Office of Energy Innovation
Getting From a Great idea to Funded project

Transportation & Innovation Expo
Who is the Office of Energy Innovation?

OEI
One of 56 designated energy offices from each of the 56 states and territories

Vision
Securing Wisconsin’s energy future and improving its economy and environment

Mission
The Wisconsin Office of Energy Innovation promotes innovative and effective energy policies and programs that benefit Wisconsin’s citizens and businesses.
Wisconsin’s End-Use Energy Expenditures

TOTAL END-USE ENERGY EXPENDITURES: $19,040.55 MILLION

<table>
<thead>
<tr>
<th>By Type of Fuel</th>
<th>By Economic Sector</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015 (Millions of Dollars and Percent of Total)</td>
<td>2015 (Millions of Dollars and Percent of Total)</td>
</tr>
<tr>
<td>Petroleum 9,091.09 47.75%</td>
<td>Agricultural 443.09 2.33%</td>
</tr>
<tr>
<td>Natural Gas 2,468.58 12.96%</td>
<td>Commercial 3,221.07 16.92%</td>
</tr>
<tr>
<td>Coal 105.94 0.56%</td>
<td>Residential 4,553.69 23.92%</td>
</tr>
<tr>
<td>Electricity 7,374.94 38.73%</td>
<td>Industrial 2,657.61 13.96%</td>
</tr>
</tbody>
</table>

TOTAL EXPENDITURES: $19,040.55 MILLION

For more information, visit Wisconsin Office of Energy Innovation.
Great Idea to Funded Project

- Know your funding source
- Know your own organization
- Know your ultimate goal
- Support your grant proposal
- Understand the response to your grant proposal
Know your Funding Source

- Request for Proposal (RFP) Initiated by a Funder – foundation, federal/state/local agency, business, or other non-governmental organization
- Understand how the funder wants your proposal submitted
  - Via online systems, physically mailed
  - File formats (pdf, excel, other file types)
- No matter how much you like your own system/format—follow the system/format provided in the RFP
Know Your Organization

- Annual Reports - excellent way to communicate the success and capability of your organization
- Who is charge and capable of taking on a project? Personnel specific to the proposals success should be identified by position, expertise and credentials, and have the time!
- Overall Budget - information on the size, scope, financial stability, breadth of resources, and organizational commitments, restrictions
Know your Ultimate Goal

- Seeking funding just to seek funding is among the poorest reasons to write a proposal, and a primary reason proposals are not successful.

- Define the specific goals, for example:
  - Internal issues such as capital improvements, infrastructure development, staff growth or program expansion.
  - External issues such as populations served, behavior modified or community changes accomplished.

- Goals should be SMART
Support Your Grant Proposal

- Contact Information
- Address/Website
- Project Specific Concept Paper
  - Title
  - Abstract/Executive Summary
  - Project Description (Short/Long)
- Project Period
- Logic Model
- Key Staff List with Credentials/Resumes
- Executive List (i.e. Board)
- Detailed Budget with Line Items
- Financial Statements

- Annual Reports
- Bylaws/Articles of Incorporation
- Tax ID (EIN, SSN)
- Status (i.e. 501c3 tax exemption letter, 990)
- DUNS - Data Universal Numbering System ID (Federal Awards)
- CAGE Code - Commercial and Government Entity (Federal Awards)
- Images
- Letter of Commitment Templates
- Board Resolutions, other Approval Documents
Understand the Response to your Proposal

- **Positive** – Congratulations!
  - Now comes the work!
  - Period of budget negotiation, contract development, possible site visits, establishment of accounting procedures and financial reporting
  - Establishment of a reporting system to measure the progress of the funded project

- **Negative** – It’s Okay!
  - If the response is negative do not give up
  - If possible, request a debrief from funder to looks for ways to improve
  - Re-evaluate your process and, at the appropriate time, try again
Questions??

Tom Nowakowski
Tom.Nowakowski@Wisconsin.gov
608-267-7854