



# City of Eustis

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TO: EUSTIS CITY COMMISSION

FROM: TOM CARRINO, CITY MANAGER

DATE: MARCH 16, 2023

RE: GRANTS DEVELOPMENT AND PLANNING

## **Introduction:**

With limited revenue sources available to the City, Commissioners determined that hiring a grant writer would be a good way to secure additional funding. Bringing in more dollars from grant sources will provide valuable support for City projects, and help improve the level and reach of public services.

## **Background**

There are billions of dollars available through grant programs each year. Last fiscal year Commissioners decided that the City should begin aggressively applying for grant funding, and authorized staff to develop a job description and hire a grant writer. Historically the City had tasked existing staff members, whose to-do list was already full, with filling out grant applications. That approach did not produce the results Commission expected.

Getting grant funding is very competitive. The grant application process is time consuming, challenging, and can be difficult to navigate. It also takes a considerable amount of time for research, planning, and expository writing to submit a strong application. The number of requests for grant funds always far exceeds the funds that are available, which means that in order to have the best chance of success, employing a dedicated Grant Writer is a good strategy.

Nadine Mann, the City's new Grant Writer started work on November 14<sup>th</sup> 2022, and has been busy building a grant development and planning platform, which she will present on March 16.

## **Prepared by:**

Al Latimer, Economic Development Director