



GENERAL SESSION II



Grant Writing Best Practices: Grants are Project Specific Strategic Plans

This presentation will illustrate similarities between developing a strategic plan and writing a grant, review best practices in writing a grant, and provide strategies to integrate grants into your strategic plans and facilitate sustainability.

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Jeff Barlow is the executive director of the Hawthorn Institute, a public policy consulting firm based in Missouri. He specializes in funding strategies, revenue maximization, strategic planning and performance based budgeting. Mr. Barlow is a member of the criminal justice grants task force in Missouri and works collaboratively with all criminal justice agencies on multi-jurisdictional projects.

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