - \$84,000,000 (GR)	10% of total costs + partnership(s)	Federal Public Agencies Nonprofits
Benefit(s): Funds can be used to foster individual economic self-sufficiency; provide training in meaningful part-time opportunities in community service activities for unemployed low income persons , 55 years of age and older – and others with poor employment prospects.				Challenges: Match Requirement + Partnership				
Help Agricultural producers enter into value-added activities	Grant	10.352	www.CFDA.gov	DOA	June 24, 2016	\$44,000,000 (EST) \$5,000 - \$250,000 (GR)	50%	Businesses that produce agriculture
Benefit(s): Funds can be used to generate new products, creating and expanding marketing opportunities, and increase producer income.				Challenges: Match Requirement. The period of performance: 1-3 years.				
Grant based investments under the Planning and Local Technical Assistance Programs (to develop economic development plans)	Cooperative Agreement Grant Project Grant	11.302 11.303	www.CFDA.gov	DOC	Ongoing	\$30,000,000 (based on 2015 funding) \$40,000-\$200,000 (GR)	% Not Specified, however, documentation of matching fund availability must be included in the grant application.	Nonprofits
Benefit(s): The outcomes will include the development of economic plans to assist underemployed skilled individuals. EDA offers assistance in completing the grant application.				Challenges: N/A				
Drug Abuse and Addiction Research	Grant	93.279	www.CFDA.gov	DHHS	January 7, 2019	\$813,000,000 (EST) \$4,244 to \$5,000,000 (GR)	No Match Requirement.	Small Business and Individuals
Benefit(s): Individuals with the skills necessary to conduct research and small domestic businesses with no more than 500 employees and whose primary function is NOT research. Can be used to research the topic in conjunction with its impact/effect on business, the community, etc.				Challenges: Work must be completed within phases. Project period cannot exceed 5 years (generally).				

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Support to operate a MBDA.	Cooperative Agreement	11.805	www.CFDA.gov	DOC	May 7, 2016	\$9,556,012 (EST) \$225,000-\$600,000 (GR)	Cost Sharing	City Government Small Business Nonprofits
Benefit(s): Funding can be used to provide strategic deal making and business consulting services to eligible Minority Business Enterprises. Funds will support the growth and global competitiveness of minority owned U.S. businesses. Annual Grant				Challenges: No appeal process for denied applications.				
Support for businesses that already have a grant through the WBC Program – Renewal Grant	Cooperative Agreement	59.043	www.CFDA.gov	DOT	June 9, 2016	\$16,000,000 (EST) No Data Available (GR)	Initial Phase (1-2 years) = 1:2; Year 3 = 1:1	Current WBC Grant Recipients, Nonprofits
Benefit(s): Funds will be used for the establishment of women’s business centers. Funds will be used for training and counseling business women.				Challenges: Client activities records must be maintained to show details of the services provided. Match Requirement.				
Support for the establishment and operation of plant level, area wide industry committees confronting problems in business	Grant	34.002	www.CFDA.gov	FMCS	May 31, 2016	\$400,000 (EST) Up to \$400,000 (GR)	10%	City Government Small Business
Benefit(s): Match Requirement.				Challenges: The grant funds can only be used to assist committees where collective bargaining agreements exist in the company. This may exclude some smaller businesses, though many construction companies will have collective bargaining agreements.				

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Provides financial assistance awards for projects that affect or contribute to the establishment of minority business enterprises	Cooperative Agreements and Project Grants	11.802	www.CFDA.gov	Minority Business Resource Development	Ongoing	No Data Available (EST) (GR)	No Match Requirement	Nonprofit For Profit City Government (No Financial Match Required)
Benefit(s): Funds will be used for the establishment, preservation, and strengthening of minority business enterprises. Other uses include the increasing of strategic growth and global competitiveness. No matching funds required. Pilot projects should, however, include non-federal cost sharing which can include in-kind.				Challenges: NA				
Provides funds for business ownership by individuals who are both socially and economically disadvantaged	Procurement Contracts	59.006	www.cfd.gov	Business Development Program- SBA	Ongoing	No Data Available (EST) (GR)	No Match Requirement	Small Businesses Minority Group/Business Commerce
Benefit(s): Funds will be used to foster business ownership by individuals who are socially and economically disadvantaged. Funds will be used to promote competitive viability through management and technical assistance, business training and counseling, and financial assistance. Single or multi-year awards.				Challenges: 51% of ownership must be by a socially and economically disadvantaged person as determined by the SBA.				
Support for capital investment, job creation and economic development in distressed urban communities	Project Grants	59.055	www.CFDA.gov	HUBZone Program	Ongoing	\$3,000,000 (EST) No Data Available (GR)	No Match Requirement	Businesses
Benefit(s): Funds can be used to increase employment opportunities, investment, and economic development.				Challenges: Based on federal funding. Business must be located within a Hubzone.				

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This is a nationwide competition that will award funds to entrepreneurs/business owners.	Grant/ Contest	NA	http://smallbusinessgrant.fedex.com	FedEx	Entry Period: 5/3 – 5/30 Voting Period: 5/17-6/13 Top 100 Announced: 6/20 Winners Announced: 7/11	\$25,000 (EST) 1 Grant	No Match Requirement	Businesses
The grant provides funds for computers, marketing, part-time help, etc.	Grant	NA	http://www.businessgrants.org/opportunities/national_association_self_employed_nase_business_grants.html#.VORFeTdZaoM	The National Association for the Self-Employed Growth Grants Program	Ongoing	Up to \$4,000 No Data Available (GR)	No Match Requirement	Businesses
The grant provides funds for organizations/businesses fighting for social justice and reform. Funds are used to assist in the disruption of racially unjust systems.	Grant	NA	www.google.org	Google Grants	Ongoing	Open Specific Data Not Provided (EST) (GR)	No Match Requirement	Businesses
JP Morgan Chase offers grant funds to jump start businesses. Grantees will also receive a trip to Google for a marketing workshop and gain access to a marketing toolkit from Google.	Grant	NA	https://www.missionmainstreetgrants.com	Mission Mainstreet Grants	Application Period: May – June (each year) Grants Awarded: September	Up to \$100,000 (20 awards in 2015) (EST) No Data Available (GR)	No Match Requirement	Businesses
MillerCoors Urban Enterprise Series (MUES) Business Plan Competition offers grant funds to fund start up businesses that have been in business less than 5 years.	Grant	NA	www.MillerCoorsMUES.com	MillerCoors Grant	Open	Up to \$150,000 for five entrepreneurs (EST) No Data Available (GR)	No Match Requirement	Businesses

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The Eileen Fisher Women Owned Business Grants are awarded annually around social consciousness, sustainability, and innovation.	Grant	NA	http://www.eileenfisher.com/grants/grants-overview/	Eileen Fisher Women Owned Grants	Open	Open Five grants are awarded annually. No Data Available (EST) (GR)	No Match Requirement	Businesses
Idea Cafe' Grant Program provides funds to innovative entrepreneurs.	Grant	NA	http://www.businessownersideacafe.com/small_business_grants/index.php	Idea Café Grant Program	Spring	\$1,000 to one entrepreneur (EST) No Data Available (GR)	No Match Requirement	Businesses Small business owners need to register to the website to get additional information about this grant as well as other small business grants.
WalMart Global Women's Economic Empowerment Initiative provides resources for women businesses by providing training and market access. Women businesses will have the opportunity to be economically empowered through resources and actual grant funds.	Source Grant	NA	http://news.walmart.com/news-archive/2011/09/14/walmart-launches-global-womens-economic-empowerment-initiative	WalMart Global Women's Economic Empowerment Initiative	Ongoing	Open No Data Available (EST) (GR)	No Match Requirement	Businesses

Key:

DCEDA = Department of Commerce – Economic Development Administration

DHHS = Department of Health and Human Services

DOL = Department of Labor

DOT = Department of Transportation

NSF = National Science Foundation