

# EFFECTIVE FEDERAL GRANT WRITING

A WEBINAR SERIES FOR  
MUNICIPALITIES



Petroglyph Consulting, LLC

# ● Introduction



- Alison Nichols
  - Director of Policy
  - New Mexico Municipal League
  - 505-470-3931
  - [anichols@nmml.org](mailto:anichols@nmml.org)
- Chuck Thomas
  - Petroglyph Consulting
  - 505-999-7618
  - [chuck@petroglyphconsulting.com](mailto:chuck@petroglyphconsulting.com)





# Introductory Session Overview



- Learn about recent federal funding made available in response to COVID (ARPA, IIJA).
- Receive an overview on the most common existing federal sources of grant and loan funding for public agencies.
- Receive a preview of the Six-Part Webinar Series:
  - Review the content of each session.
  - Answer any questions or comments.
- Participate in Polls as part of the training.





# Webinar Series Goals and Objectives



- Through the Six-Part Webinar Series:
  - Learn about elements common to most federal grant sources.
  - Learn how to take a project from initial concept to completed federal application for funding.
- Obtain access to a folder of summary information on specific grant funding sources. This will include:
  - A summary of the federal agency and grant program.
  - Typical eligible projects.
  - Grant and match requirements.
  - Ideal project funding range, where applicable.



# ○ Goals and Objectives – What it Isn’t



- No guarantee of successful Federal Funding.
  - Funding applications typically exceed available funding.
- This training series does not address State or local funding sources.
- This training does not address the Federal “Earmark” process.
- This doesn’t include acting as a federal grant agent.



# ● Pandemic Federal Funding



- American Rescue Plan Act (ARPA)
  - Replace lost public sector revenue - up to \$10 million.
  - Support the COVID-19 public health and economic response.
  - Provide premium pay for eligible workers performing essential work.
  - Invest in water, sewer, and broadband infrastructure.
  - Broad latitude provided for specific uses and procurement.
- Funds must be used for costs incurred on or after March 3, 2021 and obligated by December 31, 2024.



# ● Pandemic Federal Funding



- Infrastructure Investment and Jobs Act (IIJA)
  - Total Funding is \$1.2 Trillion, with \$567 Billion in "New Money"
  - Total Funding provided over 5 years.
  - Total Funding provided in three categories of the federal budget - Highway Trust Fund, Guaranteed Appropriations and General Fund.
  - Funding provided through eight existing Federal Agencies.
  - New Mexico's Share is estimated at \$3.76 Billion
    - Aviation; Bridges; Roads; Wastewater; Drinking Water and Dams





# Existing Federal Funding Sources



- Natural Resource Conservation Service (NRCS)
  - Watershed and Flood Prevention Operations Program (WFPO);
    - Requires a Watershed Conservation Plan
    - Can be up to 100% Grant.
  - Watershed Rehabilitation Program (WRP);
  - Emergency Watershed Program (EWP);
  - Environmental Quality Incentives Program (EQIP);
  - Regional Conservation Partnership Program (RCPP)



# ○ Existing Federal Funding Sources



- Federal Emergency Management Agency (FEMA)
  - Hazard Mitigation Grant Program (HMGP);
    - Funding tied to federal disasters in NM.
    - 75% grant
  - Flood Mitigation Assistance (FMA);
    - Restricted to communities with a flood insurance program.
    - 75% grant
  - Building Resilient Infrastructure and Communities (BRIC)
    - National competition, 75% grant.





# Existing Federal Funding Sources



- Federal Highway Administration (FHWA)
  - Metropolitan or Rural Planning Organization (MPO/RPO)
  - Transportation Improvement Program (TIP)
    - 84% grant.
  - Transportation Alternative Program (TAP)
    - 84% grant.
  - Highway Safety Improvement Program (HSIP)
    - Up to 90% grant.





# Existing Federal Funding Sources



- Environmental Protection Agency (EPA)
  - Clean Water State Revolving Loan Fund (CWSRF)
  - Drinking Water State Revolving Loan Fund (DWSRF)
    - These are typically low interest loan programs.
    - Both of these programs are more competitive when interest rates are high.
    - Recent funding through IIJA provides up to 50% grant.



# ○ Existing Federal Funding Sources



- US Army Corps of Engineers (USACE)
  - Continuing Authority Programs (CAP)
    - Focuses on Flood Mitigation projects.
    - Upper limit of \$10 million.
    - 66% Grant.
  - Section 14 - Erosion Mitigation
  - Environmental Infrastructure (Section 595 & 593)
    - Similar focus as CAP, but 75% grant.



# Existing Federal Funding Sources



- Bureau of Reclamation (BOR)
  - Water SMART Program
    - Water and Energy Efficiency Grants
    - Small-Scale Water Efficiency Projects
    - Water Marketing Strategy Grants
  - Drought Response Program
  - Cooperative Watershed Management Program (CWMP)
  - Smaller grants, typically 50%.





# Existing Federal Funding Sources



- Land & Water Conservation Fund
  - Can be used to purchase land.
  - NM State Conservation & Outdoor Recreation Plan (SCORP)
  - 50% grant.
- Urban Waters Federal Partnership (UWFP)
  - Coalition of Federal, State and Private Entities
  - Available in the Middle Rio Grande
  - Grant & Match varies.





# QUESTIONS?

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# Webinar Schedule



## Grant Writing Webinar Series Schedule

Day	Date	Time	Topic
<b>Wednesday</b>	9-Mar	10 - 11 AM	Introductory Session/Overview of Funding Sources
<b>Wednesday</b>	23-Mar	10 - 11 AM	#1. What Makes a Good Project?
<b>Tuesday</b>	5-Apr	10 - 11 AM	#2. Benefits/Limitations/Considerations of External Public Funding
<b>Tuesday</b>	26-Apr	10 - 11 AM	#3. Project Scoping for Funding
<b>Tuesday</b>	17-May	10 - 11 AM	#4. General Project Development
<b>Thursday</b>	9-Jun	10 - 11 AM	#5. Identifying Matching Funds & Partners
<b>Tuesday</b>	21-Jun	10 - 11 AM	#6. You Got the Money - Now What?



# ○ Webinar 1: What Makes a Good Project?



## Objectives

- Use a series of basic questions to identify and explain your project.
- Learn the different types of projects that can be funded.
- Evaluating the good, the bad and the ugly of the proposed projects.
- Prioritizing your projects for funding.



# ○ Webinar 2: Benefits and Limitations of Federal Funding



## Objectives

- Gain a better understanding of the benefits provided by Federal funding, beyond the direct benefit of the actual \$\$.
- Learn the limitations of Federal Funding, including potential impacts to your community budget and staffing.
- Review grant funding application timelines and learn about “curve balls” imbedded in certain fund sources.



# ○ Webinar 3: Project Scoping for Funding



## Objectives

- Learn how to match your project to the most effective source of grant funding.
- Matching project goals with funding agency goals.
- Evaluating Federal grants for suitability for your project.
- Understanding how to segment or phase your project.



# ○ Webinar 4: General Project Development



## Objectives

- Preparing your Project for a Grant Application.
- Identifying and Developing the Materials needed to support the Application.
- Useful Reference Documentation and Sources.
- The role of Consultants and other Third Parties.



# ○ Webinar 5: Identifying Matching Funds & Partners



## Objectives

- Understanding Types of Match.
  - Direct, Indirect
- Identifying Match Resources.
- Addressing Lack of Sufficient Match.
- Understanding Types of Partnerships.
- Leveraging Partnerships and Matching Funds.



○ Webinar 6:  
You Got the Money - Now What?



Objectives

- Understand the steps to receive Federal Funds.
- Setting Project Schedules to meet Grant deadlines.
- Tracking Expenditure of Grant funds
- Tracking Expenditure of Matching funds.
- Monitoring and Reporting Requirements.
- Project Closeout.





# QUESTIONS?

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# ○ Key Contacts



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