

CSAC Grants Initiative

FREE RESOURCES + OPTIONAL SERVICES



WHO - The CSAC Grants Initiative is a partnership between the **California State Association of Counties (CSAC)** and **The Ferguson Group (TFG)** that helps connect counties with federal, state, and foundation grants. At CSAC, we use our knowledge of California communities and our 501(c)3 to run the program while TFG uses their 40 years of experience to provide the services.

WHAT - CSAC is offering all members access to no-cost grant resources, including a Weekly Grants Newsletter for staying informed, Project Ideas Portal for getting feedback, and Template Applications for writing grants. Interested members can also access our flat-rate service options, including a suite of annual services and a range of a la carte services—all discounted by 10%.

WHY - Our premium options are **AFFORDABLE** because you get CSAC's negotiated discounts; **EFFICIENT** because you contract directly through CSAC; and **FLEXIBLE** because you can treat the hours and services within your consulting package as fungible.

HOW - For more, please email **Brian Rutledge** at CSACgrantsinitiative@counties.org or visit CSACgrantsinitiative.org.

OPTIONAL SERVICES	TIER 1	TIER 2	TIER 3	TIER 4
	\$50K	\$100K	\$250K	\$500K
CONSULTING HOURS For dedicated support.	140 Hours	280 Hours	660 Hours	1,500 Hours
NEEDS ASSESSMENT For strategic planning.	✓	✓	✓	✓
GRANT TRACKING For timely information.	✓	✓	✓	✓
GRANT TRAINING For added capacity.	✓	✓	✓	✓
PROJECT PLANNING For funding strategies.	X	Up to 3 projects	Up to 6 projects	Up to 10 projects
GRANT WRITING For full applications.	X	Up to 4 grants	Up to 8 grants	Up to 16 grants

/ A LA CARTE SERVICES /

These or similar services are also available on an as-needed basis.



CSAC Grants Initiative

SELECTING OPTIONAL SERVICES



START BRAINSTORMING

TIER 1: \$50K - Priority Setting + Grant Readiness - For counties seeking to clarify grant-friendly priorities, develop grant strategies, and lay a foundation for successful grant applications.

TIER 2: \$100K - Project Planning + Grant Writing - For counties ready to go beyond strategizing and needing up to 3 project plans and start-to-finish grant writing for up to 4 applications.

TIER 3: \$250K - Substantial Planning + Substantial Writing - For counties ready to go beyond a few projects and needing up to 6 project plans and start-to-finish grant writing for up to 8 applications.

TIER 4: \$500K - Full Project Pipeline + Full Grant Pipeline - For counties ready to create a pipeline of up to 10 project plans and a grant pipeline with start-to-finish grant writing for up to 16 applications.

CONSIDER THE DETAILS



CONSULTING HOURS – Get a reliable channel of consulting support from our experienced grants team and allocate your consulting hours however you choose, including by adjusting course at any time.

✓ TIER 1 ✓ TIER 2 ✓ TIER 3 ✓ TIER 4



NEEDS ASSESSMENT – Use in-depth consultations to identify key projects, priority issues, and strategic needs, and receive targeted updates on new funding options, including grant forecasts.

✓ TIER 1 ✓ TIER 2 ✓ TIER 3 ✓ TIER 4



GRANT TRACKING – Stay proactive and informed by having our grants team host monthly strategy calls and provide you with monthly grant trackers and a 12-month grant calendar.

✓ TIER 1 ✓ TIER 2 ✓ TIER 3 ✓ TIER 4



GRANT TRAINING – Build your capacity for grant success via trainings on the application process.

✓ TIER 1 ✓ TIER 2 ✓ TIER 3 ✓ TIER 4



PROJECT PLANNING – Craft strategies for making your projects grant ready, including by identifying funding solutions, rescoping project designs, and aligning project plans with funder goals.

✗ TIER 1 ✓ TIER 2 ✓ TIER 3 ✓ TIER 4



GRANT WRITING – Turn preliminary ideas into final submissions by letting us complete complex forms, draft effective budgets, craft compelling narratives, and revise county-drafted materials.

✗ TIER 1 ✓ TIER 2 ✓ TIER 3 ✓ TIER 4

MAKE YOUR DECISION

Email CSACgrantsinitiative@counties.org to select optional services, ask questions, or learn more.



CSAC Grants Initiative

SELECTING A LA CARTE SERVICES



START BRAINSTORMING

The CSAC Grants Initiative is intended to meet a variety of needs. Interested counties can choose from our curated list of common grant services or inquire about other options. Our prices reflect a negotiated discount of 10%.

CONSIDER THE DETAILS

GRANT WRITING SERVICES

COUNTY NEED	NARRATIVE PAGES	CSAC MEMBER COST
SMALL - Well-defined Application	6–10	\$5,400
SMALL - Full Application	11–15	\$10,260
MEDIUM - Full Application	16–20	\$15,660
LARGE - Non-Federal (or Medium - Federal)	21–25	\$19,440
LARGE - Full Federal Application	26–30	\$22,680

ADDITIONAL SERVICES

COUNTY NEED	CSAC MEMBER COST
GRANT RESEARCH, EDITING, AND/OR REVIEW	\$198/hour
NEEDS ASSESSMENT	\$13,500
GRANT TRAINING	\$3,150/session
PROJECT PLAN - Includes Funding Strategy	\$4500/guide
GRANT ADVOCACY	\$315/hour

Certain circumstances may result in higher or lower costs. For example, last minute requests may require a 15% markup just as multiple requests can potentially be combined to create additional discounts of 10-25%.

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