

Top Three Upcoming Grants for Local Governments

Plus the Importance of Planning Ahead

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The Ferguson Group (TFG)

- Bipartisan government relations consulting firm headquartered in Washington DC
- 35 years experience representing local communities on federal issues and providing grant services
- Secured over \$518M in competitive grant since 2010
- 70% Win Rate
- Grant Expertise across Federal, State and Foundation Programs

Agenda

Brownfield Grants

Transportation Investment Generating Economic Recovery

Assistance to Firefighter Grant

Grant Considerations

Preparing in Advance for Grant Applications

General Grant Preparation Tips

Brownfields Grants Overview

- **Anticipated Release Date:** October 2017 (earliest)
- **Purpose:** provide funding to inventory, assess, and cleanup contaminated sites. Funding available to conduct planning and community involvement and establish revolving loan funds (RLF).
- **Eligible Applicants:** state, local, non-profits and tribal governments
- **Match Requirements:** Only required for Cleanup and RLF grants

Brownfields Grants Types

- Assessments
- Cleanup
- Revolving Loan Fund
- Targeted Brownfield Assessments

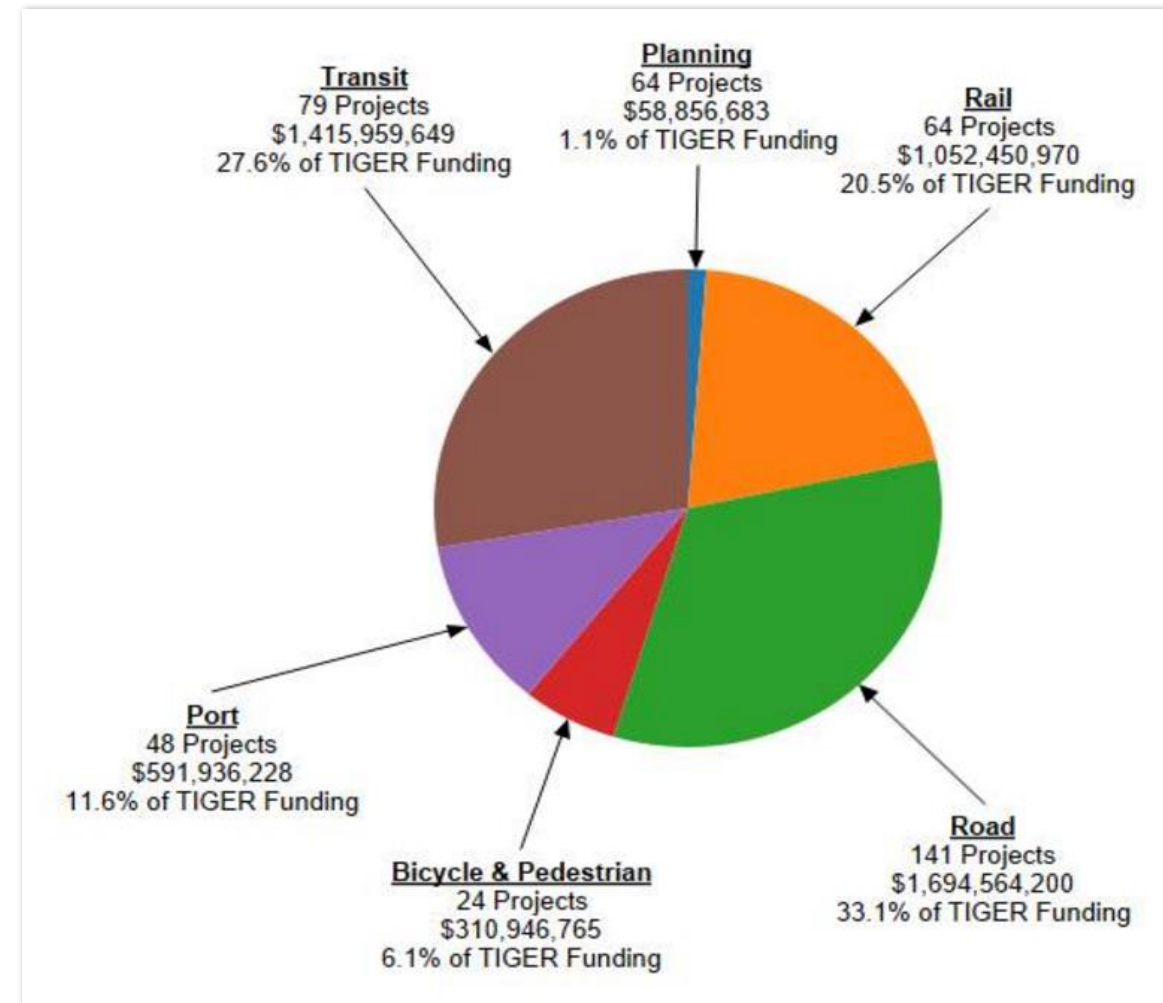
Brownfields Grants

Tips on Application Elements

- Data
- Narrative
 - Site Eligibility and Access
 - Search Environmental Databases for Contaminated Site
 - Secure Site Access
 - Secure Site Ownership (Cleanup Grant Only)
 - Project Description and Budget
 - Have Knowledge of Site Contamination
 - Align Budget with EPA's Expectations and Leverage Funds
 - Community Need and Involvement
 - Focus on sensitive and at risk populations – Environmental Justice Concerns
 - Prepare a Viable Redevelopment Plan

Transportation Investment Generating Economic Recovery (TIGER) Overview

- **Anticipated Release Date:** September 2017
- **Application Deadline:** October 16, 2017
- **Purpose:** invest in road, rail, transit and port projects that promise to achieve national objectives
- **Applicant Eligibility:** territories; transit agencies; port authorities; metropolitan planning organizations; and other political subdivisions of state or local governments
- **Match Requirements:** at least 20% (urban applicants). Rural applicants exempt



TIGER

Application Elements

- Project Description
- Project Location
- Grant Funds and Sources/Uses of Project Funds
- Primary Selection Criteria
 - Safety
 - State of Good Repair
 - Economic Competitiveness
 - Environmental Sustainability
 - Quality of Life
- Secondary Selection Criteria
 - Innovation
 - Partnership
- Project Readiness
 - Technical Feasibility
 - Project Schedule
 - Required Approvals
 - NEPA/Environmental Reviews/Approval
 - State/Local Approvals
 - Project Risks
- Results of Benefit-Cost Analysis

TIGER

Tips for a Competitive Application

- Maximize non-federal dollars to support the project
- Provide data to back up statements
 - Congestion data, amount spent on maintenance and repairs, collision data, etc.
- Ensure Project is very close to being shovel ready
 - Project design should be close to completion (if not already complete)
 - Project environmental review should be started and near complete at time of application
 - All right-of-way required for project should be secured
 - Project should be included in local, regional and state transportation plans

Assistance to Firefighter Grant (AFG)

Overview

- **Anticipated Release Date:** October 2017 (earliest)
- **Purpose:** assist firefighters and other first responders obtain critically needed equipment, protective gear, emergency vehicles, training and other resources necessary for protecting the public and emergency personnel from fire and related hazards.
- **Eligible Applicants:** Fire Departments, Nonaffiliated EMS, State Fire Training Agency
- **Match Requirements:** based on population size
 - Under 20,000 population → 5%
 - 20,000 to 1 million population → 10%
 - Over 1 million population → 15%

Assistance to Firefighter Grant (AFG)


Tips on Application Elements

- Data
- Narrative
 - Community and Agency Description
 - Discuss unique characteristics of your community and department
 - Project Description and Budget
 - Describe each specific item being requested and discuss why it is needed
 - Financial Need
 - Provide a line item budget and show attempts to secure funding elsewhere
 - Cost-Benefit Analysis
 - Quantify how the award will improve operations and safety and impact operating costs
 - Statement of Effect/Impact on Daily Operations
 - Describe improved operations, improved public safety, and reduced risks

Assistance to Firefighters (AFG) Tips for a Competitive Application

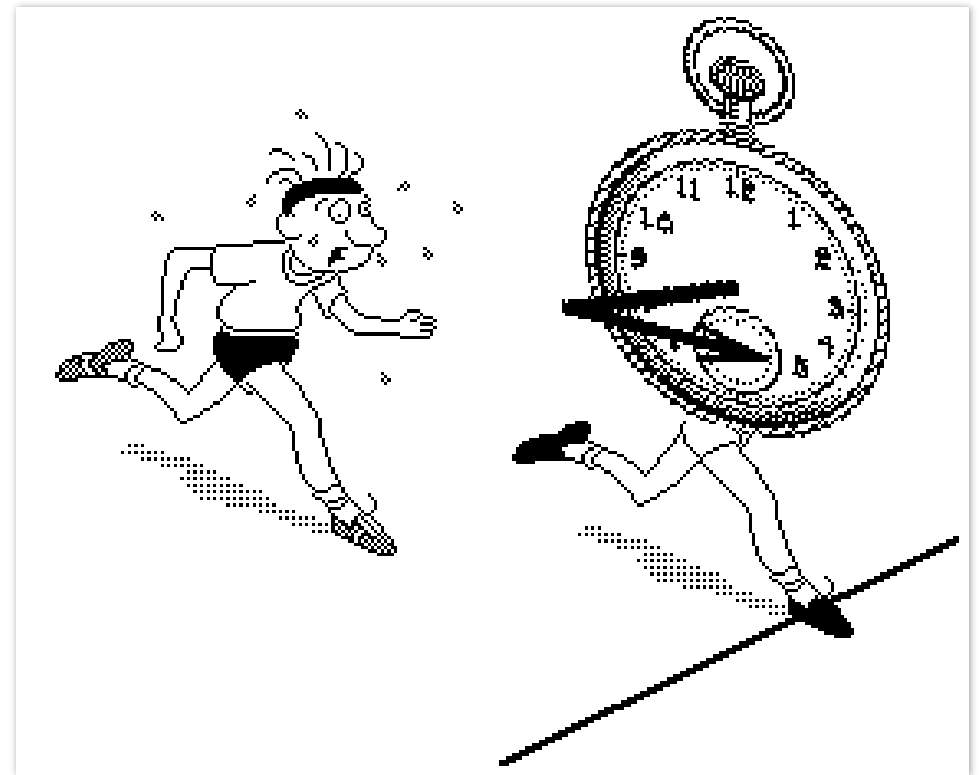


The image shows a FEMA AFG Application Checklist. At the top, it reads "Assistance to Firefighters Grant Program (AFG)" and "FEMA". Below this is a photograph of firefighters in yellow gear. The checklist is titled "AFG Application Checklist" and includes a section titled "Are you planning to apply to the Assistance to Firefighters Grant program?". Below this, there is a paragraph: "Completing this checklist will help you prepare your AFG grant application. Collecting this information beforehand will reduce the time and energy needed to complete your application when the next grant cycle opens." The checklist contains several questions with checkboxes and input fields for numerical values. The questions are: "Is your System for Award Management (SAM) registration current?", "What is the expiration date for your SAM registration?", "Dun & Bradstreet Number", "Search the SAM.gov website to confirm this DUNS Number matches your SAM.gov registration. You will also find your expiration date through this search.", "Square mileage of first-due response area?", "Percentage of first-due area covered by hydrants?", "Critical infrastructure protected?", "Percentage of land used for:", "a. Agriculture, wild land, open", "b. Commercial/Industrial", "c. Residential", "Permanent resident population of first-due response area?", "Do you have a seasonal increase in population?", "a. If yes, what is the increase in population?", "Are you compliant with the National Incident Management System?", "What is your FDIN/FDID number?", "Is your department currently reporting to NFIRS?", "Number of active firefighters who perform firefighting duties?", "Number of active firefighters are trained to FF1?", "How many of your active firefighters are trained to FF2?", "How many of your active firefighters are trained to FF3?", "If less than 100% to either question above, are you requesting funds to bring 100% of your firefighters in compliance to NFPA 1001?"

- Begin collecting required data **before** the solicitation
- Only select priorities ranked **High** 
- **Do not** use brand names
- Use Self Evaluation Sheets
- Contact your FEMA Regional Fire Program Specialist

Grant Considerations

- Timing
- Internal capacity and expertise
- Matching funds
- Fear of rejection



Preparing in Advance for Grant Applications

Step One

Identify Department Priority Projects Ahead of Grant Solicitations

- Meet on an annual basis to identify 2-3 priority projects per department
 - Clearly define each projects vision and needs



Preparing in Advance for Grant Applications

Step Two

Research and identify grants that support priority projects

- Utilize previous year's solicitations to determine fit
 - Program requirements
 - Applicant eligibility
 - Match requirements
 - Partnership requirements
- Grants.gov, eCivis, agency websites, professional



General Grant Preparation Tips

- Active Registration
 - DUNS
 - System for Awards Management (SAM)
- Start before the solicitation – use previous years solicitation to prepare!
- Read and follow the instructions
- Get an agency debrief on failed applications

Questions?

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