

CITY OF LA VISTA
MAYOR AND CITY COUNCIL REPORT
MARCH 18, 2025 AGENDA

Subject:	Type:	Submitted By:
PROFESSIONAL SERVICES AGREEMENT – COMPREHENSIVE GRANT STRATEGY	◆ RESOLUTION ORDINANCE RECEIVE/FILE	MEG HARRIS FINANCE DIRECTOR

SYNOPSIS

A resolution has been prepared to approve a Professional Services Agreement with Alagrants, LLC dba Simple Grants, Birmingham, Alabama, for grant consulting services including the preparation of a comprehensive grant strategy in an amount not to exceed \$9,800.

FISCAL IMPACT

The FY25/FY26 Biennial Budget provides funding for the proposed services and related costs.

RECOMMENDATION

Approval.

BACKGROUND

Simple Grants is a full-service grant consulting firm. Our current CIP plan and strategic goals include continued growth and improvement in both City Centre and the Southport area. For the city to achieve these goals without continued bonding there is a need to seek other sources of revenue for our projects. Researching and identifying grant opportunities takes both time and expertise. The City does not currently have a grant research/writer on staff. Therefore, the burden of this falls on current staff who either lack the time to do the research or the expertise to know where to look. The Comprehensive Grant Study will take care of the first part in identifying grants that we could apply for. Once the study is complete, we will work with current staff to determine if we have the time and resources in house to apply for the grant. If we do not, then we will work with Simple Grants to help apply and track the grants.

RESOLUTION NO.

A RESOLUTION OF THE MAYOR AND CITY COUNCIL OF THE CITY OF LA VISTA, NEBRASKA AUTHORIZING A PROFESSIONAL SERVICES AGREEMENT WITH ALAGRANTS, LLC DBA SIMPLE GRANTS, BIRMINGHAM, ALABAMA, FOR GRANT CONSULTING SERVICES INCLUDING THE PREPARATION OF A COMPREHENSIVE GRANT STRATEGY IN AN AMOUNT NOT TO EXCEED \$9,800.

WHEREAS, the City desires to obtain grant consulting services including the preparation of a comprehensive grant strategy; and

WHEREAS, Simple Grants provides grant consulting and strategy services; and

WHEREAS, the FY25/FY2026 Biennial Budget includes funding for the proposed services and related costs; and

WHEREAS, Subsection (C) (9) of Section 31.23 of the La Vista Municipal Code requires that the City Administrator secure council approval prior to authorizing any purchases over \$5,000;

NOW, THEREFORE, BE IT RESOLVED, that the Mayor and City Council of the City of La Vista, Nebraska, hereby authorize the Mayor to execute a professional services agreement with Alagrants, LLC dba Simple Grants for grant consulting services including the preparation of a comprehensive grant strategy.

PASSED AND APPROVED THIS 18TH DAY OF MARCH 2025.

CITY OF LA VISTA

Douglas Kindig, Mayor

ATTEST:

Rachel D. Carl, CMC
City Clerk

AGREEMENT FOR CONSULTING SERVICES

This Agreement for Consulting Services (this "Agreement") is made and entered into and dated effective as of April 1, 2025 ("Date") by and between City of La Vista, a Nebraska municipal corporation, ("Client") and Alagrants, LLC d/b/a Simple Grants, an Alabama limited liability company ("Simple Grants").

RECITALS

WHEREAS, the Client seeks grant consulting and other services;

WHEREAS, the Client desires to obtain services provided by Simple Grants; and

WHEREAS, Simple Grants desires to provide such services,

AGREEMENT

NOW, THEREFORE, in consideration of the premises set forth above, the mutual covenants and agreements set forth herein and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, Simple Grants and the Client, intending to be legally bound, hereby agree as follows:

1. Statement of Work. Simple Grants shall undertake and complete the work and activities set forth in Exhibit A and Exhibit B, (the "Services"), which are attached hereto, made a part hereof, and incorporated herein by reference as if fully rewritten herein. Simple Grants shall consult with such personnel as the Client may identify, and with other appropriate persons, agencies, or instrumentalities as necessary to ensure a complete understanding of the work and satisfactory completion thereof.

2. Term. This Agreement shall be for a term (the "Term") beginning on April 1, 2025, and ending on March 31, 2026.

3. Compensation. In consideration for the Services performed by Simple Grants, the Client agrees to pay Simple Grants as set forth in Exhibits A and B. Additionally, Simple Grants will obtain prior authorization for any hourly billable work over two hours. All undisputed payments are due 30 days after receipt of an invoice. Interest may be added to any outstanding amounts due.

4. Independent Contractor Status. Simple Grants acknowledges that services rendered under this agreement shall be performed as an independent contractor. Simple Grants is responsible for the payment of all federal, state, and local taxes related to fees or Services.

5. Confidentiality. Subject to disclosures by Client pursuant to applicable laws governing public records or meetings:

Simple Grants and the Client hereby agree that this Agreement and its terms will be kept strictly confidential by both Simple Grants and the Client. Releasing the contents of this Agreement in whole or in part (except provided herein or as otherwise required by law) to third parties shall be construed as a breach of this Agreement. Furthermore, Simple Grants shall not, without the prior written consent of the Client, disclose to any person confidential, proprietary or any other information concerning the business, financial, or other affairs of the Client that is not generally known by the public ("Confidential Information"). This obligation of confidentiality shall survive the termination of this Agreement.

6. Non-Solicitation Covenant. For the duration of the Term of this Agreement, and for a period of two (2) years after the termination date of this Agreement, Client and Simple Grants each agrees it will not directly or indirectly solicit, induce or attempt to induce any contractor, employee, agent, vendor, or other associated personnel to terminate or limit the scope of its relationship with the other party.

7. Termination.

(a) Termination for Cause. This Agreement may be terminated by the Client prior to its expiration if Simple Grants, for any reason, fails, refuses or is unable to provide the Services following reasonable notice from the Client and a ten-day opportunity to cure.

(b) Termination for Breach. This Agreement may be terminated by a party (the ("Terminating Party")) prior to its expiration if the other party (the "Breaching Party") breaches any provision of this Agreement. In that case, the Terminating Party may pursue all remedies available at law or in equity, including without limitation seeking and obtaining injunctive relief against the breach or threatened breach of the Breaching Party's obligations under this Agreement.

(c) Termination with Notice. Notwithstanding any other provision of this Agreement to the contrary, either party may terminate this Agreement at any time upon 30 days' written notice.

Upon termination of this Agreement for any reason, the Client shall pay to Simple Grants all undisputed compensation for work actually performed to the satisfaction of the City Administrator prior to the effective date of such termination, calculated as a pro rata share of the flat fee in Exhibits A and B to the termination date, each party shall return to the other all work product, papers, materials and property of the other held by such party in connection with the performance of this Agreement, and Simple Grants shall provide Client the current versions of the Strategy and any other deliverables as of the termination date.

8. Governing Law. This Agreement shall be governed by the laws of the State of Nebraska as to all matters, including but not limited to matters of validity, construction, effect and performance, without regard to conflict of law principles.

9. Forum and Venue. All actions regarding this Agreement shall be in the District Court of Sarpy County, Nebraska.

10. Severability. Whenever possible, each provision of this Agreement shall be interpreted in such a manner as to be effective and valid under applicable law, but if any provision of this Agreement is held to be prohibited by or invalid under applicable law, such provision shall be ineffective only to the extent of such prohibition or invalidity, without invalidating the remainder of such provisions of this Agreement.

11. Conflict of Provisions. Should it be determined that a provision within this Agreement conflicts with a provision set forth in Exhibit A or B, then the language of Exhibit A or B shall control.

12. Notices. All notices, consents, demands, requests and other communications which may or are required to be given hereunder shall be in writing and shall be deemed duly given if personally delivered or sent by United States mail, registered or certified, return receipt requested, postage prepaid, to the addresses set forth hereunder or to such other address as the other party hereto may designate in written notice transmitted in accordance with this provision.

In case of the Client, to:

City of La Vista
Attn: Finance Director
8116 Park View Boulevard
La Vista, NE 68128
mharris@cityoflavista.org
(402) 331-4343

In case of Simple Grants, to:

Simple Grants
Attn: David Crowder, CEO
200 Doug Baker Blvd STE 600-334
Birmingham, AL 35242
david@simplegrants.com
(404) 384-3537

Notwithstanding the foregoing, ordinary communications regarding the status of services being provided by Simple Grants may be sent by electronic mail to the designated representatives of the Client and Simple Grants.

13. Counterparts. This Agreement may be executed in two or more counterparts (delivery of which may be by via email as a portable document format (.pdf)), each of which

will be deemed an original and one and the same Agreement, and it will not be necessary in making proof of this Agreement or the terms of this Agreement to produce or account for more than one of such counterparts.

14. Entire Agreement. This Agreement and its exhibits contain the entire agreement between the parties with respect to the subject matter hereof and merge and supersede any and all other discussions, agreements and understandings, either oral or written, between the parties with respect to the subject matter hereof.

15. Modification of Agreement. This Agreement may not be changed orally, but may be changed by a written amendment approved by the City Council of Client and signed by both parties.

16. Headings. Section headings contained in this Agreement are inserted for convenience only and shall not be deemed to be a part of this Agreement.

17. Non-Discrimination; Residency Verification. Pursuant to Neb. Rev. Stat. Section 48-1122, Simple Grants, on behalf of itself and any subcontractor of Simple Grants, agrees that it shall not discriminate against any employee or applicant for employment, to be employed in the performance of this Agreement, with respect to his or her hire, tenure, terms, conditions, or privileges of employment, because of his or her race, color, religion, sex, disability, or national origin.

Pursuant to Neb. Rev. Stat. Section 4-114(2), Simple Grants shall use a federal immigration verification system to determine the work eligibility status of new employees physically performing services within the State of Nebraska.

18. Assignment. Neither party shall unlawfully discriminate or permit discrimination against any person or group of persons in any matter prohibited by federal, state, or local laws.

[Signature Page Follows]

IN WITNESS WHEREOF, the parties have caused this Agreement to be duly executed as of the date first written above.

SIMPLE GRANTS

By: _____
David Crowder
CEO
Date

CLIENT

By: _____
Douglas Kindig
Mayor
Date

Exhibit A Services

Scope of Work

Simple Grants shall provide advice, assistance, and consulting services to the Client as follows:

- Preparation of a Comprehensive Grant Strategy for the Client as described in Exhibit B.
- Other tasks related to grant identification, writing, and management as assigned by Client and agreed to by Simple Grants.

Budget

- Comprehensive Grant Strategy = \$9,800 (50% due upfront and 50% due at completion).
- \$165/hour

Exhibit B Pricing

HOW WE CHARGE

• STANDARD FEE OPTION

HOURLY RATE

\$165/ hour

Most of our work is done on an hourly basis. We develop a detailed Work Plan with hourly estimates for pre-approval before we begin any project.

FLAT FEE SERVICES

Comprehensive Grant Strategy

\$9,800

Our **Comprehensive Grant Strategy** provides a 12-month plan for what grant opportunities to pursue, guidance for what to request, and our SOAR grant readiness analysis.

What's Inside

- Federal, State, Local and Private Grant Research
- Opportunity analysis, including suggested grant requested amount and subject when applicable
- Quarterly implementation timeline with guidance
- SOAR Grant Readiness Analysis
- Monthly Meetings to Review and Discuss Upcoming Opportunities



Simple Grants

COMPANY OVERVIEW

SIMPLEGRANTS.COM



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How We Charge

- Hourly Consultation
- Flat Fee Services



ABOUT US

13

Years in Business

\$248.9M

Amount Awarded to Clients

3 out of 4

Number of Repeat Clients

OUR SERVICES



Grant Identification

- Private Grants
- Public Grants
- Comprehensive Grant Strategy

Whether you need help locating federal, state, local, or private grants, our team can make sure you're the first to know about grant opportunities that align with your mission. We can create custom strategies to fit budgets and projects of all shapes and sizes.



Grant Writing

- Program Design
- Proposal Writing
- Proposal Submission

We can help with all aspects of grant writing. From template creation to fully outsourced program and proposal development, including application submission support, our clients benefit greatly from our custom, transparent, and scalable solution to grant writing.



Grant Management

- Administration
- Compliance
- Reporting

From pre-award requirements to closeout, we offer customized solutions for successfully managing public and private sector grants, including ARPA and other recovery funding allocations.

COMPREHENSIVE GRANT STRATEGY



The **Comprehensive Grant Strategy** was designed to help our clients win more grants by identifying closely-aligned opportunities as early as possible and developing a strategy to more effectively compete.

The first step in developing your strategy is identifying up to 5 funding priority areas for our team to research. We then conduct comprehensive grant and RFP research across federal, state, local, and private funders. Each grant opportunity identified will have custom analysis and instructions on how to apply if available. After presenting our initial findings and receiving feedback, we make any adjustments, develop a 1-year timeline broken into quarters, and conduct our Strengths, Opportunities, Aspirations, and Results (SOAR) analysis, which helps assess your grant-readiness and provides tips to get better results.

Challenges

- Finding Opportunities
- Vetting Opportunities
- Resource Planning

Opportunities

- More Opportunities
- Better Alignment
- Proactive Grantseeking

Results

- More Grants Won
- Smoother Process
- Higher Impact

Production Timeline

(2-4 weeks)



OUR PROCESS

Your mission and organization are unique. At Simple Grants, we customize our services to seamlessly integrate with your workflow. When partnering with us, you get a diverse team of experienced professionals looking out for your interests. Since our team members live in different cities, our systems are designed with results-oriented virtual collaboration in mind. No matter where you live, our team can provide full-service grant navigation.

01

Step 1: Finalize Paperwork

The first step in our process is to determine which services you need and sign an Agreement. Since we primarily work hourly, services may be scaled up or down at any time.

02

Step 2: Schedule Onboarding

The second step is to schedule a 1-hour Onboarding meeting to be conducted virtually. During Onboarding, you will meet your Lead Consultant and members of our management team.

03

Step 3: Work Plan Development

After the Onboarding meeting, we will develop a Work Plan to submit back to you for approval. Work Plans include deliverables, deadlines, time estimates, and go/no-go decision points.

Task	Estimated Start Date	Estimated End Date	Status
Approve bid document	2023-01-15	2023-01-15	Client
Review bid document	2023-01-15	2023-01-15	Simple Grants
Set up grants.gov envelope	2023-01-15	2023-01-15	Client
Call Consultation	2023-01-15	2023-01-15	Simple Grants
Finalize grant documents from our grants.gov envelope	2023-01-15	2023-01-15	Client
Budget review and finalize hours for the client	2023-01-15	2023-01-15	Client
Review and approve application of all	2023-01-15	2023-01-15	Simple Grants
Sample step 1	2023-01-15	2023-01-15	Simple Grants
Sample step 2	2023-01-15	2023-01-15	Simple Grants
Approve above draft to client for review	2023-01-15	2023-01-15	Client
Final state for change requests from client	2023-01-15	2023-01-15	Client
Final and final quality control review	2023-01-15	2023-01-15	Simple Grants
Approve to submit	2023-01-15	2023-01-15	Client
Submission	2023-01-15	2023-01-15	Simple Grants

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04

Step 4: Work Plan Approval

Once the Work Plan has been approved, we proceed to execute the deliverables listed. We will provide updates at least monthly and submit invoices for hours worked at the beginning of each month.

OUR CLIENTS

Simple Grants has extensive experience identifying, securing and, managing grants for a range of clients, including school systems, universities, municipalities, state agencies, non-profits, businesses, P3s, and international organizations. Our staff is well-versed in identifying and securing grants across public and private sector grantmaking organizations. We strive to ensure our clients not only meet but exceed requirements.



GOVERNMENT

- State Agencies
- Cities
- Counties
- Tribal Organizations



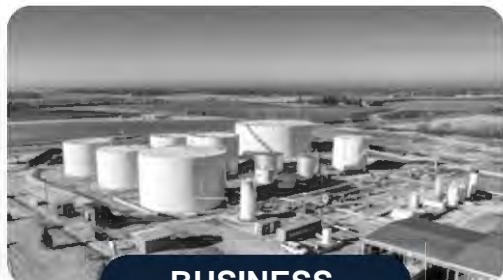
EDUCATION

- State Departments of Education
- Institutions of Higher Education
- Local Education Agencies
- Charter Schools



NONPROFITS

- 501c 3s
- Economic Development Organizations
- Chambers of Commerce
- Private and Corporate Foundations



BUSINESS

- Government Contractors
- Broadband Providers
- Energy Providers
- Workforce Solution Providers

FEATURED PROJECTS



City of Peachtree Corners, Georgia

Nonprofit Emergency Relief Fund

American Rescue Plan Act

\$16,395,722

The City of Peachtree Corners hired Simple Grants to distribute over \$16 million to local nonprofits and small businesses. Simple Grants created five separate award processes and administers all aspects of each process including developing applications, evaluating proposals, notifying applicants, and managing reporting.



City of Prattville, Alabama

Community Development Block Grant

Alabama Department of Economic and Community Affairs

\$750,000

Simple Grants helped the City of Prattville secure and manage \$750,000 in Community Development Block Grant funds, resulting in successful economic development infrastructure upgrades and full implementation of grant activities from pre-award to close-out.



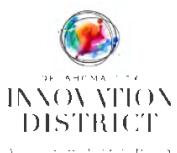
Cordova Economic and Industrial Development Authority

RAISE (Rebuilding American Infrastructure with Sustainability and Equity)

Department of Transportation

\$5,179,948

Since hiring Simple Grants in May 2021, Cordova has received almost \$12 million in federal, state, and private grant funding, including a DOT RAISE grant. We have assisted them with their capacity building and strategic planning processes in their long-term economic development efforts as they work to build a tourism economy around the absolutely breathtaking natural and environmental resources that surround them.



Oklahoma City Innovation District

PID.06 Biopharmaceutical Workforce Training Center

Economic Development Administration

\$7,150,000

Simple Grants oversees compliance and reporting as well as project management for a \$7.1M EDA grant for the Oklahoma City Innovation District. We also oversee grant identification and grant writing.



Meriwether County School System of Georgia

Over the last three years, Simple Grants has helped Meriwether County Schools and other organizations within the community receive over \$7 million in public and private grant funding.



Envirospark Energy

Simple Grants client, EnviroSpark, won a \$100M IDIQ contract. Our proposal earned the highest technical ranking among the 10 small business vendors awarded contracts in the region, which included 13 states and Puerto Rico. We are thrilled for our client and proud to have helped them earn the top spot in this highly competitive program.



Montgomery City-County Public Library

Simple Grants helped the Montgomery City-County Public Library secure \$470,601.38 in grant funding through the African American Civil Rights Grant Program, to preserve the Bertha Pleasant Williams Library – Rosa Parks Avenue Branch.



Alabama Military Stability Foundation

Our team secured and managed \$2M in grants from the Department of Defense, Office of Economic Adjustment for the Alabama Military Stability Foundation while also serving as their interim executive director for 15 months. We were responsible for overseeing all aspects of the grant lifecycle, including project closeout, and worked with military installations and communities throughout Alabama to identify, survey, and provide technical assistance to Defense contractors. We also managed the design and development of a virtual mapping tool to track the flow of DoD contract dollars into, around, and out of Alabama.



City of Chamblee, Georgia

Simple Grants successfully secured a \$422,391.20 grant from the State of Georgia Governor's Office of Planning and Budget for the City of Chamblee. This grant will fund the Village Park Improvement Project, aiming to improve neighborhood outcomes by replacing worn-out grass with artificial turf. The City of Chamblee is also awarded \$1,386,793.80 from the Public Safety and Violent Crimes Reduction Strategies and \$280,500.00 from the Public Safety - Violent Crime Reduction Program through the assistance of Simple Grants.



City of Cordova, Alabama

Since hiring Simple Grants in May 2021, Cordova has received nearly \$12 million in federal, state, and private grant funding, including a Department of Transportation RAISE grant. Simple Grants has assisted them with their capacity building and strategic planning processes in their long-term development efforts as they work to build a tourism economy around their breathtaking natural and environmental resources.



Town of Inglis, Florida

In 2019, the Town of Inglis secured a \$650,000 CDBG grant but encountered challenges in post-award management. Simple Grants intervened in 2023, partnering with Inglis to successfully address and navigate the environmental assessment requirement, securing approval from Florida Commerce.

Having resolved this critical issue, the Simple Grants team is currently focused on collaborative efforts with the Town of Inglis' engineering team to redesign road plans, a requirement for project execution. Simple Grants' proactive engagement has revitalized project momentum, and our commitment remains consistent in ensuring the full realization of the CDBG grant for the Town of Inglis.



City of Gadsden, Alabama

Simple Grants was able to help the City of Gadsden secure \$325,724 from the US Department of Transportation's Safe Streets for All program. This grant will directly support Gadsden's vision of safer streets by funding the development of a data-driven, community-engaged safety plan to prevent traffic fatalities and injuries.

CLIENT TESTIMONIALS



"Over the last 10 years, I have used Simple Grants services for school systems in Alabama and Georgia and gotten the same results. Their customer service is outstanding, and their return on investment is undeniable. I highly recommend Simple Grants for grant consulting and beyond." **-Robert "Al" Griffin, Superintendent, Meriwether County School System**



"I must say, Simple Grants is the best. You guys get things done, and I appreciate it so much." **-Juanita Owes, Library Director, Montgomery City-County Public Libraries**



"Hiring Simple Grants to administer our grant award process has saved us countless hours and stress. Their consultants are detailed in all steps of the process including compliance and provide exceptional customer service especially to applicants. We cannot recommend them enough." **-Cory Salley, Finance Director, City of Peachtree Corners, GA**



"Simple Grants helped our small business secure over \$21M in new government contracts. Thanks to Simple Grants, we were able to translate what we do into government speak and develop mutually beneficial relationships to strengthen America's supply chain."

-Mitch Free, Founder & CEO, ZYCI CNC Machining



Towns the size of Cordova need to maximize every asset possible. Simple Grants instantly became a force multiplier and partner for our city. They worked with us to develop a grant strategy and then walked alongside us every step of the way to implement it. The results speak for themselves. Three awards in less than a year with more pending. Their professionalism, customer service, and expertise is undeniable. I look forward to our continued partnership so we can deliver more wins for Cordova! **-Renee Sides, Chairman, Cordova Economic and Industrial Development Authority**



"The City of Chamblee is extremely excited to have been selected as an award recipient of the Georgia Improving Neighborhood Outcomes in Disproportionally Impacted Communities Grant! We were blessed to work with April Shaffner, from Simple Grants, on this application and look forward to continuing that relationship as we apply for other grants this summer and fall". **-Jodie Gilfillan, Chamblee Parks and Recreation Director**

SIMPLE GRANTS PROPOSAL RANKS #1

EnviroSpark Awarded Federal Contract to Serve \$500 Million EV Infrastructure Rollout

[READ MORE](#)

ATLANTA, Oct. 10, 2019 /PRNewswire/ -- The Georgia-based electric vehicle (EV) charging company Envirospark was awarded a federal government contract to design and install EV charging stations at locations run by federal agencies throughout the Southeast region of

EnviroSpark earned the highest technical ranking among the 10 small business vendors awarded contracts in the region, which includes 13 states and Puerto Rico.

Envirospark earned the highest technical ranking among the 10 small business vendors awarded. EnviroSpark is the only selected vendor that received the overall technical ranking of "excellent," due to their extensive prior experience and past performance on relevant projects.

Envirospark is also the only vendor selected in the southeast whose business operation is exclusively focused on building and installing EV infrastructure.



"For Simple Grants, the professionalism, diligence, and quality of service exceeded my every expectation, thank you so much!" **-Aaron Jameson Luque, President/ CEO, Envirospark Energy Solutions Inc.**



"We have been talking about getting into the federal space for years, almost since the beginning of the company's creation, and we have been collaborating with the Simple Grants Team since last summer to get Envirospark set up to jump on this infrastructure money. I was so impressed working with all the professionals at Simple Grants - Elizabeth, Candace and David- You all are absolute rockstars and I look forward to continuing to collaborate with you all-- I am so impressed by your talent, professionalism, and work ethic! Thank you Simple Grants team!" **-Stephanie Bolan Luque, Cofounder, Envirospark Energy Solutions Inc.**



"Over the last 10 years, I have used Simple Grants services for school systems in Alabama and Georgia and gotten the same results. Their customer service is outstanding, and their return on investment is undeniable. I highly recommend Simple Grants for grant consulting and beyond." **Robert "Al" Griffin, Superintendent, Meriwether County School System**

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Senator Tuberville's office hosts grant workshop in Pell City



Raita and Etheridge were joined by Jessica Taylor, who runs a company called Simple Grants, and Calvin Burroughs with the U.S. Department of Agriculture Rural Development, who each walked about different opportunities and ways to navigate grant applications.

Taylor also went over how cities should be on the lookout for grants and be sure to look at regulations involved.

[READ MORE](#)

COSSBA NATIONAL CONFERENCE



Simple Grants Presents at Consortium of State School Boards Association

Simple Grants CRO and Founder Jessica Taylor spoke on Incorporating Proposal Writing as a Successful Revenue Strategy at COSSBA's Inaugural Conference, held in Tampa, Florida from March 30-April 2, 2023.

Navigating Grants in the Age of COVID-19



Navigating Grants in the Age of COVID-19

Editorial Staff - President and CEO - Executive Board

Grants

HISTORY OF MUNICIPAL GRANTS

FEDERAL GOVERNMENT GRANTS AWARDED TO STATE AND LOCAL GOVERNMENT ENTITIES (1970-2020)

Types of Grants

Continued from page 19

Navigating Grants

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PEACHTREE CORNERS MAGAZINE

CITY GOVERNMENT

Peachtree Corners Awards ARPA Funds to 11 Nonprofits, Here's Who's Received It

"We hired a consultant to help with the process," said Svehla. The city used Alabama-based Simple Grants, a grant consulting firm with offices in Atlanta. A women-owned business established in 2010, Simple Grants helped the city develop an application and a rubric to ensure that the process put money in the hands of the most-deserving organizations.

"It was very in-depth," said Svehla. "It took two months to score the applications and review the narratives."

[READ MORE](#)



City of Graysville awarded \$5M to replace 10 miles of cast iron gas pipelines with PE pipe

Simple Grants client City of Graysville was awarded \$5M in funding from the Department of Transportation's Natural Gas Distribution Infrastructure Safety and Modernization (NGDISM) grant program. The goal of this program is to mitigate safety risks and methane emissions from the highest-risk, legacy natural gas distribution pipes.

Amount Awarded: \$5,032,493

[READ MORE](#)

VISION

To set the standard in grant consulting.

MISSION

To help bring life to our clients' visions through the use of grants.

VALUES

We are committed to improving our service to existing clients while attracting and retaining new clients. We are dedicated to improving our corporate capabilities and performance every day, increasing our value to clients, teammates, and the communities we serve.

COMPANY ABSOLUTES

1. We support and value our teammates above all else.
2. Since quality is our product, we must operate in a proactive manner, constantly driving deadlines and deliverables.
3. Simple Grants prides itself on active listening - to clients, funders, community-based stakeholders, and colleagues to help solve problems.
4. Integrity and acting with strong ethics is a priority for the company and everyone representing the organization.
5. Share bad news immediately. It's everyone's responsibility to fix mistakes regardless of who caused them.
6. Continually seek to add value - to clients and the Simple Grants team. Strive to drive customer value, not profits.
7. We must leave an audit trail, whether it is in writing, or as a recording.
8. Everyone is a team player.
9. We always want to learn and improve.
10. We have can-do attitudes.

GRANT CONSULTANTS



Brandi Burton
Mississippi

Education

- PhD In Curriculum And Instruction, Mississippi State University
- Master Of Technology Education, Mississippi State University
- Bachelor In Business Administration, Mississippi State University

Dr. Brandi Burton has spent her entire career in the field of education. She spent eight years teaching multiple subjects in the middle and high school classroom before transitioning into a position as a curriculum writer for the Mississippi State University Extension Service. Dr. Burton continued with MSU-Ext and became Director of Communications and Research for the early childhood education department she was within and spent a great deal of time presenting research and outcomes on educational practices in MS at numerous national conferences. Within her role at MSU, Dr. Burton was on the writing team that secured a funding award for MSU Extension in the amount of nearly \$38 million dollars. Since then, she has written and received awards for nearly \$50 million in grants for multiple organizations.



Loretta Carroll
Kentucky

Education

- Post Graduate Work: University Of Kentucky, Department Of Sociology, Ph.D. Program
- M.A. Sociology, Morehead State University
- B.S. Biology And Sociology Morehead State University

Loretta Carroll Stewart has been writing grants for over 20 years. She has provided grant writing and grant research services for Community Mental Health Centers, Universities, schools, and countless non-profit organizations. Throughout her career, she has written numerous successful grant applications for nearly every agency within the federal government and completed a multitude of state and foundation grants. Loretta has extensive experience in program development and program design, a real asset as she guides clients through the project planning process. Loretta has also served as a content reviewer and worked in grant quality control.

In addition to grant writing and program development, Loretta has worked as a Counselor and Training Coordinator at a Youth Treatment Center; served as a Certified Prevention Professional for a Regional Prevention Center; and was the Director of Morehead State University's Community Outreach Partnership Center. At Morehead State University, she connected faculty and students with educational service opportunities within the surrounding community. Loretta has also served as a YouthBuild Director and provided program oversight to the federally funded program through three successful grant cycles. She has worked in both the public and private sectors but has ultimately ended up writing grants in every position that she has held. Loretta has a passion for the grant writing process and greatly values the opportunity to assist organizations as they provide much-needed programming and services for their communities.



Pamela Davidson
California

Education

- PhD Health Services, University Of California, Los Angeles
- MS Health Sciences, California State University, Long Beach
- BS Biological Sciences, University Of North Carolina, Charlotte

Pamela has deep expertise in grant writing, leading and collaborating with multidisciplinary teams, strategic planning, analytics, advanced conceptual thinking, communications, evaluation, performance improvement, and leadership, organization and team development. Her expertise in evaluation design and methods is applied to strengthen grant proposals by demonstrating to the funder, the organization will show responsible stewardship and accountability for achieving specified outcomes. Pamela's experience in expanding structure, budget, and reach of various organizations is accomplished through strategic planning, innovative grant writing, and evaluation design. With a record of driving results through effective planning and execution, team motivation, and data driven decision-making, she is able to work effectively at all levels of the organization with creativity and flexibility.



Andrew Finzen
Kansas

Education

- MPA, University Of South Dakota
- BA Political Science And Philosophy, University Of South Dakota

Andrew is an experienced grant writer and grant manager with a professional background working with local, state, federal, and foundation grants. A native of Sioux City, Iowa, Andrew received his undergraduate and graduate education from the University of South Dakota before entering the professional realm as a City Manager for municipalities in rural New Mexico and Kansas. Through his work in local government administration, Andrew secured and managed millions of dollars in grant funding for essential infrastructure and community projects. Andrew's professional experience also includes serving as Grant Manager for a Tribal government in Kansas, where he was heavily involved in federal grant writing, grant management, and the federal procurement process. Andrew is passionate about working with organizations and partners by identifying, developing, and managing their grants.



Miranda Lee
New York

Miranda has a wealth of experience writing RFPs, editing educational content, and in news producing and writing news content. At present she works in a public school district teaching English to speakers of other languages. Miranda enjoys spending her free time going on adventures with her daughters. As a family they enjoy hiking, camping, traveling the world, and spending time with family and friends.

**Eve Mart**

Florida

Education

- Master In Health Services Administration, Florida International University
- BBA Accounting, Florida Atlantic University
- BS Business Administration, University Of Florida

Eve Mart is a seasoned professional with nearly 20 years of progressive experience in research and grant development. Her career has been marked by leadership roles, where she secured program and capacity-building funding from key sources.

In addition to her professional accomplishments, she is a breast cancer survivor and advocate, dedicating her time to raising awareness and supporting fellow survivors. Beyond her work, she is passionate about road cycling. Also, she shares her life at home with two rescue dogs and a set of feisty parrots, cherishing the companionship and chaos they bring to her daily routine.

**Mario Richardson**

Florida

Education

- Master of Public Administration, Barry University
- Bachelor of Science in Social Science, Florida State University

Mario is a native of Florida. He got his start writing and managing grants while working for the Florida Department of Health. During his time there, he managed several statewide initiatives including expanding HIV testing into clinical settings as a part of a routine health screening. Richardson has also worked for the N.C. Office of Indigent Defense Services managing contracts for public defense, as well as the Urban Institute as a Senior Manager.

**Gwen Willis-
Darpoh**

Maryland

Education

- Ph.D. Educational Communications and Technology - University of Pittsburgh, Pittsburgh, PA
- MEd Special Education - The American University, Washington, DC
- BS Health and Physical Education – Virginia State University, Petersburg, VA

Dr. Gwendolyn Willis-Darpoh has decades of experience in K – 16 education as a special education teacher and university professor. Her experience conducting research in the social and behavioral sciences, and training and technical assistance background, as well as her experience reviewing grant applications for the Department of Education (DOE) and the Substance and Mental Health Services Administration (SAMHSA) were critical in her ability to assist local school districts nationwide implementing multimillion-dollar and multiyear government-funded grants. She has staffed proposal writing teams, worked with federal project officers to ensure grant compliance, participated in project evaluation teams, served as Deputy Director for federally funded initiatives.

MANAGEMENT & ADMINISTRATION

**David Crowder**

Partner & CEO

Georgia

Community Involvement

- Pramana, Board Member
- Ellipsis, Fireblade (Formerly SiteBlackBox), Advisory Board Member

David is an expert in technology and operations who is uniquely positioned to quickly assist companies facing the many challenges associated with accelerated periods of growth. He attributes much of his success to his first corporate position, becoming the director of operations of Uno Restaurant Corporation at the age of 24.

Realizing the long-term opportunities available in tech, David studied and pursued the industry, establishing a name for himself by helping businesses scale successfully.

David is currently based in Atlanta, Georgia where he most recently co-founded GET Valet, a tech firm revolutionizing the parking industry.

**Jessica Whaley**

Founder & CRO

Alabama

Education

- Jacksonville State University, BA
- Jacksonville State University, MPA
- Jones School Of Law, JD

Community Involvement

- The Samaritan Counseling Center, Board President (2018 & 2019)
- Big Brothers Big Sisters Of Northeast Alabama, Big Sis (17 Years)
- Kiwanis Club Of Montgomery, Board Member
- First United Methodist Church Of Prattville, Member

Jessica is a native of Calhoun County, Alabama. She got her start writing and managing grants while working in the Alabama Governor's Office of Faith-based and Community Initiatives. During her time there, she managed several statewide initiatives including Alabama Communities for Education, a high school dropout prevention program, and the Alabama Strengthening Communities Project, which was recognized nationally for best practices in grant management. Jessica lives in Alabama with her three children.

**Amanda LeMay**

VP of Finance

Tennessee

Education

- University Of Alabama, BS Corporate Finance
- University Of Alabama, MA Finance
- University Of Alabama, MBA International Business

Amanda has worked in the corporate world for FedEx and First Horizon Bank for a combined 20 years specializing in corporate financial analysis and large initiative forecasting.



Yona Mahilum
Manager of
Operations
Philippines

Education

- Holy Trinity University, BS Hotel And Restaurant Management

Yona, a vital part of Simple Grants since 2018, played a key role in its growth. Before that, she dedicated herself to government work in her hometown, Palawan, Philippines, where she led a community-based rehabilitation project for former drug-dependent individuals, preparing them for re-entry into society. Yona is now pursuing a Master's degree in R&D Management at the University of the Philippines, demonstrating her commitment to personal and professional development.



April Shaffner
Client Solutions
Architect
Tennessee

Education

- Ph.D. Theology, Covenant Bible College And Seminary
- M.A. Education, East TN State University

April is an experienced grant writer, grant manager, workforce development coordinator, human resources training coordinator, and municipal advisory instructor. She has served in advisory and board positions with several nonprofit organizations, including Appalachian Regional Coalition on Homelessness, and Johnson City Chamber of Commerce Leadership Academy.

April enjoys spending time with her husband and chocolate lab Lucy on their certified century farm in Mountain City, TN.



Erin Thrift
Director of
Client Acquisition
Georgia

Erin brings over 15 years of sales expertise and consultation to Simple Grants. Since her earliest roles, she has understood the importance of client rapport and trust, and caters to the specific needs of each individual client. She is grateful to have worked in a wide variety of sales organizations, from educational technology to sustainable architectural design. She has a broad understanding of the needs of different organizational personas, and she has increased the efficiency of many sales and marketing processes along the way. Art and gardening are her passions outside of work.

Education

- Bookkeeping NCIII, Puerto Princesa School Of Arts And Trades
- Visual Graphic Design NCIII, AMA-CLC

Kath is a full-time graphic designer and digital illustrator who handles several social media platforms for tourism and environmental related accounts in the island of Palawan, Philippines. Contracted by a national government agency to produce print materials for information campaigns on sustainable development and wildlife conservation.



Shantell Cook

**Registration
Support Specialist**
New Jersey

Shantell Cook has been in the grant-writing business for eight years, during which time she's become an expert in the field. Her specialties include Duns & Bradstreet, SAM.gov, Grants.gov, ERA Commons, and NSF FastLane. She excels at navigating the various federal and state grant portals. Shantell is largely self-taught and prides herself on her fast learning and ability to always figure out how to get the job done.

Shantell has guided hundreds of organizations through the various registration processes that are required by funders. Providing support for nonprofit organizations comes naturally to her as she loves meeting and working with new people. Building and maintaining relationships with clients is among her most valued qualities. Shantell is a young mother of two from the Four Corners area of New Mexico.



Noe Gomez

**Operations
Support Specialist**
Illinois

Noe is a freelance computer technician and a video creative who edits clips and engaging features for content creators. He has 5 years of experience working in the IT and marketing fields.

STANDARD FEE OPTIONS

HOURLY RATE

\$165/ hour

Most of our work is done on an hourly basis. We develop a detailed Work Plan with hourly estimates for pre-approval before we begin any project.

FLAT FEE SERVICES

Comprehensive Grant Strategy

\$9,800

Our **Comprehensive Grant Strategy** provides a 12-month plan for what grant opportunities to pursue, guidance for what to request, and our SOAR grant readiness analysis.

What's Inside

- Federal, State, Local and Private Grant Research
- Opportunity analysis, including suggested grant requested amount and subject when applicable
- Quarterly implementation timeline with guidance
- SOAR Grant Readiness Analysis
- Monthly Meetings to Review and Discuss Upcoming Opportunities

Registrations

\$1,500

Registration assistance includes assisting your organization with registering in SAM.gov and Grants.gov, portals needed to submit federal grants.



The logo for Simple Grants. The word "Simple" is in a bold, black, sans-serif font. The word "Grants" is in a bold, blue, sans-serif font. A blue curved line arches over the top of the "i" in "Simple" and the "G" in "Grants".



www.simplegrants.com



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