



VICKERS

Consulting Services, Inc

Fire/EMS Newsletter

September 2013

Vickers Consulting Services, Inc Newsletter

2013 AFG - What You Need To Know

In This Issue

How Many?

Money Allocation

Project Priority

How Many Grants Can I Go **After?**

Each department can
individually go after:

- 1 operations grant
- 1 vehicle grant
- Host a regional grant
- and you can also be a part
of as many regional grants as
you would like provided the
projects are not for the same
project as any of the
other grants you are involved
in.

Each grant is individually
scored and judged.

A Little Change with a **BIG impact:**

This year there is a **Micro
Grant** option. It is great if you
are looking to **ONLY** go after a

Change Is Good...And Bad

There are a good amount of changes to how the money is split up this year. This is going to be a long newsletter to cover all of the changes so I have tried to title each section accordingly so you can scan and read about what is most important to you.

**When in doubt, call us! Initial consultation is always
FREE.**

866-5-Grants or info@vickersconsultingservices.com

**We are expecting the 2013 AFG
Grant to open by the end of
September, the time to act is
NOW!**

grant or grants that are **less than \$25,000 in total federal assistance.**

Being in this category you will have separate scoring in every category you fall into. Again I caution: **you can only be applying for under \$25,000 as your entire federal share of all applications** so you can NOT go after a few new TICs and a rescue truck and be in a regional application. Doing so will cause your Micro Grant to get kicked out.

So how is this good?

If you are only looking for two new TICs, and need nothing else, or you are a small department in need of a little extra hose or new pagers, this is your chance. In the past these small much needed applications were overshadowed by the larger applications, having your own special consideration and scoring is an amazing leg up.

Yes, we write MICRO grants! It is just as important to ensure your MICRO grant is well written and competitive.

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The Allocation of Money for 2013 AFG

There are a good amount of changes, it use to be an almost even split of funds favoring career departments and volunteer and combination were caught fighting for the smaller half of funds. Check out how the percentages of funds are going to be broken out this year:

25% to Combination Departments

This is beyond good and onto great for combination departments. In the past you were lumped with volunteer departments and since you have some paid members, the budgets and financial often hurt you going against all the volunteer departments with the same or lower budgets. Now you get a big chunk set aside just for you where your financial and everything else will be judged on an equal playing field. **I would have to say that this is the best year for combination departments to apply!**

25% to Volunteer Departments

This is good news for you. You no longer have to compete with the combination departments. Departments with smaller run numbers and lower populations will have more of a fighting chance since you are now in a section with fair competition.

25% to Career Departments

And this is the part where change might appear bad but is more in line with application totals from the past. Career departments used to be eligible for up to 46% of the funding but never really came close to that total. The good news is that there has never been a large number of career departments applying in the past so if you stay competitive with your application and hire the right company to assist you (hint hint) you can scoop up your share of that much sought after grant funding.

10% is up for grabs

This is an open lot, once all 25% of funding is filled up in each of your fields, those that scored high in computer scoring and in peer review but not high enough to get a portion of their sections allocation will enter this 10% boxing ring where volunteer, combo and career will duke it out for this additional funding.

10% is going to Fire Prevention

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OSI International, LLC supplies pagers, paging systems, gas monitors, and accessories to the public safety market throughout North America.

Our primary product, The WatchDog Pager, is louder, more rugged, and less expensive than the competition! We offer free demos! The demo is a free 30 day trial for you to try out a WatchDog. We also sell alpha pagers, wireless LED signs, Stone Mountain

This is a separate grant, does not apply to AFG but funding for it is pulled from AFG, more about the Fire Prevention grant is going to be in the bottom left section of this newsletter

3% to State Fire Academies

Yes this is new and all addressed in further detail on the bottom left side of the newsletter.

2% goes back to them

This money goes to pay for all of the administration of the grant, they have to pay for it all somehow right?

Questions on how all this affects you and if what you are applying for or want to apply for is competitive enough, contact us.

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Need a New Ambulance?

This year 10% of the 25% that is allocated for vehicle awards is set aside solely for ambulances. **Yes, you read that right, ambulances are guaranteed to be 40%** (that's 10% from each category) of the vehicle awards for 2013. **If your department is in desperate need of replacing an old over worked high mileage ambulance or you are in need of adding on to your fleet, this would be your year to apply!**

This is still within each category, so for example of the 25% of vehicle award money for volunteer departments, 10% of that 25% total has to go to ambulance awards. The same goes for each category including the 'up for grabs' category.

Mics, Power Products replacement batteries, and a few other odds & ends.

Visit us at:

www.osiinternational.com

Call us, we can walk you through it and help you decide if you have a competitive shot at this ambulance opportunity!

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What is Top Priority is Each Category?

Match This!

There is a change in how things match up this year. For the **Federal**

Share the new breakdown is:

Population under 100,000 will have a federal share cap of \$1 million.

Population of 100,000 - 500,000 will have a federal cap of \$2 million and a population of 500,000 and over will have a federal cap of

\$3 million.

For your matching, if your population is:

under 20,000 your match is 5%

20,000-1,000,000 match is 10%

over 1,000,000 match is now 15%

For Operations: As always, PPE and SCBA remain the highest scoring needs, but that doesn't mean it's all you can go after. If you have PPE but don't have the gear washer/dryer or racks to maintain it, than that is a competitive need. If you have the SCBA but no RIT or compressor within a reasonable distance, that has a competitive stance as well. If people are in your station on 24 hour shifts, there is a high need for the exhaust removal and those in high traffic areas, rescue tools will always have a competitive edge.

Vehicles: As mentioned above, it is the year of the ambulance, but with only 15% of your section's vehicle award funds available for fire apparatus the priority vehicles continue to be Pumpers and Tankers. For the rural departments, the need of a brush truck is never over-looked and for Suburban & Urban departments the aerals and rescue trucks are still Priority 1 requests.

3% of the Funding is for What??



Yes, 3% of the AFG funding is going to State Fire Academies. **This is for The State Fire Academies** in each state, not county or local academies or for-profit training

Regional: You are always stronger as a region for a project related to interoperability than going on your own. This year regional grants can go after PPE, SCBA, Radios, Large Diameter Hose, and Training. It is well worth the call to us to see if your region as a whole is competitive and to be sure there is not a department involved who's numbers could hurt your chances.

****Reportedly Vehicles are going to be eligible for Regional Applications but as of yet there has been no explanation of requirements or scoring metrics. As soon as we know more we will let you know.**

Information on Our Process

companies. The academy must be state run which means **basically one application per state for AFG in this section.**

They can go after equipment or vehicles that will help continues their missions for training. Training materials are included in this as well. This funding can NOT be used for any type of personnel costs. If you represent your state training academy and are interested in hearing more, contact us!

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Fire Prevention

This is nothing new, the money for Fire Prevention is always set aside from the AFG grant fund, this is just the first time that the allocation has been broken down in such an exciting specific smart way that when you added it all up, we had to fill you in on where that 10% is headed.

The Fire Prevention grant will open after AFG closes, we are expecting sometime in January or later. It is a great opportunity to go after smoke trailers, fire prevention robots, fire extinguisher training programs or smoke detectors for you community and basically anything that goes into fire prevention awareness in your schools and community. The grant is there to help enhance existing programs and start up new ones. We will have more information

We are proud to say that our clients received over \$25 million dollars in 2012 AFG grants!

When you hire our company for grant assistance it covers the analysis to help ensure you are going after a competitive project and the writing of the narrative.

Each and every narrative is written from scratch.

What we do as a bonus is enter applications on-line to 90% complete (it's every departments responsibility to have final review, sign off on the assurances and hit the actual submit button). However, that courtesy is only offered to departments who get us all of their information on time and 21 days prior to the close of the grant period.

Our Deadlines Are:

21 days prior to the AFG deadline we will work with you to develop your project, write the narrative and enter your application online to 90%

14 days prior to the AFG deadline we will work with you to develop your project and write your narrative, but clients are responsible for entering their own application

7 days prior to the AFG deadline we can review and comment on already written narratives and this is on a first come first serve basis, clients are responsible for their own entry.

Every year we have to turn down departments in the last week of the grant period. Time gets away from them, they didn't realize the deadlines, it took their board too long to approve going after the grant and so on. These deadlines do apply to applicants who are looking to re-submit an application.

Don't let that be you! If you are interested in or even considering going after the AFG grant **contact us today!** We are hearing that it is going to open by the end of September and it is going to catch a lot of departments off guard. **Be prepared when AFG opens**, have your information in to us and be one of those applications that is ready to review and submit the first day the grant is open!

Contact us today so we can get started on your narrative!!

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Thank you for your continued business and support. We pride ourselves in being a small company that employees writers that have served and continue to serve in the fire service. They have been in the midst of the action themselves and understand your

come up in a newsletter when it is closer to the time. If you have immediate questions about this grant, feel free to contact us!

needs right down to our CEO who has been a volunteer firefighter for over 18 years and continues to serve his community and nation proudly.

Our main priority is to get you the needed equipment and training necessary so that at the end of every call everyone goes home.

Sincerely,
Andrea M. Vickers
Office Manager
Vickers Consulting Services, Inc
866-5-Grants
amvickers@vickersconsultingservices.com

Contact us today to find out how we can help you help your community.

Once a newsletter is sent out, we often have a large amount of phone calls coming into the office, while we do our best to answer every call, we want to be as thorough and informative as possible to the current departments we are speaking with. If you do not immediately get through, please leave a message and we will return your call and answer your questions within 24 hours. Thank you for your patience and understanding as we do our best to give each and every department as much individual attention as service as possible.

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