

Present Situation/ Proposed Solution

Present Situation

The key is to answer the questions the evaluator is bound to ask as the review is completed:

- Tell me about your agency.
- How many calls do you run annually?
- If your application centers on a specific response-related issue what's the issue and really give a solid foundation of the details.
- Introduce your “problem”, what will the funding address?
- Tell me how you are dealing with this problem right now? **LET ME START TO FEEL THE PAIN!**
- Perhaps even give a little incite as to why you cannot fund the solution without assistance from the state

Present Situation

It may seem sort of redundant but...

- The evaluators don't know you or your agency (in most cases)
- The evaluators have many applications to review – **you have competition**
- Odds are your situation is not unique but your application, if drafted properly, can make it seem so
- If there is no sense of real need or urgency the scores may be lower

As an evaluator is reading your application they are getting to know your needs. The more details you provide the better that knowledge base.

Present Situation

For example:

Any city Fire Department is an all hazards response entity serving the City of Any city in Hazard County. With a coverage area of 26 square miles and serving some 26,000 citizens, Any city boasts many forms of both business and recreation. In calendar year 2017 the department responded to 3745 calls for assistance. Of this number 3322 were medical in nature. In calendar year 2017 AFD responded to the aid of 48 cardiac arrest victims. On arrival bystander CPR was being performed only 3 times (less than 10%). AFD has a current ROSC rate of 4%.

A clear picture is being painted about a situation that directly involves patient outcomes.

Present Situation

Now take note....

In calendar year 2017 AFD responded to the aid of 48 cardiac arrest victims. On arrival bystander CPR was being performed only 3 times (less than 10%). AFD has a current ROSC rate of 4%.

The city and the department have been introduced. And a problem is starting to become apparent....

Present Situation

Painting a picture...

Now we are starting to see a problem. But more information can not only enhance the understanding evaluators have but may also separate out AnyCity Fire from all of the other applications.

Remember....this IS a competition. Not every application is going to receive funds. In reality many won't. The key is to leave no questions unanswered.

Present Situation

More information....

Any city is a proud community that boasts one of the lowest response times in Hazard County. But we need to insure that more of our citizens are trained in hands-only CPR. A recent survey performed by AnyCity Fire showed that only 1 of every 8 citizens asked had received training in CPR. But alternatively 8 of every 10 voiced an interest in learning and indicated that they would become involved in an emergency situation and try to help. Unfortunately the training budget for AFD has been consistently reduced since 2008 and no funds are available in order to carry out a training initiative.

See how the application is painting a picture? There is a clearly presented problem. It's obvious and definitive. And the applicant is even openly saying why they cannot solve it without assistance.

Present Situation

Bringing closure to the “Present Situation”.....

Any city Fire Department has already performed some hands only CPR courses. But a limited number of manikins led to a limited class size. AFD had to turn away 43 citizens over the course of three hands only CPR classes held due to a lack of appropriate training equipment. In one case AFD borrowed manikins from a neighboring department and still fell short by 15 manikins.

The present situation is clear. The department has worked hard on its own to address the issue. It's time to talk about the proposed solution....

Proposed Solution

Some facts about any “Proposed Solution”.....

- Any proposed solution needs to be all-inclusive
- Should be reasonable
- Should reveal that it has been clearly thought out
- This is where the applicant needs to show that not only are they aware of their problem but they are trying to address it – they just need a little help. In the “Outcomes” section the proposed solution(s) should show positive results

Remember – better applications will involve better patient outcomes. That's what the grant monies are actually set aside for.

Proposed Solution

Proposed Solution:

Any city Fire has worked closely with its local American Heart Association representatives and has obtained a quote for a “Hands Only Training Kit” (see attachment 1) This kit is all inclusive and will allow 50 students to learn hands only CPR.

Note that the statement references back to an attachment. Giving evaluators a complete package means just that. But the proposed solution needs to show how the “pain” is being resolved....

Proposed Solution

Solution Continued...

Any city Fire has already established a tentative training schedule that will involve holding (2) Hands Only courses per month throughout the summer of 2019. During this time it is anticipated that every course will be full. (A total of 6 courses with 50 students per will mean 300 trained citizens) In addition a neighboring department has asked to borrow the training kit to host 4 classes of their own which will net another 200 graduates.

The department has clearly thought about how they will put the grant monies to work. But as powerful as it already is there is room for even more!

Proposed Solution

Final Details...

After the summer of 2019 AFD will continue to host courses as requested. Based on previous requests it is anticipated that by the year 2020 an additional 800 citizens will have learned compressions only CPR as a result of this initiative. This is a conservative estimate – AFD will schedule classes as requests come in and it is hoped that as word is spread about the availability of the courses more citizens will phone in asking when they can attend.

As the solution continues, long term estimates can be provided. Just be sure that any estimates provided have something solid that justifies them.

Proposed Solution

Presenting More....

Another city the same size as Any city performed a similar initiative in 2016 and netted a total of 3671 course graduates. In addition their local hospital hosted courses and netted another 1412. For that community this represented fully 14% of the citizens having learned hands-only CPR. (Willingham, 2017) Perhaps most importantly Willingham Fire saw their ROSC rate increase from 5.2% up to 12% shortly after their initiative.

Note that the citation provides a reference. And the numbers are real and tangible.

Proposed Solution

Closing out the solution....

Any city Fire, with the assistance of a mutual aid response agency and the local hospital, anticipates upwards of 3000 to 4000 graduates over the next 24 months. And, as occurred with Willingham, it is hoped that the current ROSC rate will nearly triple. In real numbers this could mean 6 additional survivors of cardiac arrest.

Note how the application ties back into known facts from a similar situation. It shows a real potential of lives saved.

Summary

- Introduce your department to the evaluators
- Give details about present situation and really let evaluators “feel your pain”
- Provide factual data. LEAVE OUT OPINIONS!
- Show that solution has been well-considered
- Clearly show the positive effects if funded

The best applications will go from one section to the next smoothly. One section essentially leads up to the next one. The present situation leads to the proposed solution. And the proposed solution leads into the problems if not funded.

You are competing against others for money. Taking shortcuts may get it off of your desk quickly but will rarely net a positive result.

Problems/Solutions

QUESTIONS?