



**ServiceSource**

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Abilities of Florida

## **When to Say No to Grant Opportunities**

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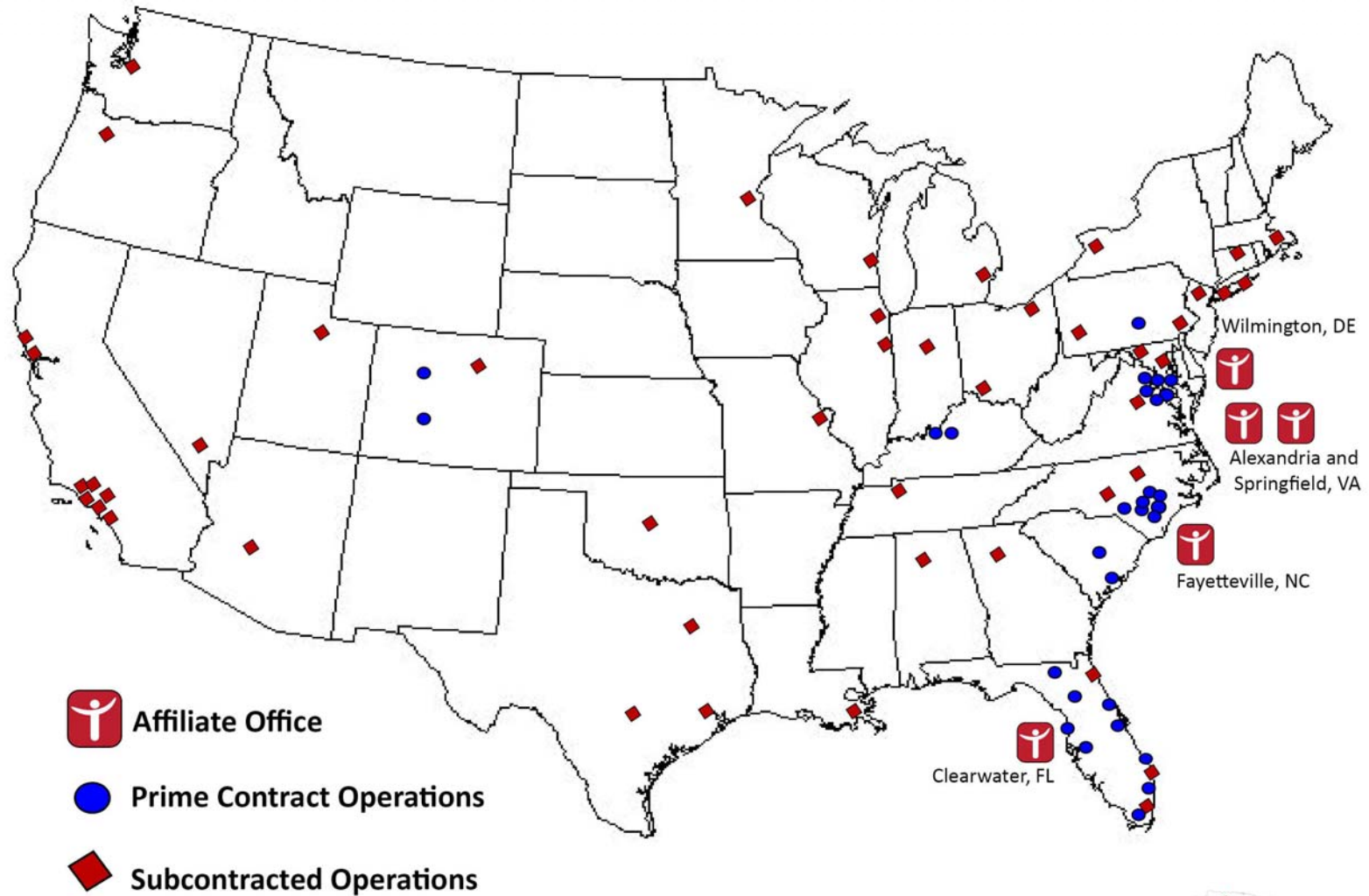
June 14, 2011

# Agenda

- ServiceSource Offices
- ServiceSource Snapshot
- Grant Acquisition Team (GAT)
- Lead Identification Process



# ServiceSource Offices



-  Affiliate Office
-  Prime Contract Operations
-  Subcontracted Operations

# ServiceSource Snapshot

## MISSION

- To provide individuals with disabilities exceptional service delivery through innovative and valued employment, training, rehabilitation and support services

## ORGANIZATION

- Five affiliated 501(c)(3) not-for-profit organizations governed by one Board of Directors and managed by one Executive Management Team

## FY 10 REVENUE

- \$127 million

## PROGRAMS

- Community Based Employment; Government and Commercial Contracts; and a broad range of rehabilitation, habilitation, and housing services

## SERVED

- Over 11,200 people with disabilities

## SITES

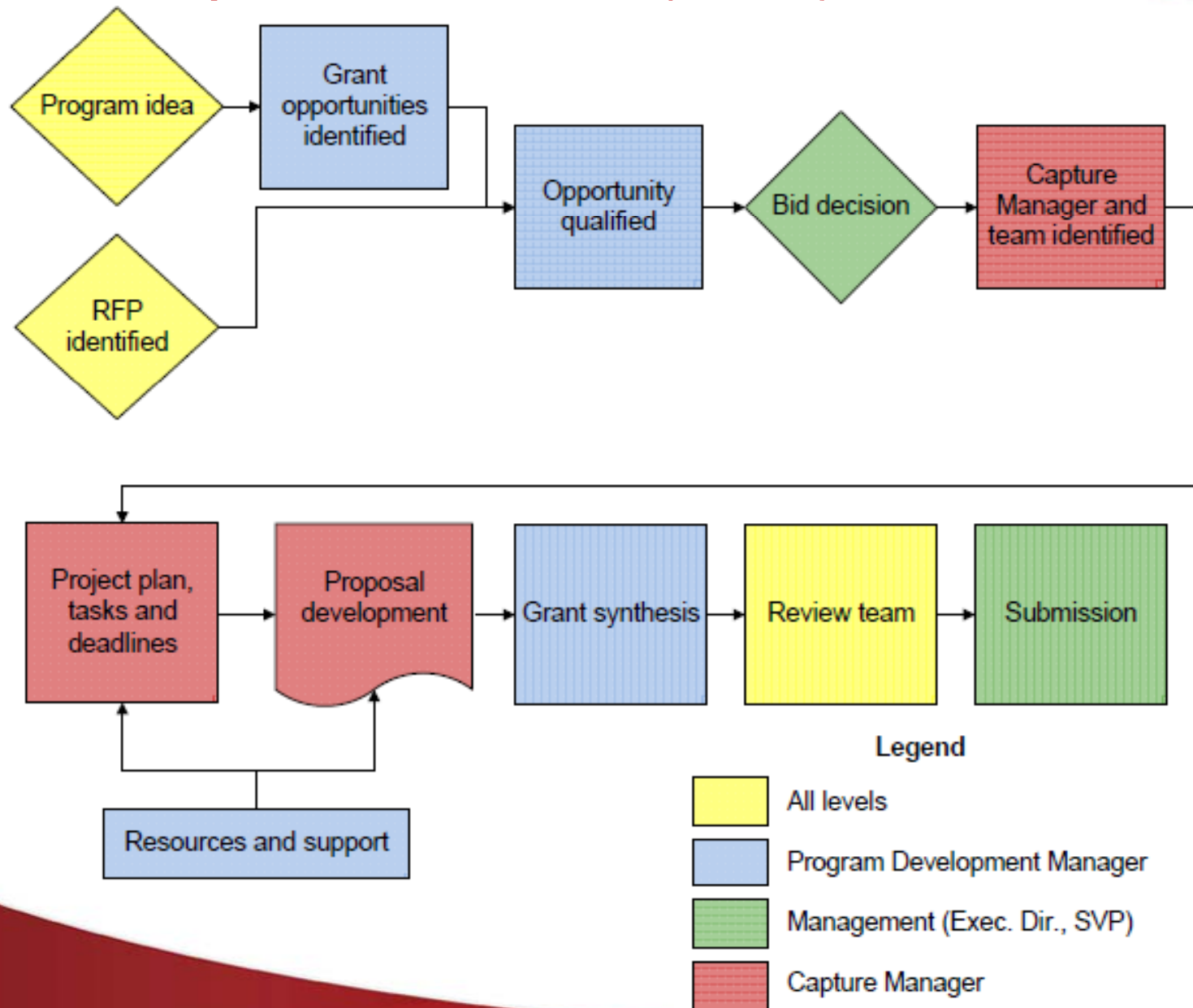
- Over 100 work sites in 10 states and the District of Columbia

## CUSTOMERS

- Employment services and a variety of rehabilitation supports to four Federal Government Agencies as well as State, Local and private funding partners
- Outsourcing services to 32 Federal Government Agencies including all branches of the nation's military and over 100 commercial customers



# Grant Acquisition Team (GAT)



# Lead Identification Process

How was the opportunity identified?



What is the likelihood of funding?



How many would we serve and do we have access to the population?



What is the grant amount and length of award? Are costs reasonable?



# Lead Identification Process (contd)



Is the opportunity consistent with our corporate mission?



What is the funder's requirements? Do we have an RFP?



Does the opportunity meet our corporate protocols/standards?



Can we offer the best alternatives to meet funder and participant needs?  
What is the viability of our program design and our ability to implement it?



# Lead Identification Process (contd)

Can we win? (i.e. competition)



What is the cost-benefit analysis; return on investment?



Are staff committed to developing and implementing the proposed program?



What resources are needed for development, match and implementation?



For More Information:



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