

Keys to Success



- Start Early
- Assemble a good team
- Collect good data
- Find someone to do Benefit/Cost Analysis – harder to find than someone who can do an Economic Impact Analysis
- Sell your project – it needs to be viewed as a good investment
- If at first you don't succeed, keep trying



After the Glow Wears Off

- Long window between award notification and signed grant agreement
- Managing cash flow is important – federal grants are expense-reimbursement
- Reporting and expense reimbursement are time-consuming
- Many federal requirements to stay on top of

