



NBG'S GRANT WRITING SERVICES -- 2010

Nations Business Group (NBG) based near Washington, DC is pleased to provide you with a summary of the grant writing services we offer to small businesses, not-for-profit organizations, Native American firms and tribal organizations. With over 100 years of combined experience working with key federal agencies and Washington organizations, our experienced team of professionals is working to help organizations win new grant funding. Our services and deliverables are described in the following four phases.

PHASE 1 -- GRANT EVALUATION AND ASSESSMENT PROCESS

Nations Business Group will work with your leaders to determine if a new grant application would be appropriate. Our grant writing team will begin by working with you and your organization to better understand your overall business development strategy and core competencies. We will thoroughly discuss your overall business goals and your financial and business growth plans. Simultaneously, NBG will research upcoming funding opportunities and develop a report of all possible grants, loans, or related procurements that are being released by the federal government, non-profits or associations.

The NBG team will help determine the federal grants and/or capital funding competitions for which you are eligible to apply as part of this assessment phase. Depending on the type of funding your organization desires, our grant writing team will typically review over 100 possible grants. We will work with your leadership team to glean the grants which most closely match your specific interests and capabilities from the many available options. We only put the most appropriate funding opportunities in the report which will save you time and drive future research efforts as you prepare your grant development schedule with our staff.

PRICE for Phase 1 – \$1,000

PHASE 2 – IDEA MATCH & SUBJECT MATTER EVALUATION

After the initial assessment, NBG will work with your team to develop appropriate ideas, possible subject areas, grant topics and business sectors that match the grant(s) that your organization chooses to bid. We will also evaluate your goals and future business areas and plans. In Phase 2, NBG works with your team to develop and refine the ideas you have and match them against grants that have been announced and published by the government. We work to identify numerous grant opportunities and possible funding programs that your organization would be eligible to pursue.

NBG conducts primary research and the necessary vetting to identify the most appropriate grant proposals and subject areas. Key areas that NBG evaluates include:



1. Health Care / Scientific Research / Elder Care
2. Community Development Block Grants / USDA Rural Development Authority Grants
3. Energy Technology / Energy Efficiency / Alternative fuels
4. Homeland Security / Planning and Emergency Response
5. Technology / Broadband for Rural America
6. Defense and Information Technology
7. Trade Development / Export Development Grants

We will go over the grant abstracts, timelines and funding availability for which your organization is eligible. Thousands of companies and vendors are applying for federal grants so it is very competitive. We need to ensure that our business model and grant review process will help identify and articulate the best grant writing process and strategy to meet the specific grant timelines. One effective strategy emerging in the business world is the use of professional grant writing services such as those offered at NBG. Our staff are working to set up a grant monitoring and alert system where we would notify you of selected grant opportunities.

We help write grants for both non-profit and for-profit agencies for various products and services required by the government. We specialize in working with a variety of organizations ranging from the Departments of Homeland Security to Agriculture, to Health and Education. The goal of this phase is to match the possible grant subject area to the core competencies and capabilities of your organization. For example the grant under review may require expertise with law enforcement, education, agriculture or technology – such a grant would only be an appropriate match if your organization had the necessary expertise. By the end of Phase 2 we will have positively identified a specific grant that your organization would like to pursue.

PRICE for Phase 2 -- \$3,000

PHASE 3 –KEY PLANNING STEPS FOR SUCCESSFUL GRANT PROPOSALS

Below are the deliverables that NBG provides to our grant proposal clients. We start by providing careful analysis and identification of specific grants that match a need or competency of your small business or organization. NBG's services include:

- Marketing support services that enhance the linkages between the vendor and grant eligible customers
- Provision of online and telephone based funding support services for your customers and sales staff
- Grant competition research which can be generated to update your customers and sales staff on upcoming grant opportunities
- Idea formulation and grant proposal writing



- Grant evaluation services
- Contract support to ensure your customers apply their awarded grant funds as committed to and required by federal agency

PRICE for Phase 3 -- \$3,000

PHASE 4 – WRITING THE GRANTS PROPOSAL AND APPLICATION

After researching pending grant applications and coming to an agreement on the match of a specific grant, NBG's grant writing team will create a report overview of the selected grant competitions. NBG's careful review of the pending grants will be used to help evaluate, review and recommend the most likely grant applications to pursue. Depending on the type of funding your organization is looking for, the NBG grant writing team will typically include a summary of the most appropriate funding sources and grant competitions for your organization.

Finally, NBG will begin to write the specific grant application. We start by providing you with an outline for your leaders to approve. Based upon the outline, our writers will begin the process of writing the proposal and grant application. The grant writing process is very labor intensive and requires much original writing and research to support the grant proposal. The writing phase can vary from a minimum of two weeks to as much as ten weeks.

Typically we will have two review stages during our writing effort. Once we have a draft of the full grant proposal, we will seek a **red-team review**. The red-team review is crucial and is designed to identify any missing information and catch any shortcomings. It will allow your leaders to comment on the grant proposal and make their written suggestions via the "track changes" feature of word processing programs. After the red-team review, the NBG grant writing team will make the specified changes and do additional writing to ensure completeness of the grant proposal. At this time, NBG recommends a **gold-team review**. The gold-team review is conducted when the NBG team concludes that the proposal is very near a complete product. The gold-team review will be conducted via conference call and all changes or suggestions will be made via track changes. Final signatures and approval from your organization will be made immediately after gold-team review.

PRICE for Phase 4 -- \$8,000

For more information, please contact Greg Farrell at 703-821-6600 x204 for more information or to discuss a specific grant proposal.