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Grant Application – Technical Analyses

01 Partnerships
02 What Funders Want to See
03 Grant Components
04 Lessons Learned
What Funders Want to See
**Match Strategies**

Requirements Vary

- AK has low match overall
- Review grant for match
- Match is minimum threshold
- Winning DOT-funded projects on average have a higher match than minimum
- Talk with funding agency
Match Sources
Any non-federal grant source

- State or Congressionally-designated spending authorization
- Local sales tax
- Fish shares
- Local bonds
- State revolving loan fund
- Federal loans
- Check with agency for unusual match options
  - Environmental mitigation credits
  - Donated ROW
  - Salary of staff dedicated to project
  - Value of equipment necessary for project
Grant Application – Considerations and Components

- Scoring
- Narrative
- Data
- Visuals
- Scope
- Schedule
- Budget
- Environmental
- Engineering and Design
- Letters of Support
- Grant Management Ability
- BCA and Technical Appendix
Benefit-Cost Analysis
Benefit-Cost Analysis

**BENEFITS**

- Out of Pocket Savings
  - Fuel
  - Vehicle O&M
  - Freight logistics
  - Pavement Maintenance

- Societal (monetized)
  - Improved air quality
  - Time saving
  - Crash reduction
  - Health benefits
  - Economic development
  - Congestion

**COSTS**

- Capital Costs ($)
- Maintenance Costs ($)

- Total Benefits ($)
- Discounting (%)
- Total Costs ($)

- Benefit Cost Ratio, Net Present Value, Rate of Return
Benefit-Cost Analysis Development

Economists review USDOT and industry-accepted parameters related to BCA

- Parameters updated to reflect current year guidance
- Economic values for parameters lacking Federal guidance developed

Technical appendix template used to

- Present project description
- Identify anticipated impacts of the investment, public benefits likely to be generated
- Provide key assumptions/parameters

Sensitivity analyses conducted

BCAs are customized – they are not “black box” analyses
Quantify Project Benefits

- Match grant parameters
- Supported by data and economic analysis
- Align with statements of political support
Grant Application
Best Practices
Positioning for Grant Funds

Federal Advice

- Prioritize community capital needs and develop a project pipeline
- Target funding in Bipartisan Infrastructure Law Guidebook
- Ensure all transit, railway, road, highway, and bridge projects are part of State/MPO Transportation Improvement Plan
- Map sites for electric vehicle and alternative fuel charging stations
- Inventory/map lead pipes in municipality
- Work with state broadband agency to map and inventory needs
- Establish relationships with federal agency regional offices
Best Practices for Grant Applications

- “Brand” the project – i.e., “Gateway,” “Multimodal,” “Connector”
- Meet with USDOT to discuss (i.e., “sell” your project)
- Make sure your project “fits” all the merit criteria and your submittal is compliant
- Develop a compelling “story” as to why your project should be funded
- Get your Congressional delegation engage early and often – no surprises
- The agency folks are your best friends
Pitfalls to Avoid
From USDOT Feedback

- Trying to create something that isn’t really there
- Leaving all the supporting data in the Benefit-cost Analysis (BCA), instead of putting it up front
- Key points are buried in text
Tips & Tricks for Grants Success

- Clear statement of needs/impacts
- Good presentation, themes
- Easy to read text, maps & graphics
- BCA in alignment with latest guidance
- Engage Congressional delegation
- Strong political and stakeholder support
- Do not let NEPA delay schedule
- Scope the project to fit the grant criteria
Critical Roles in Grant Preparedness and Application

- Project description – Program development, planners, engineers (cost estimates, schedules, plans), environmental analyst, financial analysts
- BCA – economists*
- Application – Grant manager, grant writer*, graphic designer, technical editor, political liaison

*USDOT experience important for aligning project with grant standards
Lessons Learned from an Agency Perspective
QUESTIONS?