

# HURRICANE MARIA CAPACITY BUILDING PROGRAM



FEMA

EDA  
U.S. ECONOMIC DEVELOPMENT ADMINISTRATION



# Cerrar o vender instituciones, siguiente paso en reforma fiscal

*Duplicidad de funciones, ineficiencia y poco control de gasto público, son las consecuencias*



Página 2. "Todos comunicamos, no importa que no seamos periodistas", dijo Augusto Bolaños, comunicador encargado de Vecinos Activos Carpio de Luz. Esteban Mengo/La República



# 3<sup>RD</sup> CYCLE PROPOSAL DEVELOPMENT

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BUSINESS AND ECONOMIC DEVELOPMENT UNIVERSITY CENTER



# AGENDA:

- A review of what have we learned
- Elevator pitches: your tool for approaching project officers
- Project concept development – EDA abstract criteria
- Program officers: a summary of funding opportunities
- What have we accomplished and follow up actions?



# TRIVIA I: WHAT DO THESE ACRONYMS MEAN?

- EDA -> Economic Development Administration
- NOFO -> Notice of Funding Opportunities
- DUNS -> Data Universal Numbering System
- EIN -> Employer Identification Number
- SPOC -> Single Point of Contact
- SHPO -> State Historic Preservation Officer
- MTDC -> Modified Total Direct Cost
- RFP -> Request for Proposal
- F&A -> Facilities and Administrative Rate
- SAM -> System for Award Management
- SAI -> State Application Identifier
- BEDC -> Business and Economic Development Center



# TRIVIA 2: CAN YOU ANSWER THESE QUESTIONS?

- What is the SF 424?
- Which is the federal government system for submitting the proposal?
- Do I need a DUNS or a SAM for submitting?
- What are indirect costs?
- What is the OmniCircular?



## TRIVIA 2: CAN YOU ANSWER THESE QUESTIONS?

- What is the percentage allowed by the OmniCircular for indirect costs if you have never had an agreement of indirect costs?
- Where can you find the RFP o NOFO?
- What is Lilly's complete name and last names?
- For what is Grants.gov?
- What is a workspace?



# TRIVIA 2: CAN YOU ANSWER THESE QUESTIONS?

- Define “in-kind” and mention examples
- How much is the typical matching of the agency?
- What is resiliency?
- What do you do first, the registration in Grants.gov or the registration in SAMS?
- Indicate the main difference between a grant and a cooperative agreement?

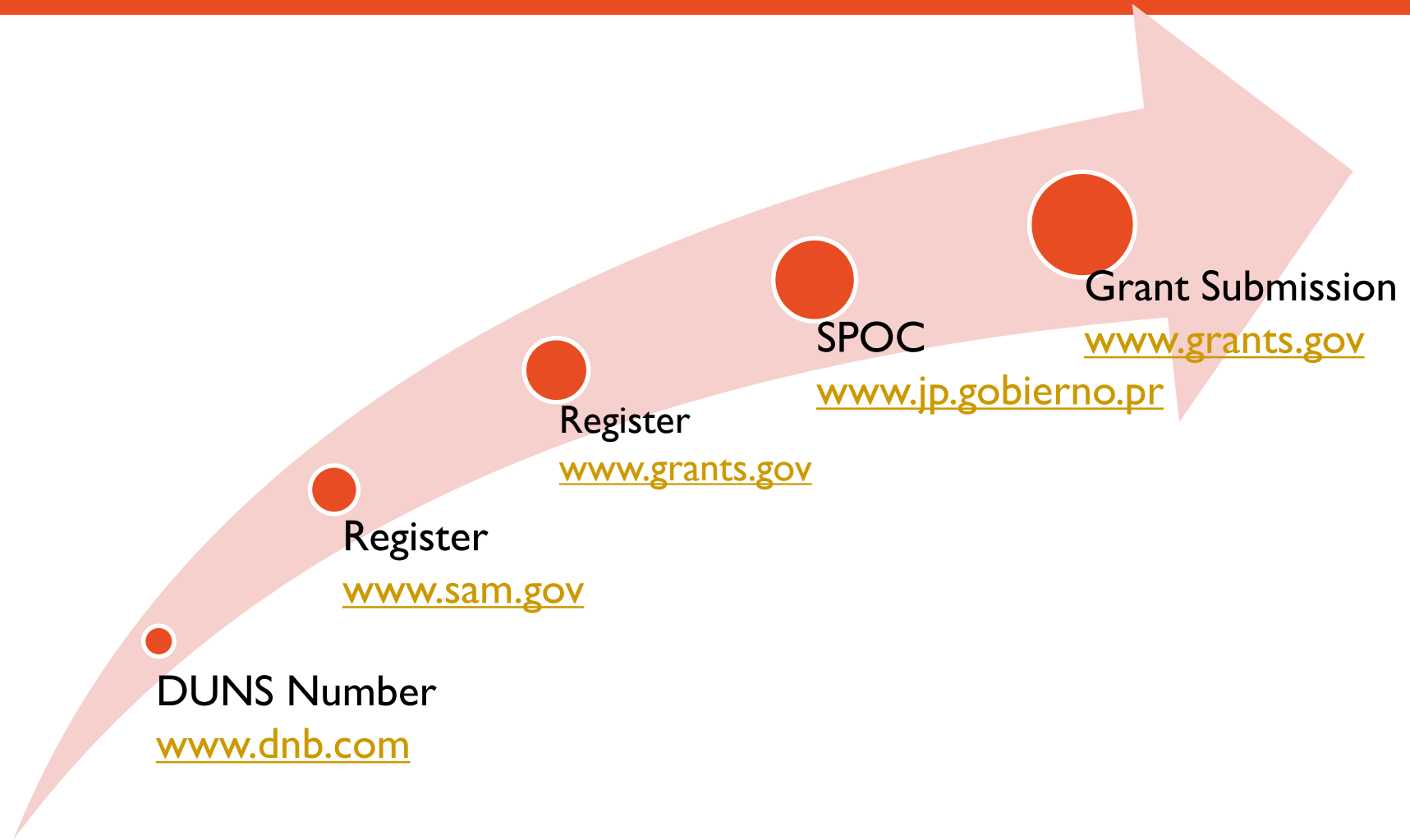




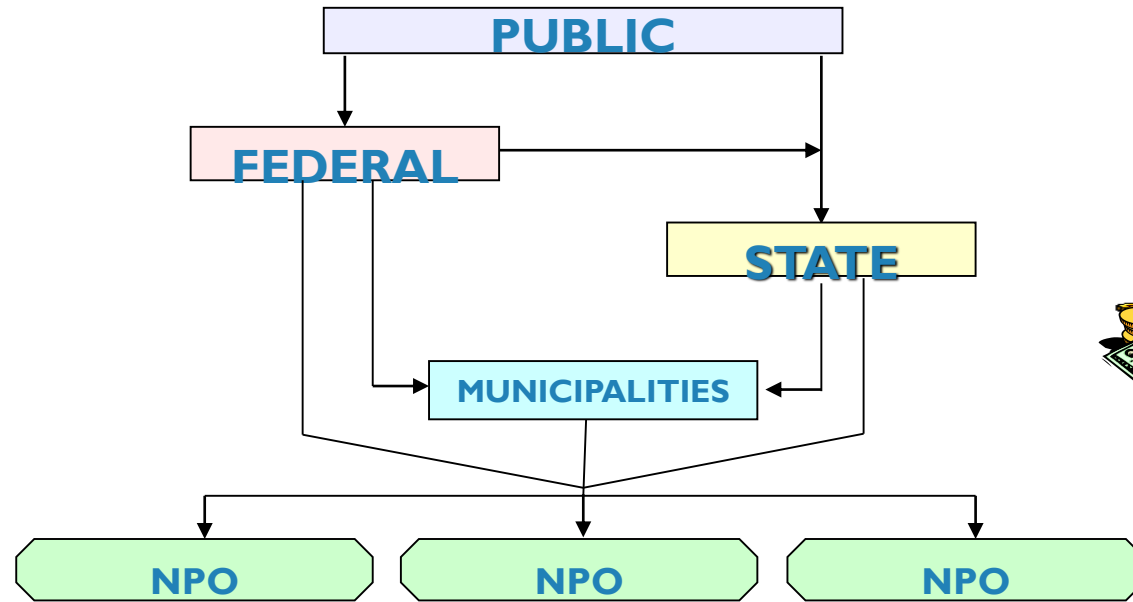
# PROPOSAL SUBMISSION: WHAT YOUR ORGANIZATION SHOULD HAVE

- ❑ Certificate of incorporation non-profit (<http://www.estado.gobierno.pr>)
- ❑ Corporate By-laws
- ❑ Board of Directors (updated list)
- ❑ Checking account
- ❑ Employer identification number (EIN)
- ❑ State tax exemption certification (<http://www.hacienda.gobierno.pr/>)
- ❑ “Good Standing“ Certificate - Department of State (<http://www.estado.pr.gov/>)
- ❑ Federal tax exemption certification
- ❑ Financial statements (Compiled/Certificates/Audited)
- ❑ Corporate resolution authorizing proposal submission (Notarized)
- ❑ Certifications and/or accreditations to operate the Organization
- ❑ Certification from the Federal Proposals Review Office (SPOC, Puerto Rico Planning Board)
- ❑ Computerized accounting system (certification)
- ❑ Track record of the Organization (achievements)
- ❑ DUNS (Data Universal Number System)\*
- ❑ SAM subscription ("System for Award Management, [www.sam.gov](http://www.sam.gov))

# FEDERAL GRANTS SUBMISSION (STEPS)



# PUBLIC SOURCES



**Mention possible sources of information.**

# EXAMPLE OF PUBLIC SOURCES: LOCAL DEPARTMENT OF HEALTH NOFO

**DEPARTAMENTO DE SALUD  
SECRETARÍA AUXILIAR DE SALUD FAMILIAR,  
SERVICIOS INTEGRADOS Y PROMOCIÓN DE LA SALUD  
OFICINA CENTRAL DE ASUNTOS DEL SIDA  
Y ENFERMEDADES TRANSMISIBLES  
PROGRAMA RYAN WHITE PARTE B/ADAP  
P.O BOX 70184, SAN JUAN PR. 00936**

**CONVOCATORIA DE PROPUESTAS  
SERVICIOS VIH: REGIÓN GEOGRÁFICA DE BAYAMÓN**

**Introducción:**  
El Programa Ryan White Parte B del Departamento de Salud anuncia la disponibilidad de fondos, mediante un llamado de convocatoria abierta de propuestas a entidades sin fines de lucro, para desarrollar e implementar programas de servicios de salud y de apoyo para personas con VIH para el año fiscal 2019-2020, en la región de Bayamón. Estos fondos son asignados a través de la *Ley Ryan White HIV/AIDS Treatment Extension Act of 2009 (Ley Ryan White, Public Law 111-87)*. Esta ley se dirigió a atender las necesidades no cubiertas de las personas que viven con el Virus de Inmunodeficiencia Humana (VIH), mediante la subvención de servicios para el tratamiento de la condición del VIH, servicios para el cuidado de la salud y de apoyo, mejorando el acceso y la retención en el cuidado continuo de salud. Los programas a desarrollarse, con el uso de estos fondos, cubrirán el año fiscal del 1 de abril de 2019 al 31 de marzo de 2020.

**Regiones de Salud de Participantes:**  
• Región de Bayamón: Baranquitas, Bayamón, Cataño, Comerío, Cotuí, Dorado, Naranjito, Toa Alta, Toa Baja, Obonís y Vega Alta.

**Se otorgarán fondos dirigidos a:**  
El Programa Ryan White Parte B del Departamento de Salud ha establecido que estará subvencionando, para el año fiscal 2019-2020, las siguientes categorías en la región de referencia: 1) Servicios de Salud Ambulatorios, 2) Cuidado de Salud Oral, 3) Cuidado de Salud en el Hogar con Base en la Comunidad, 4) Terapia Médica Nutricional, 5) Asistencia Económica de Emergencia, 6) Transporte Médico, 7) Alcance Comunitario, 8) Comidas a Domicilio, 9) Manejo de Caso No Clínico y 10) Vivienda Temporal.

Para más información, puede acceder el siguiente enlace:  
[https://bah.hrsa.gov/sites/default/files/salu/program-grants-management/Cercos/CategoryPDI\\_16-02/final.pdf](https://bah.hrsa.gov/sites/default/files/salu/program-grants-management/Cercos/CategoryPDI_16-02/final.pdf)

**Las organizaciones que sometan propuestas deberán cumplir con los siguientes criterios de elegibilidad:**

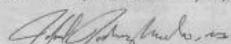
- Ser una entidad sin fines de lucro, reconocida e incorporada en el Departamento de Estado de Puerto Rico.
- Entidad que no sea un centro clínico, independientemente que sea con o sin fines de lucro.
- Programas de agencias sin fines de lucro, que hayan sido subvencionados en el pasado con fondos del Programa Ryan White Parte B y 10) hayan tenido señalamientos en los Informes de Monitoría Programática y fiscal. De haber tenido señalamientos en estas monitorías, afectará su puntuación total conforme el tipo de señalamiento.
- Si es un consorcio, debe cumplir con la definición establecida en la Ley Ryan White.
- Tener al menos dos años de experiencia preveyendo servicios a personas con VIH en Puerto Rico.
- Tener una Junta de Directores debidamente constituida.
- No tener deudas con el Departamento de Hacienda, ni con el Centro de Recaudaciones de Ingresos Municipales.
- Las organizaciones y/o consorcios a ser financiados con estos fondos deberán cumplir con la circular A-133 de la US Office of Budget Management (OMB) y someter copia certificada, como fiel y exacta a la original de la última auditoría externa (*single audit*), en la cual incluya las observaciones y acciones correctivas.
- Poseer pólizas conforme a los servicios a ser provistos, tales como responsabilidad pública, de auto, Impenicia médica profesional, entre otras según correspondan.
- Tener una reserva de fondos, no comprometidos, de al menos \$15,000.00.
- Las entidades deben tener una solidez y solvencia económica y administrativa que le permitan tramitar servicios por reembolso mensual.



Las entidades interesadas deberán participar de una orientación compulsoria, en la que se entregará la Guía de Preparación de Propuesta y Solicitud de Fondos 2019-2020. La misma se llevará a cabo el martes, **13 de noviembre de 2018, a las 9:00 a.m., en el salón Dr. Guillermo Arbona del edificio principal, Edificio A, del Departamento de Salud.** Las personas interesadas en asistir a la orientación pueden registrarse a través del correo electrónico [luz.marrero@salud.gov.pr](mailto:luz.marrero@salud.gov.pr) de la Dra. Luz Marrero Rodríguez, Coordinadora de la Unidad de Servicios Complementarios de VIH.

Las personas interesadas en obtener más información, pueden llamar a los teléfonos: (787) 765-2929, extensiones 5130, 5129, 5103.

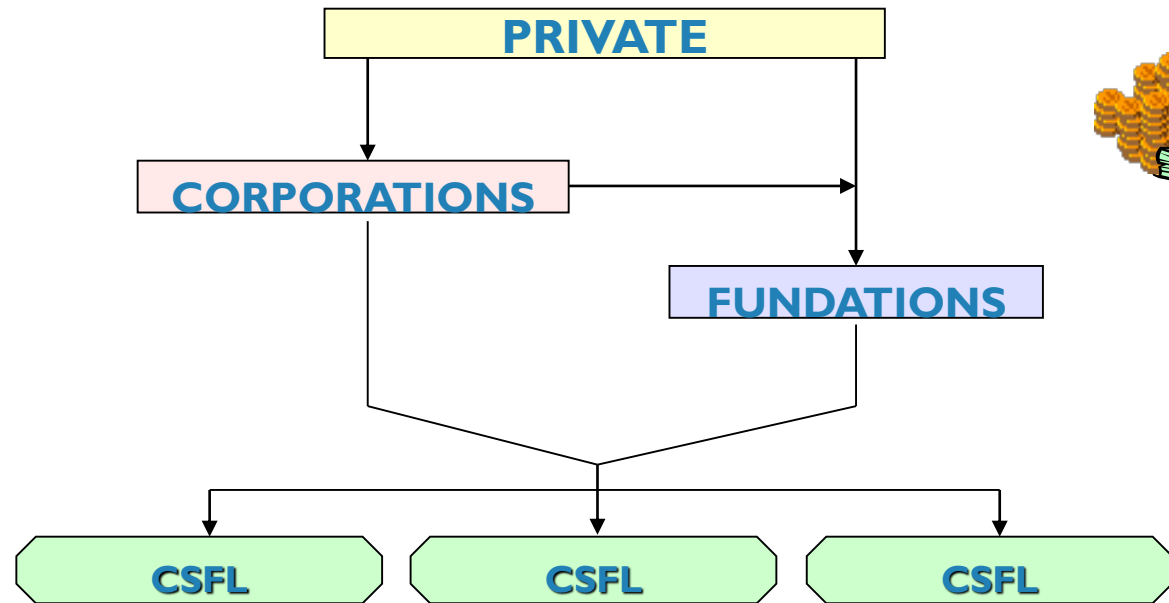
El Departamento de Salud tiene la potestad y facultad para rechazar cualquier propuesta que no reúna los requisitos establecidos en el documento de solicitud y de acuerdo a las leyes y reglamentos vigentes.

*This Project is supported by the Health Resources and Services Administration (HRSA) of the U.S. Department of Health and Human Services (HHS) under grant Ryan White Part B 1077HA00046. This information or content and conclusions are those of the author and should not be construed as the official position or policy of, nor should any endorsements be inferred by HRSA, HHS or the U.S. Government.*

  
**Rafael Rodríguez Mercado, MD, FAANS, FACS**  
Secretario  
Departamento de Salud de Puerto Rico

# PRIVATE SOURCES





# EXAMPLE OF PRIVATE SOURCES: BANCO POPULAR FOUNDATION

cnde@uprm.edu

SÁBADO  
10 de noviembre de 2018



La organización sin fines de lucro Caras con Causa recibiendo su premio. Desde la izquierda: Frankie Miranda, Karen Fernández, Marisol Quiñones, María Soto, Deifanes Torres, Pedro Berríos, Pedro Carrión, Michael Fernández, Luis Marrero y Richard L. Carrión.

## Galardonan a la "gran idea"

El "Puerto Rico Big Ideas Challenge" busca fomentar la innovación

La alianza entre ambas entidades, se explicó, produjo un fondo millonario para nutrir el primer reto de innovación social, único de su tipo en Puerto Rico, pero común en otros países del mundo.

Los tres ganadores recibirán un premio inicial de \$150,000 para pilotear su gran idea de cambio social por seis meses. Luego competirán por un primer lugar (hasta \$450,000 adicionales), segundo lugar (\$300,000) y tercer lugar (\$200,000) para ejecutar el proyecto por un periodo de 12 meses adicionales.

Contarán además con mentores, peritos, intercambios y la experiencia de asistir al evento Solve at MIT 2019, un programa asociado al Massachusetts Institute for Technology (MIT) que anualmente lanza retos de índole global con competidores de todas partes del mundo. Serán también conectados con donantes e inversionistas sociales para la continuidad de su gran idea.

Hubo cinco equipos semifinalistas liderados por Fundación Ismael Rivera, la Universidad de Puerto Rico Recinto de Río Piedras, Centro del Estudiante y Maestro Investigador (CEMI) y el Puerto Rico Historic Building Drawing Society, que recibirán un premio de reconocimiento de \$25,000.

Además de los tres premios principales se entregará una mención honorífica por su gran potencial de impacto a Unidos por Uluaú, con un premio de \$100,000, se adelantó.

**ANTONIO R. GÓMEZ**  
antonio.gomez@primedia.com

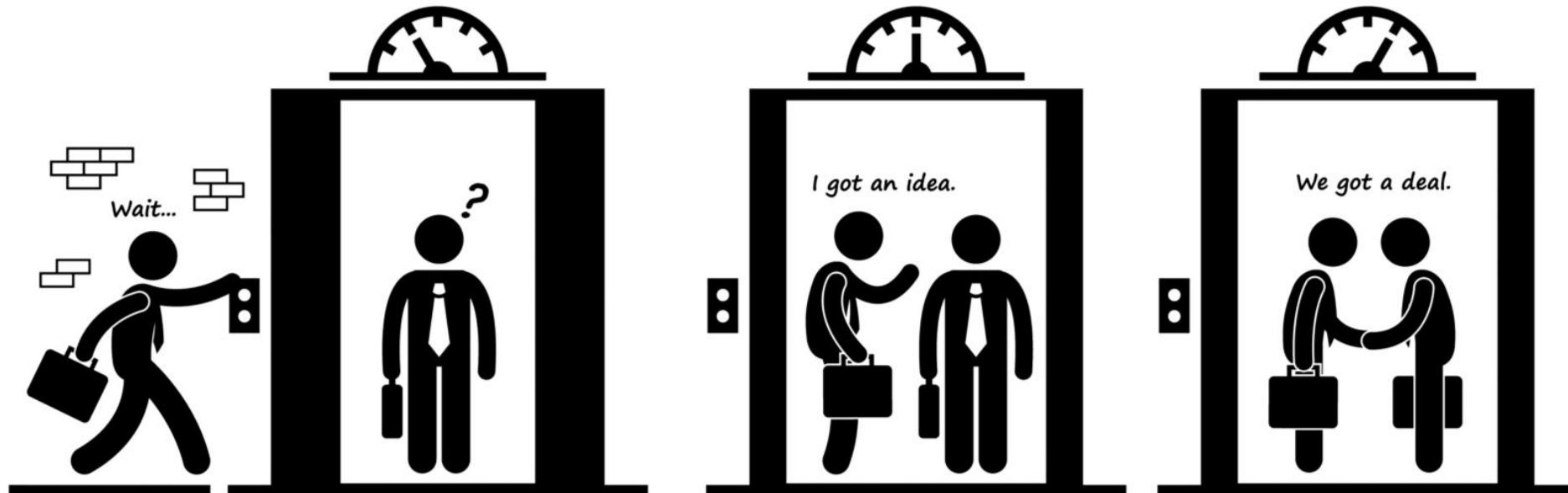
El reto para presentar y desarrollar "grandes ideas" para solucionar alguno de los más serios problemas de Puerto Rico tiene ya tres ganadores en tres entidades sin fines de lucro, que recibirá cada una \$150,000 para comenzar a trabajar en sus proyectos.

Las organizaciones sin fines de lucro Caras con Causa; Centro de Microempresas y Tecnologías Agrícolas Sustentables en Yauco (CMTAS); y la Universidad Interamericana de Puerto Rico, recinto de Barranquitas, resultaron ganadoras principales del "Puerto Rico Big Ideas Challenge", organizado y auspiciado por la Fundación Banco Popular y la Hispanic Federation.

Este certamen fue lanzado el pasado 30 de marzo, y surgió como parte de los esfuerzos de recaudo de fondos para beneficiar los damnificados del huracán María, indicaron Richard L. Carrión, presidente de la junta de directores de Fundación Banco Popular, y Frankie Miranda, vicepresidente senior de Hispanic Federation.

# ELEVATOR PITCHES - YOUR TOOL FOR APPROACHING PROGRAM OFFICERS

- How can you research project officers? What can you learn of them in advance? Where can you approach them?



# HOW MUCH DO YOU KNOW YOUR PROGRAM OFFICER?

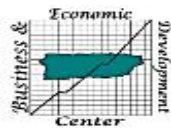
José I. Vega Torres, PhD.



David Santiago Rosado, PhD.



# HOMEWORK



## Hurricane Maria Capacity Building Program

### Proposal Elevator Pitch

Imagine you will have the unique opportunity to explain your project idea to the Economic Development Administration (EDA) project officer. You only have one and half minute (90 seconds) to make your pitch to get the attention of your listener and her/his interest for to get a meeting to further explain your project and an invitation to send a proposal.

To develop an elevator pitch of your proposal project please follow the following guiding points:

**Introduce yourself, your organization and the project:** Use an eloquent, attention getting initial remarks.

**Nexus to disaster:** In no more than three sentences, explain what serious economic downturn or event occurred because of the disaster (last year hurricanes) and how the proposed project will address the needs created because of such event. Provide data to support your argument.

**Project description and scope:** Explain in one to three sentences your proposed project scope of work or solution. Indicate your target population, amount of participants (either individuals or institutions). You may include references that back your claim that the proposed project is a pertinent and feasible solution.

**Investment Strategies Addressed:** In one sentence, please highlight the strategic investment(s) identified by the Commonwealth as enumerated on its Recovery Plan this project addresses. Please refer to the enclosed selection of such strategies. For more details visit: <http://www.p3.pr.gov/assets/pr-transformation-innovation-plan-congressional-submission-080818.pdf>

**Jobs (created and/or retained):** Indicate the amount of jobs created because of the proposed project. Please mention if such jobs positions are new or retained due to this initiative.

**Geographic location:** indicate the geographic area your project will influence. If the project is a multisite one or benefits more than one area, please indicate the municipalities affected.







**Partnerships:** Include the names of other institutions actively collaborating in the initiative or project herein described and their role on it



# PROJECT CONCEPT DEVELOPMENT



# BASIC FRAMEWORK OF THINKING A PROPOSAL

- Identify the problem with proof providers.  ■ **SITUATION / NEED**
- Establish measurable success indicators for demonstrating the solution of the problem  ■ **OBJECTIVES**
- Describe the steps that will lead to the achievement of those objectives.  ■ **ACTIVITIES / METHODS**
- Present the personnel with the adequate skills that will be responsible for the activities and the resources they will need.  ■ **PERSONNEL / RESOURCES**
- Establish procedures to measure success of the project based on the objectives outlined previously.  ■ **EVALUATION PLAN**
- Estimate the necessary funds to perform the Project.  ■ **BUDGET**  
A budget is the execution plan in economic terms

**“A proposal is the resume of your Project.”**

# PROPOSAL = RESUMÉ



# SIMILAR PURPOSES

Resumé

Proposal

- Sell the person
- Get the interview
- Get the job
- Advance your career

- Sell the entity and the project
- Have a visit
- Obtain the funds for your project
- Advance your cause (Mission)

# PROJECT CONCEPT – EDA ABSTRACT CRITERIA

- **What should we know before starting to write?**
- **What info should we have at hand?**



## TRANSFORMATION AND INNOVATION IN THE WAKE OF DEVASTATION

AN ECONOMIC AND DISASTER RECOVERY PLAN FOR PUERTO RICO



### Strategic Initiatives

Eight objectives guide the strategic initiatives selected by the Governor to promote the transformational vision for social and economic progress.



④ Visitor Economy | Develop a strong visitor economy to help position Puerto Rico as a global destination of investment, production, and wealth



④ Ocean Economy | Integrate and promote all of Puerto Rico's ocean-dependent industries and ecosystems as a cohesive effort to promote economic growth, improve quality of life for residents, and enhance the visitor's experience



④ Digital Transformation | Build digital capabilities and workforce needed to fundamentally transform key industry and government processes to become more user-focused, relevant, and efficient at addressing local needs and delivering basic services



④ Emergency Services Modernization and Integration | Enhance public safety and first responders' ability to deliver reliable, modern, and integrated emergency services



④ Entrepreneurship | Expand opportunities for entrepreneurship and development of small to medium local business that can compete globally to promote economic development



④ Agricultural Modernization and Processing | Modernize agriculture to promote greater







# INVESTMENT ABSTRACT FROM EDA

# EDA INVESTMENT ABSTRACT FORM

## EDA Investment Abstract For 2018 Disaster NOFO

**GENERAL INSTRUCTIONS:** This document has the intention to summarize a proponent's project description that looks for a preliminary evaluation from the Economic Development Administration of the U.S. Department of Commerce. Please provide the following information (bullets) in a two to three pages document in the subjects and format described below for initial review of project by EDA Representative.

This Investment Abstract is to assess projects responsive to FY 2018 EDA Disaster Supplemental Notice of Funding Opportunity (NOFO) (Disaster Supplemental NOFO) available at: [https://www.grants.gov/web/grants/view\\_opportunity.html?oppId=302953](https://www.grants.gov/web/grants/view_opportunity.html?oppId=302953)

[PAGE ONE]

- **Background and disaster nexus:** Provide a brief background of economic need and how the EDA investment will solve or help solve this need: *(Answer: What serious economic downturn or event occurred? How will this EDA investment specifically help?)* As part of this part applicants **must include a narrative attachment (one page)** as a part of their application materials, describing in detail the nexus between their proposed project scope of work and disaster recovery and resilience efforts. The strength of the **nexus to the disaster** is drawn from the consequences of the relevant disaster(s) and the intended project outcomes that fulfill the community's specific post-disaster needs.

○ **Resiliency:** To be competitive, applications must clearly incorporate principles for enhancing the resilience of the relevant community/region or demonstrate the integration of resilience principles into the investment project itself. Resilience (within the context of economic development) should include methods and measures to mitigate the potential for future economic injury, promote a faster "up-time" for economic anchors (e.g., key businesses and/or industries), and strengthen local and regional capacity to troubleshoot and address vulnerabilities within the regional economy. As noted above, to be competitive under this NOFO, application submissions must clearly incorporate resilience principles. For a definition and examples on economic resiliency visit EDA's website at: <https://www.eda.gov/ceds/content/economic-resilience.htm>

[PAGE TWO]

- **PROJECT SCOPE (ABSTRACT)** – In no more than 200 words, provide a general description of the specific project for which EDA Funds are being requested. Please indicate expected starting and completion dates. Every EDA Economic Adjustment Initiative must be consistent with the region's current CEDS or equivalent EDA-accepted regional economic development strategy meeting EDA's CEDS or strategy requirements. For appropriate compliance with this requirement, and until an updated version of Puerto Rico's CEDS is available, please refer to the Economic and Disaster Recovery Plan For Puerto Rico at <http://www.p3.pr.gov/assets/pr-transformation-innovation-plan-congressional-submission-080818.pdf>). The Project Scope should be in accordance with the Recovery Plan Goals, Objectives, and or Detailed Actions.

- **JOBS (NEW/RETAINED):** Please provide the amount of new jobs created and/or retained by the proposed project.

## EDA Investment Abstract For 2018 Disaster NOFO

- **DISASTER RECOVERY PROJECT ACTIVITY(IES):** Please indicate which kind of disaster related project activity(ies) the proposed project undertakes. See details at pages 3 to 4 of [EDA FY18 DISASTER SUPPLEMENTAL NOFO Frequently Asked Questions](#).
- **PROJECT'S LOCATION** (Please indicate the municipality where the proposed project will be developed):
- **REGIONAL IMPACT** (include the location of project and other counties, "municipios", or regions that may be impacted).
- **APPLICANT(S):** (Provide a description about the applicant and its qualifications to apply for federal funds, including experience managing projects funded with federal money. If a nonprofit organization the project must be presented in association with officials of a political subdivision of a State. Demonstrate the applicant's capacity to commence the proposed project promptly, to use funds quickly and effectively.):
- **COLLABORATIONS/PARTNERSHIPS:** (Include the names of other institutions actively collaborating in the initiative or project herein described and their role on it. Please indicate if they will be co-applicants of it. Demonstrate knowledge of other institutions (public or private players) working in complementary (related) projects in the same or related industry or economic sector.)
- **PROJECT ELIGIBILITY BASED UPON EDA GUIDELINES** (EDA regulations requires that 24-month Unemployment Rate at least one percentage point greater than national average, and/or Per capita income at 80% or less of national average. For Puerto Rico municipalities unemployment statistics are available at: <https://data.bls.gov/PDOWeb/la> and income data may be retrieved from <https://factfinder.census.gov/faces/nav/jsf/pages/index.xhtml?refresh=t>.
- **PRIVATE OR PUBLIC INVESTMENT AND SOURCE:** (Please indicate the amount of private and/or public investment expected to be generated by this project):
- **PROPOSED TOTAL COST OF PROJECT:** (Provide an estimate of total project costs):
- **PROPOSED EDA FUNDING INVESTMENT:** (Provide the amount of funds being requested to EDA):
- **EDA PROGRAM TYPE:** (Please indicate if the proposed project will be construction or non-construction grant (technical assistance, strategy grant, or other.)

<sup>1</sup> Eligible Applicants: Under its EAA program, EDA is not authorized to provide grants or cooperative agreements to individuals or to for-profit entities. Requests from such entities will not be considered for funding. Pursuant to Section 3(4) of PWEDA (42 U.S.C. § 3122(4)(a)) and 13 C.F.R. § 300.3 (Eligible Recipient), eligible applicants under the EAA program include a(n): (i) District Organization of an EDA-designated Economic Development District (EDD); (ii) Indian Tribe or a consortium of Indian Tribes; (iii) State, county, city, or other political subdivision of a State, including a special purpose unit of a State or local government engaged in economic or infrastructure development activities, or a consortium of political subdivisions; (iv) institution of higher education or a consortium of institutions of higher education; or (v) public or private non-profit organization or association acting in cooperation with officials of a political subdivision of a State.

# INVESTMENT ABSTRACT (CONT.)

## EDA Investment Abstract For 2018 Disaster NOFO

- **EDA INVESTMENT PRIORITIES:** In two hundred words or less, explain how your project will serve one or more of the following EDA Investment Priorities. Competitive applications will be responsive to the evaluation criteria listed under each individual funding announcement, including at least one of the following investment priorities.
  - **Recovery & Resilience:** Projects that assist with economic resilience (including business continuity and preparedness) and long-term recovery from natural disasters and economic shocks to ensure U.S. communities are globally competitive.
  - **Critical Infrastructure:** Projects that establish the fundamental building blocks of a prosperous and innovation-centric economy and a secure platform for American business, including physical (e.g., broadband, energy, roads, water, sewer) and other economic infrastructure.
  - **Workforce Development & Manufacturing:** Projects that support the planning and implementation of infrastructure for skills-training centers and related facilities that address the hiring needs of the business community -- particularly in the manufacturing sector -- with a specific emphasis on the expansion of apprenticeships and work-and-learn training models. Also includes projects that encourage job creation and business expansion in manufacturing, including infrastructure-related efforts that focus on advanced manufacturing of innovative, high-value products and enhancing manufacturing supply chains.
  - **Exports & FDI:** Primarily infrastructure projects that enhance community assets (e.g., port facilities) to support growth in U.S. exports and increased foreign direct investment (FDI)—and ultimately the return of jobs to the United States.

# EDA APPROVED PROJECTS: EXAMPLES



# EDA APPROVED PROJECTS EXAMPLE

Title: Multi-Tenant Building

Grantee: Universidad del Sagrado Corazón

EDA Funding: \$2.30 million

Description: Grants awarded to help support entrepreneurial efforts following the damage caused by Hurricanes Irma and Maria.

- \$1.9 million to renovate two vacant warehouse buildings to provide space for entrepreneurs in the creative industries sector. According to grantee estimates, the project is expected to **create 75 jobs** and **spur \$1.5 million** in private investment.
- \$400,000 to support the Nuestro Barrio Creative Industries and Acceleration Program and to provide technical assistance, including workshops, one-on-one mentoring, and networking opportunities. According to grantee estimates, the project is expected to **create or retain 100 jobs** and **generate \$1.5 million in private investment.**

# EDA APPROVED PROJECTS EXAMPLE

Title: Puerto Rico Forward Center

Grantee: Puerto Rico Science, Technology and Research Trust.

EDA Funding: \$4.44 million

Description: To support technology startups and manufacturing, and provide technical assistance to support economic recovery and resilience efforts.

- Puerto Rico Science, Technology and Research Trust will receive \$4.4 million to construct a 30,000 square-foot building called The Forward Center, which will house up to 60 technology startups, and a manufacturing company that researches and develops prototype activity of neuro-modulator medical devices. According to grantee estimates, the project is expected to **create 687 jobs.**



# EDA APPROVED PROJECTS EXAMPLES

Title: Bottom Up Recovery

Grantee: Foundation of Puerto Rico.

EDA Funding: \$5.58 million

Description: To support recovery efforts for towns and cities which were devastated by Hurricanes Irma and Maria.

- This project will support long-term recovery planning for six regions in Puerto Rico outside metropolitan San Juan, helping provide access to potable water, support water quality testing, provide alternative energy sources, and access to telecommunications equipment.
- According to grantee estimates, the project is expected to **create 24 jobs, retain 432 jobs, and spur \$80,000 in private investment.**

# EDA APPROVED PROJECTS

Title: Entrepreneurial Assistance

Grantee: Puerto Rico Trade and Export Company.

EDA Funding: \$1.62 million

Description: To establish an entrepreneurial program that will deliver technical assistance and support through centers located in San Juan, Ponce, and Mayagüez.

- Through the three centers, entrepreneurs and existing small and medium-sized businesses will be provided with co-working space, access to shared services, business training and technical assistance, as well as support in the development and commercialization of new products and services.
- According to grantee estimates, the project is expected to help **create 30 new businesses** and **90 new jobs**.



LUNCH BRAKE- BE BACK AT 1:00PM



# PROGRAM OFFICERS: A SUMMARY OF FUNDING OPPORTUNITIES

- AGENCY PROGRAMS
- APPLICATION REQUIREMENTS
- MATCHING



# STATUS UPDATE AND FOLLOW UP ACTIONS

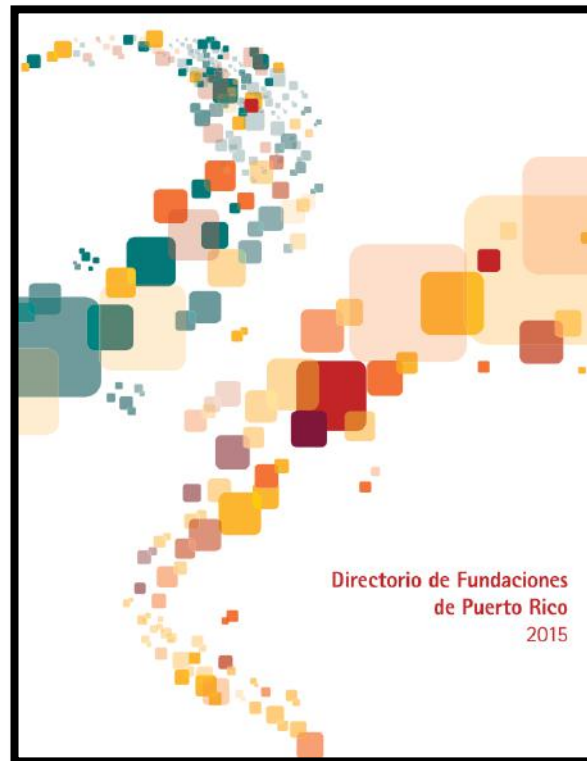
# RESOURCES





# FOUNDATIONS DIRECTORY (2015)

Produced by Fundación Flamboyán. You can find it and download it in the following link: [http://www.upra.edu/cic/pdf/Foundations\\_Directory.pdf](http://www.upra.edu/cic/pdf/Foundations_Directory.pdf)



# RECOVERY OPPORTUNITIES

Edición Núm. 4

## Puerto Rico

### Oportunidades de recuperación

Planificación y desarrollo  
de capacidades



#### OPORTUNIDADES DE FONDOS

**FECHA LÍMITE:** 14 de noviembre (Carta de intención obligatoria), 7 de diciembre (día de cierre)

[Integración de Sistemas Avanzados para Tecnologías Solares: DE-FOA-0001986/DE-FOA-0001987](#)

La Oficina de Campo Golden del Departamento de Energía está ofreciendo \$46 millones en fondos para apoyar la misión de la Oficina de Tecnologías de Energía Solar con la etapa inicial de investigación y desarrollo para mejorar el desempeño y la flexibilidad de las tecnologías solares que contribuyen a una red eléctrica en EE. UU. confiable y resiliente. La oficina invierte en esfuerzos de investigación innovadores que integran una mayor cantidad de energía solar a la red; mejoran el uso, almacenamiento y despacho de la energía solar; y disminuir los costos de la electricidad. Mejorar la localización estratégica y la conciencia situacional de los sistemas solares puede ayudar a garantizar la continuidad del servicio frente a amenazas extendidas y coordinadas. También es una prioridad, desarrollar acercamientos innovadores para la transferencia de soluciones del sistema solar que mejoren el sector de Energía.

**FECHA LÍMITE:** 15 de noviembre

[Fondo para la Exploración de los Océanos de 2019](#)

La oficina de Exploración e Investigación de la Administración Nacional Oceánica y Atmosférica del Departamento de Comercio está solicitando propuestas para la exploración del océano en aguas de la jurisdicción de los EE. UU. Las asignaciones fluctúan entre los \$10,000 y \$750,000 para un total de \$3 millones en fondos. Las propuestas de exploración del océano se concentrarán en:

- Descubrir microorganismos, esponjas, corales y otros organismos con potencial biofarmacéutico o biotécnico.
- Adquirir información básica sobre el medio ambiente oceánico para tomar decisiones más informadas donde podría tener lugar el desarrollo futuro de la energía del océano y la extracción crítica de minerales.
- Encontrar y caracterizar naufragios y recursos culturales sumergidos que desempeñaron un papel en las economías oceánicas pasadas de América y que podrían cambiar las decisiones sobre las futuras actividades del lecho marino y sus potenciales impactos ambientales.

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# APPROVED GRANTS: EXAMPLES

- **Private Source:**
- [www.grantSPACE.org](http://www.grantSPACE.org) – A service from the Foundation Center
  - Cover letters, sample proposals, budgets, and more
  - Must create an account (free)
  - Grants from US grant making foundations
- **Federal Resources (sample)**
  - **National Institute of Health**
    - **National Center for Complementary and Integrative Health** (US Department of Health) - <https://nccih.nih.gov/grants/resources>
  - **National Endowment for the Arts**
    - <https://www.neh.gov/about/foia/freedom-information-act-sample-grant-application-narratives>
  - **Department of Education (federal):**
    - <https://www2.ed.gov/programs/trioupbound/awards.html>
  - **Institute of Museum and Library Services:** <https://www.imls.gov/>



# GRANTS EXAMPLES: HOW TO LOOK FOR THEM

- **SEARCH!** your potential grantee website...
  - Look for: past grantees, grants awarded or approved grants
  - Search the web with your favorite tool (Google, Bing, Yahoo)
  - **Example of a useful search queries:**
    - Past grantees site:\*.gov
    - Grantees site:\*.edu

# CONCLUDING REMARKS

- To succeed as a proposal writer you should be resilient and have a growth mindset
- You will need to read a lot, be self-educated and cultivate your writing skills
- Always read carefully the guidelines before approaching program officers
- Provide proof for your arguments (evidence based)
- Learn the language of your target funder
- Take time to select the name of your project
- Funders like to see collaborative efforts and regional impacts
- Justify your proposal based on the needs of the target audience and not on the needs of your organization
- Keep a strong relationship between solution, objectives, activities, and outcomes
- The complexity of the project should match the proponent capabilities
- Answer each question directly, only what is pertinent
- Get a good editor and be a reviewer



**Alexis Massol**

**Efrén Pérez**

**"Hay hombres que luchan un día y son buenos; hay otros que luchan un año y son mejores. Hay quienes luchan muchos años y son muy buenos. Pero hay los que luchan toda la vida: esos son los imprescindibles."**

**-Bertolt Brecht**



# Work on your projects!

For further questions and individual assistance:

[cnde@uprm.edu](mailto:cnde@uprm.edu)

