



BRUNO ASSOCIATES ^{INC}



GRANTS
MANAGEMENT
& CONSULTING
SERVICES

Grants Management & Consulting Services

As state and local government budgets face continued fiscal uncertainties, grants continue to serve as a critical funding source for many local municipalities and non-profit organizations, supporting a variety of programs and research. At the same time, organizations and agencies that provide grants are placing more scrutiny on the use of these funds and demanding greater transparency. In this environment, end-to-end grants management services that simplify the application process, award management, expenditure tracking, and reporting of grant funds are vital to an organization's fiscal well-being.

Focused on the needs of local municipal governments, public school boards and healthcare organizations, Bruno Associates can handle the full scope of grant administration requirements for a wide range of organizations. Our professionals, consisting of researchers, grant writers, accountants, attorneys and project managers, work tirelessly to reduce the number of manual handoffs and integration points, resulting in improved accuracy, visibility, and compliance. Our team provides a central location for maintaining and managing applications, transforming proposal budgets into award budgets, and reporting on awards against proposals and automating the post-award process, including:

- Managing and capturing grant-related expenditures.
- Certifying the effort of principal investigators and other key personnel working on a grant.
- Determining facilities and administration costs with a robust, configuration calculation engine.
- Analyzing accounting related to grant activity, including revenue recognition and associated journal entries.
- Ensuring balanced accounting for awards spanning major business units across an organization.
- Reporting to sponsors with the level of detail they require.
- Billing sponsors based on the unique requirements of a particular award.

Key service benefits of teaming up with Bruno Associates:

- Extensive research on grant opportunities based on your needs.
- Management of custom developed grants database specific to your needs.
- Streamlined and coordinated compliance efforts geared towards managing reporting requirements for all funding awards (both state and federal).
- Identification of possible partnerships with other organizations with similar goals and needs.
- Ability to record grant proposals and awards against proposals and manage the post-award process with a unified process that has been purpose-built to meet the needs of education, government and healthcare organizations.
- Preparation of all necessary documents and guidelines when required for funding agency standards.
- Assistance with preparing reimbursement documents and task completion to secure authorization for federal expenditures.
- Rich multidimensional services that improve visibility into grant activity.
- Improved ability to comply with grantor reporting requirements.



Purpose-Built for Grants Management

Bruno Associates is different in many ways from other professional grant service companies that are solely focused on pre-award services. Our professionals are keen on working with our clients to capture the subtleties associated with grants that can make the post-award process that much more awarding. With Bruno, grants are treated as separate objects, enabling workstream oriented, multidimensional value generation. Detailed information about the grant is being tracked and managed for you – including the award, award type, sponsor, sponsor type, associated tasks, risks, and facilities and administration information. Bruno Associates' staff also includes Certified Public Accountants with experience in the government, education, nonprofit and healthcare industry who can manage and advise on different types of awards with unique revenue recognition and billing requirements, such as cost-reimbursable and fixed-price awards.

Unified and Streamlined Application

Bruno Associates' professionals excel in many areas that are involved in securing grant funds. Each of our clients receives a dedicated engagement team that will consist of researchers, grant writers, financial advisors and project management specialists to ensure the grants management process is unified and streamlined. We understand the long list of administrative requirements that go into securing grant funds – from financial information to human resources, Bruno Associates is laser focused on provided end-to-end excellence. We are keen on reducing the number of manual handoffs and integration points to help improve data accuracy and efficiency. We also can assist with complex calculations, such as for facility and administration costs, that need to be recognized and ultimately billed to the sponsor. Our professionals are experienced with establishing rules that govern how costs are calculated, and can work with our clients to modify those rules as necessary.

Improved Visibility into Grant Activity

With grants comprising a large source of funding for many organizations, improving visibility into this revenue stream is crucial. Our professionals offer rich, multidimensional reporting capabilities to provide organizations with strategic intelligence about their grant activities. Our clients can access detailed information about grant activity such as viewing the grant budget versus actual expenses, comparing grant activity by sponsor, and comparing expense levels across multiple grants.

Improved Compliance and Control

Complying with reporting regulations for grants is critical for any organization that accepts funds. As an end-to-end solution, Bruno Associates grants management & consulting service effectively manages the pre and post-award process to recognize value and minimize errors. In addition, our staff are available to perform ad hoc inquiries and audit requests to facilitate self-regulatory compliance. Our CPAs and analysts are trained in various audit techniques to ensure that any transactions or changes to a business process are analyzed and managed from a risk perspective, further improving compliance.



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Case Studies

Bruno Professionals secure \$1,986,472 for the Township of Irvington

Bruno Associates secures \$1,986,472 from the New Jersey Department of Justice for the Township of Irvington. The COPS Hiring application provides funding directly to law enforcement agencies to hire and/or rehire career law enforcement officers in an effort to increase their community policing capacity and crime prevention efforts. The Township of Irvington Police Department (IPD) expressed an overwhelming need for funding under this program to assist in the transitioning the IPD towards community policing. The municipality recognized a need in the department of hiring/rehiring officers and reached out to Bruno professionals to proceed with the funding assistance they needed.

Bruno Professionals capture \$11,954,524 for the Paterson Board of Education

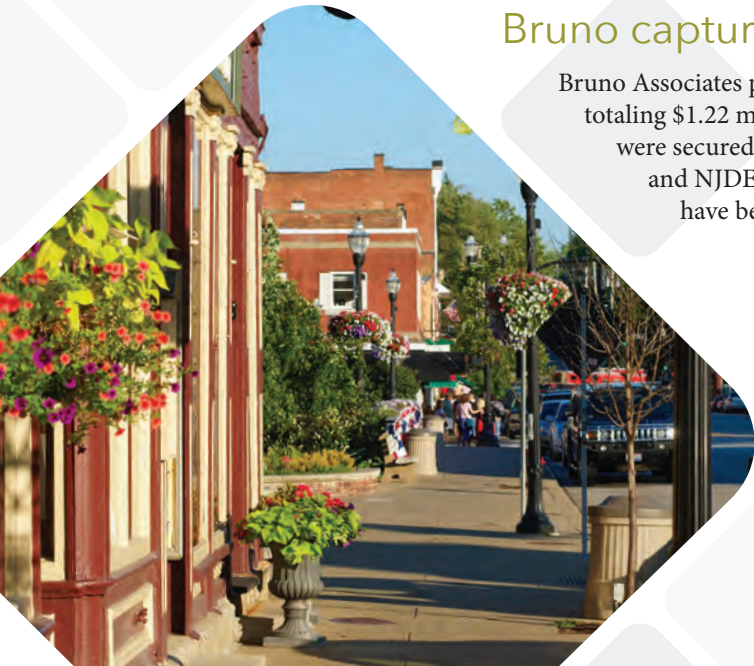
Bruno Associates captures \$11,954,524 for Paterson Public Schools for two School Improvement Grants. The district expressed a serious need to enhance and upgrade various areas within the Paterson schools and Bruno Associates was called upon to help with this initiative. The Paterson School District was seeking various means of acquiring sufficient resources to address the priority problems that have been identified as impacting student subgroup performance as measured under the federal mandate of the No Child Left Behind Act (NCLB). The Paterson Public School district has embarked upon a major effort to transform the system from a struggling and low performing district to one that is a leader in educating New Jersey's urban youth.

Bruno Professionals obtain \$1,730,564 for the City of Clifton

Bruno Associates obtains \$1,730,564 in Staffing for Adequate Fire and Emergency Response for the City of Clifton. Bruno Associates successfully put together a plan to capture the needed funding to help the City of Clifton appropriately staff their Fire and Emergency Response Team. The City was in need of staffing due to a shortage in the Clifton Fire Department after many positions were eliminated.

Bruno captures \$1.22 million for Sussex Borough

Bruno Associates professionals have helped Sussex Borough capture grant funding totaling \$1.22 million, so the Borough can maintain their own Water Utility. Grants were secured through multiple agencies including the NJDCA, USDA, NJDOT and NJDEP. The Borough is thrilled with the performance and results that have been provided for Sussex Borough.



1373 BROAD STREET, STE 304
CLIFTON, NJ 07013

T: 973.249.6225

F: 973.249.6301

www.BrunoAssociatesInc.com