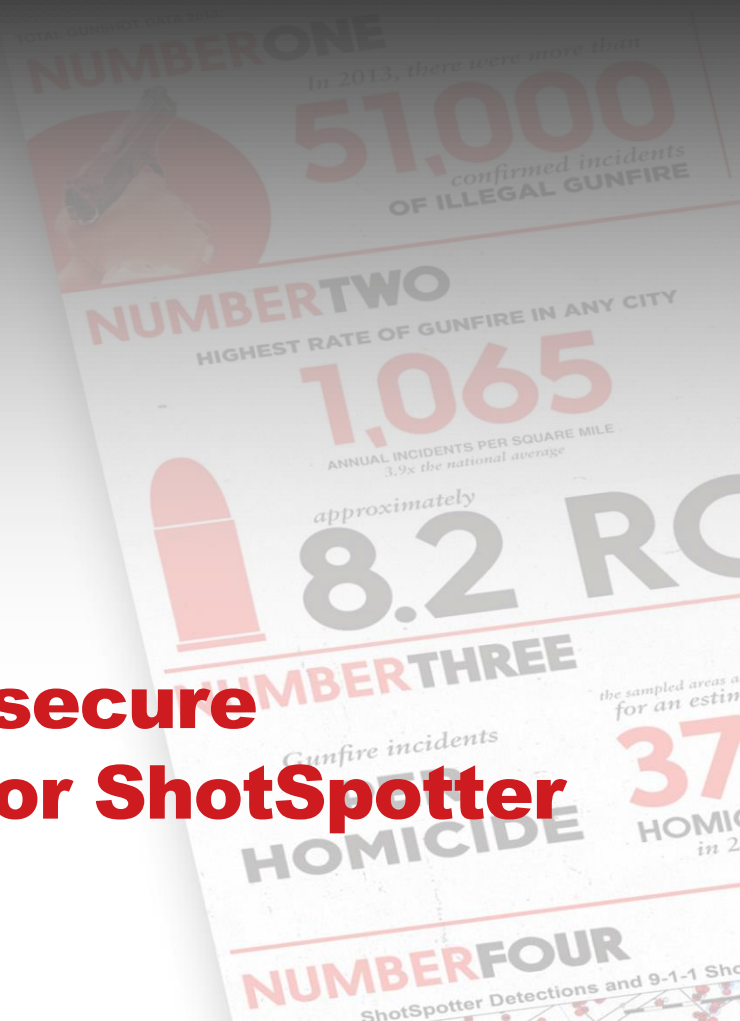




Best Practices on how to secure Federal or State Funding for ShotSpotter

LIVE Webinar hosted by SST, Inc.
Wednesday, May 4, 2016



Our Moderator and Speakers



Moderator:
Ron Teachman

Midwest Director, SST

- 38 year law enforcement veteran
- Former Chief of South Bend, IN



Guest Speaker:
Al Lewers

Asst. Chief Miami Gardens (Ret.)

- Used Federal and Grant Funding to get ShotSpotter in Miami Gardens, FL



Guest Speaker:
Amanda Wood

Sr. Gov't Relations Consultant
Specializing in:

- Federal and State Grants
- Federal Funding options

Objectives Today

- Learn how to secure grant funding
- Explore opportunities with DHS
- Understand the roadmap for fiscal year 2016 - 2017
- Establish partnerships to strengthen application
- Ensure federal funding through development of a strategic grant application and political support
- Build comprehensive funding strategy with multiple sources of funding

Getting Your Fair Share

There are currently over **1,000 grant programs** administered by **26 federal agencies** providing more than **\$400 billion** to states and local governments through grants, formula allocations and other payments each year.



Who is Funding ShotSpotter Projects?

Funds are primarily available from:

- Department of Justice
- Department of Homeland Security
- Department of Housing and Urban Development

There is **no penalty** for pursuing multiple federal funding sources and the majority of these funding opportunities do not have a match requirement.



Department of Justice

1. Byrne Criminal Justice Innovation
2. Project Safe Neighborhoods
3. Smart Prosecution Initiative
4. Technology Innovation for Public Safety
5. Community Policing Development



Department of Homeland Security

State Homeland Security Program:
\$402 million

Urban Area Security Initiative:
\$587 million

ShotSpotter is included on the DHS Authorized Equipment List (AEL). Each winter, the State Administering Agency in your state solicits projects for inclusion in the budget justification that FEMA will ask them to complete



Department of Housing and Urban Development

1. Community Development Block Grant
2. Public Housing Capital Fund
3. HUD Operations and Maintenance Fund



Prior Year Funding



- Work with UASI Coordinator or SAA to amend past budget justifications to include your ShotSpotter purchase
- Reprogram unspent formula funding through the Byrne program, or funds that were awarded through competitive grants

Federal Funding is Always in Season



- Submissions of formula funding budgets and competitive grants
-
- Development of next fiscal year federal funding roadmap
- Funds awarded and we work to expedite drawdown and expenditure of awarded funds

Federal Funding is Always in Season



- Congress passes appropriations bills and information on funding levels for projected grants becomes available
- Arrange calls and meetings with relevant federal agency program officers to pitch your project while developing your relationships with key agency officials and staff
- Line up research and community partners

Federal Funding is Always in Season



- Competitive grant solicitations released and final drafting begins
- Formula funding levels for DHS and DoJ grants to communities are released and we assist with budget justifications

Federal Funding is Always in Season



- Competitive grant submitted and we engage Congressional delegation for political support

A Case Study in Funding Innovation

Presented by:

Alfred Lewers Jr.

Assistant Chief of Police (Retired)



Canary in a Coal Mine



How We Use ShotSpotter

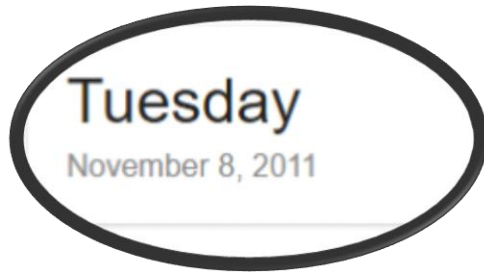
- Not ALL gunfire incidents result in people getting shot, or property being damaged. ShotSpotter lets us know where a potential problem exists, as well as where we should go **(120/1)**. **ShotSpotter DOES NOT tell us what to do!**



Initial Interest

Researched prior to an email popping in my inbox (too expensive?)
ShotSpotter funding webinar

- Informative
- New pricing structure (2011)
- Gave me hope (me then, you now)



WEBINAR: Expert Guidance for Funding ShotSpotter Gunshot Location Solutions with Federal Grants. Act Now for FY 2012!

Organizer: ShotSpotter Team | Presenter: ShotSpotter Team

Audio: Use your microphone and speakers (VoIP) or call in using your telephone.

Dial: +1 (805) 309-0022
Access Code: 610-738-470
Audio PIN: 127



Amanda Wood
Partner
The Ferguson Group



Sarah Stockdale
Senior Associate
The Ferguson Group

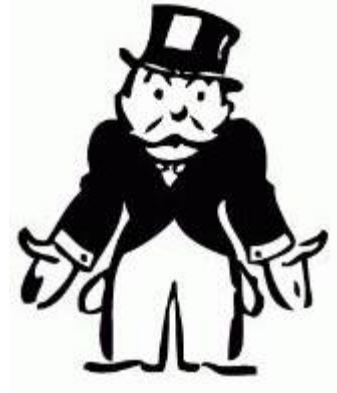


Lydia Barrett
Vice President
ShotSpotter, Inc.

Follow-up & Timeline

- November 2011 funding webinar
- Correspondence with Phil Dailly, Southeast Regional Director
- Cull data from Crime Analysis Unit (provided to SST)
- Statistical analysis for coverage area created by SST (heat maps)
- Several (7) areas identified, along with initial pricing, terms, and conditions

\$270,000



Initial Cost for System Deployment

Though Federal Urban Area Security Initiative (UASI) funding (2009 leftover funds), in the amount of **\$243,000** was applied for and granted.

- DHS Authorized Equipment List
- (14SW-01-ASTN Network, Acoustic Sensor Triangulation)
- **\$27,000** deficit..... How to fund?
P3 - \$50,000 donation from National Home Trust XII
(Breakdown - **\$25,000** towards deployment
+ **\$5,000** per year x 5 years = **\$50,000**)
- Actual expense to the citizens of Miami Gardens for the system's first year deployment was **\$2,000**

Second Year Funding

- Second year subscription bill: **\$180,000**
- Partial funding for the subscription was provided through the 2012 Urban Area Security Initiative (UASI): **\$120,000**
- Private Donation: **\$ 10,000**
- General Fund = Cost to citizens of Miami Gardens: **\$ 50,000**



Department of Justice COPS CHP



- Used ShotSpotter data to submit for 2013/2014 DOJ Community Oriented Policing Service, Cops Hiring Program.
- The request: The MGPD would thus like to enhance its Operations Division by adding six (6) police officers that would form the Gun Violence Reduction Squad (“GVRS”).
- This team of officers will proactively combat gun violence by employing the myriad of resources listed herein.

Department of Justice COPS CHP cont.



- Additionally, 2 officers will work with the Alcohol, Tobacco, Firearms and Explosives (ATF) as part of the Streamline Urgent Response to Gun Enforcement (SURGE) program, that collaborates with local, state, and federal prosecutors to identify and prosecute convicted felons, habitual or repeat offenders, and other individuals who have organized street gang affiliation, and/or possess or use firearms during crimes.

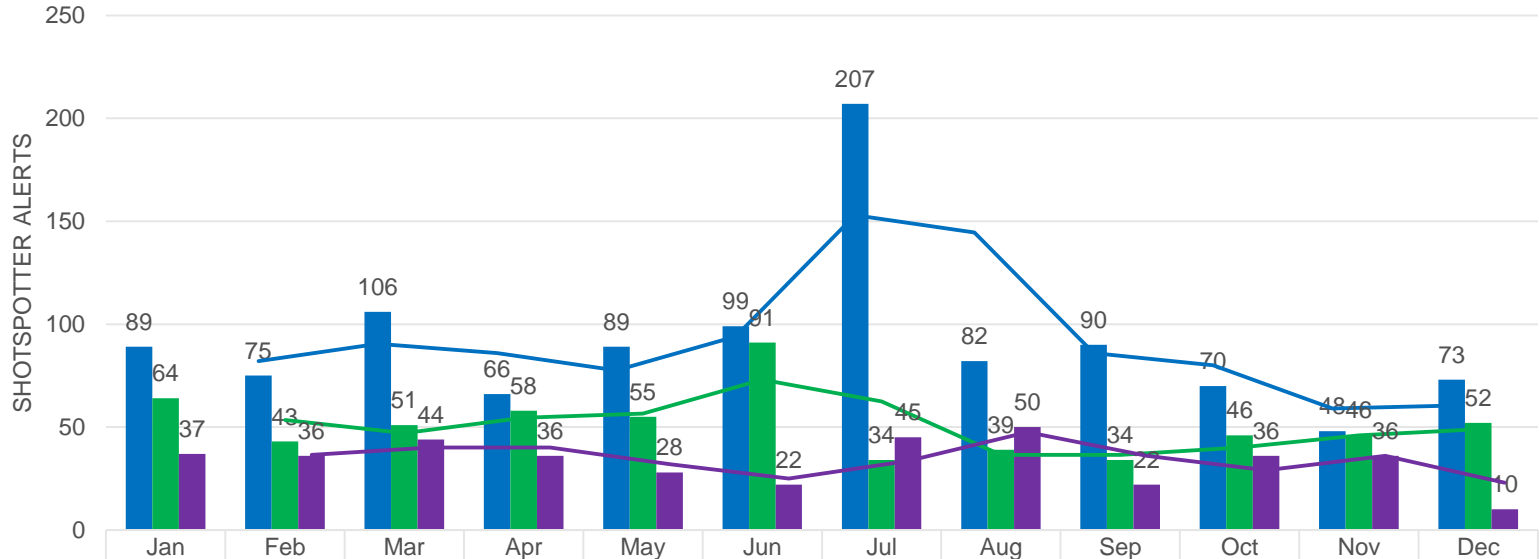
Funding Acquisition Breakdown

- 2012 UASI awarded (year 1) **\$243,000**
- 2014 UASI awarded (year 2) **\$120,000**
- 2013 National Home Trust XII **\$50,000**
- 2014 DOJ COPS CHP **\$1,275,000**
- Rough total **\$1,688,000**
- Other miscellaneous grant applications



Gunfire Incidents are Down

ShotSpotter Gunfire



Successful Applicants for Federal Funding

- Can demonstrate a compelling need
- Have a plan to combat crime, protect people, infrastructure and facilities and save lives, including using ShotSpotter as a tool
- Show a local commitment to this effort
- Are prepared to be their own best advocate

State and Local Funding Options to Explore

- Police Foundations
- Community Foundations
- Medical Community (Hospitals, Trauma Centers)
- Chamber of Commerce
- Local Corporations
- State and Local Grants

Next Steps

1. Let us identify which funding opportunities are most appropriate for your agency
2. Identify appropriate state and regional contacts for your DHS and Byrne funding requests
3. Review your grant applications and providing strategic advice and recommend changes based on our internal knowledge of the federal agency's priorities
4. Enlist Congressional support for your grant application by securing support letters and calls
5. Work with federal agencies to expedite the drawdown of your awarded funds and to request reprogramming of already awarded funding so that it may be used for another purchase

More questions on funding ShotSpotter?

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