



“Winning Strategies for BioEnergy Grants”

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Warning!!!

- If you like to throw things together at the last minute, this won't be for you.
- If you think your congressman owes it to you to get it for you, this won't be for you.
- If you don't like to fill our forms or answer questions that you don't understand, this won't be for you.
- If after reading the grant you think they are asking for too much information, this won't be for you.



- 1. Start early!!!!**

- 2. Carefully read the grant documents and make a schedule of all the requirements.**
 - a. Do you qualify?**
 - b. Are you at the right stage with your project to apply?**
 - c. Do you have the financial match or can you get it?**



- 3. Develop a team that will prepare the grant:**
 - a. Management team must be involved, from CEO on down.**
 - b. Engineering and Construction Companies**
 - c. Legal—articles of incorporation, other docs**
 - d. Financial—pro-formas, also Bank or Finance Company**
 - e. Environmental—permitting issues**
 - f. Collaborators—Equipment vendors, feedstock supply, offtake agreements**
 - g. University—research completed or needed**
 - h. Consultant/Grantwriter—put everything together, organize and help balance the application and develop a strategy and a good story.**
 - i. Federal, state or local governmental entity.**



4. **Develop a strategy, capitalizing on your strengths and shoring up your weaknesses—**

It is YOUR story.

Make it interesting and allow the reviewers to understand it completely.

Make it balanced.

Write to a 6th grade level.



- 5. Develop a list of deliverables and assign tasks to the team with dates.**

Continue to follow up with the team until everything is completed.

Schedule regular conference calls or meetings.



6. Last few days—Review your strategy and your story—
 - a. is it compelling and does it accurately convey the information?
 - b. Are you within the page limit guidelines?
 - c. Have you answered all the questions completely?
 - d. Review your final pdfs and check for formatting problems, etc.



Application Challenges

Federal grants are hard to get.

Potential applicants are afraid to apply.

Application involves a lot of information and takes time and money to process.

The grant award time is long—6-8 months.

The applicant must be able to wait for the award.



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