

HDR

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Grant Application – Technical Analyses

01 **Partnerships**

02 **What Funders Want to See**

03 **Grant Components**

04 **Lessons Learned**



Partnerships

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

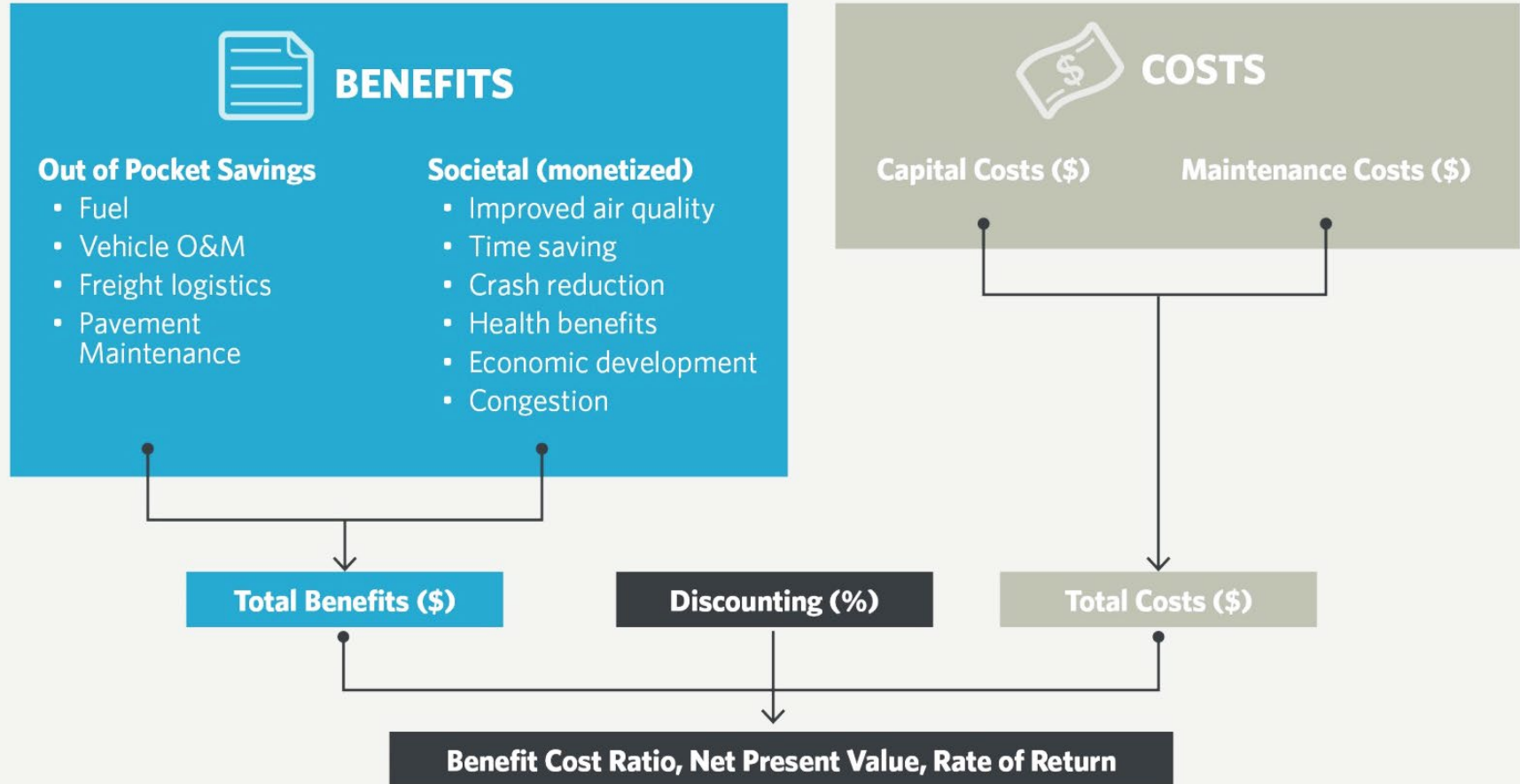
- Scoring
- Narrative
- Data
- Visuals
- Scope
- Schedule
- Budget
- Environmental
- Engineering and Design
- Letters of Support
- Grant Management Ability
- BCA and Technical Appendix





Benefit-Cost Analysis

Benefit-Cost Analysis



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

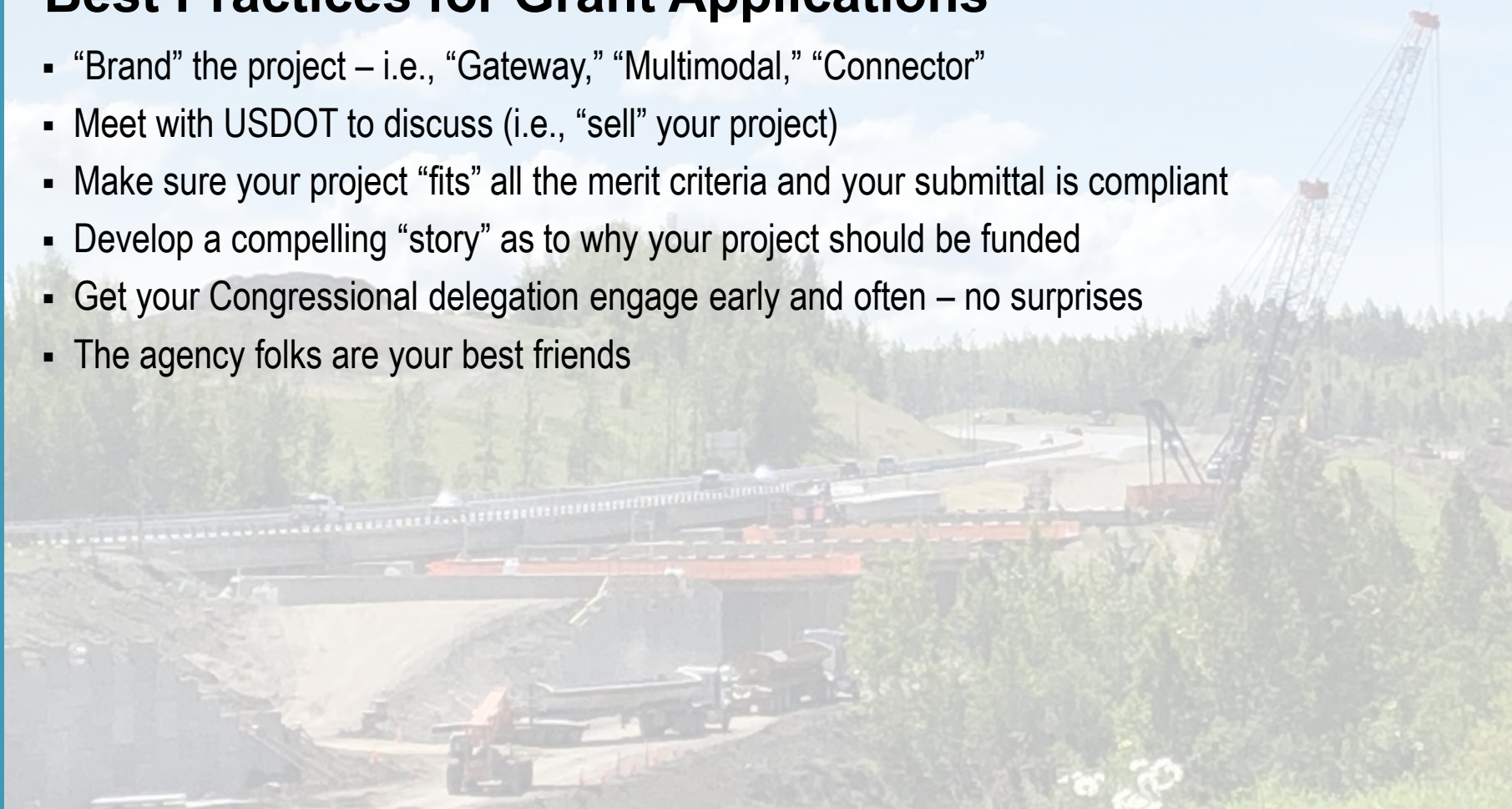
Positioning for Grant Funds

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?

HDR