

# GREAT LAKES CAPACITY/ FUNDING WEBINAR SERIES



**Webinar # 3:  
What successful grantees  
know that you may not...?**



**Environmental  
Finance  
Center**  
*Syracuse University*



# Recap



Environmental  
Finance  
Center  
*Syracuse University*



- **Syracuse EFC:** Advance governance and problem-solving through leadership development and community participation in decision-making processes, focusing on public infrastructure education and training, financing, and regulatory tools, in areas such as sustainable materials management, green infrastructure for stormwater management, smart growth, and comprehensive planning.
- **DEC GL Program:** Coordinates Great Lakes watershed activities with agencies, partners, and stakeholders. Program focus areas include AOCs, LAMPs, watershed coordination, and transboundary resource management.

# Join our email list!

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**Email Ben Sears at  
[glakes@gw.dec.state.ny.us](mailto:glakes@gw.dec.state.ny.us)  
and request to be added to DEC's  
Great Lakes stakeholder list  
serve.**



# Do's for Great Lakes



- ❑ Relevant & Significant
- ❑ Emphasize how key RFA objectives achieved
- ❑ Respond completely to all RFA criteria
- ❑ Make methodology clear & logical
- ❑ Include strategic partners & Letters of Support
  
- ❑ 3 step formula = Justify the need + Convince the product/output achieves the need + emphasize the extended benefits of having achieved the need with your proposed output.

# Don'ts



- ❑ State unsupported opinions or assumptions
- ❑ Repeat previously used text
- ❑ Assume the evaluator is as familiar with the project location/need/tools as you are
- ❑ Forget to link need-output-benefit directly to Great Lakes management issue/strategy
- ❑ Downplay importance of effective outreach strategy

# Questions?

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**NYSDEC Great Lakes Program**

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