



# The “4 Ps” to Competing for BUILD Grant Funding

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Offered in partnership with



## Presenter – Robert Mariner



Robert Mariner is a Senior Advisor at TFG. Robert has over 20 years of transportation experience, most recently serving as the Deputy Director of the Office of Infrastructure Finance and Innovation at the US Department of Transportation.

In 2009, Robert oversaw the development of the Transportation Investments Generating Economic Recovery (TIGER) Discretionary Grant Program - now known as the Better Utilizing Investments to Leverage Development (BUILD) Transportation Discretionary Grant program. He was responsible for the implementation, administration, and delivery of 462 multi-modal projects totaling \$5.6 billion in discretionary grants across the country.

## Presenter – Karl Kalbacher, PG



Karl Kalbacher is the Director of Environment, Economics & Grant Services at TFG. He drafts US DOT grants for local governments and prepares Benefit Cost Analysis reports. Karl has 23 years of state and local government work experience focused on environmental assessment, economic development, transportation planning, and housing.



## Who is TFG?

- Bipartisan government relations consulting firm headquartered in Washington, DC
- Specialize in representing local communities on federal issues
- Services include:

Advocacy	Grants
Consulting	Legislative
Federal Funding and Financing	Regulatory

## TFG Grant Services

- Approximately 1,000 grant programs available from 26 federal agencies providing \$600 billion in grants to state and local governments
- TFG has grant expertise across federal, state and foundation programs
- With our assistance, TFG clients have secured \$456M in grant awards since 2013 – a 66% win rate



## BUILD Basics

- Eligible Applicants
- Eligible Projects
- Construction Activities/Project Development Activities
- FY 2019 BUILD Grant Dates To Know

## The “4 Ps” to Preparing Winning BUILD Applications

- Prioritize
- Prepare
- Present
- Promote

## What to Expect if Awarded a BUILD Grant

## Q&A

## Eligible Applicants

- State, local, and tribal governments, transit agencies, MPOs, and other public entities

## Eligible Projects

## Cost Share or Match

- BUILD funds may cover up to 80 percent of projects costs in urban areas and 100 percent of project costs in rural areas
- Rural Designation - population of 200,00 or less

## Minimum Award

- \$5 million for projects in urban areas
- \$1 million for projects in rural areas

## Maximum Award

- No more than \$25 million per project; no more than \$90 million per state

# Eligible Applicants

- State Government(s)
- Local Government(s)
- Metropolitan Planning Organizations with 200,000 population
- Political subdivision(s) of State or local government
- Public authorities (including port authorities) with a transportation function
- Federal land management agencies applying jointly with a State(s)
- Tribal government/consortiums
- Multi-state or multi-jurisdictional group of public entities



# Eligible Projects

- Road or bridge projects eligible under title 23, United States Code
- Public transportation projects under chapter 53 of title 49, United States Code
- Passenger and freight rail transportation projects
- Port infrastructure investments (including inland port infrastructure and land ports of entry)
- Intermodal projects

## Construction Activities

- i. new construction
- ii. reconstruction
- iii. rehabilitation
- iv. property or equipment acquisition
- v. environmental mitigation
- vi. construction contingencies, and
- vii. operational improvements

## Project Development Activities

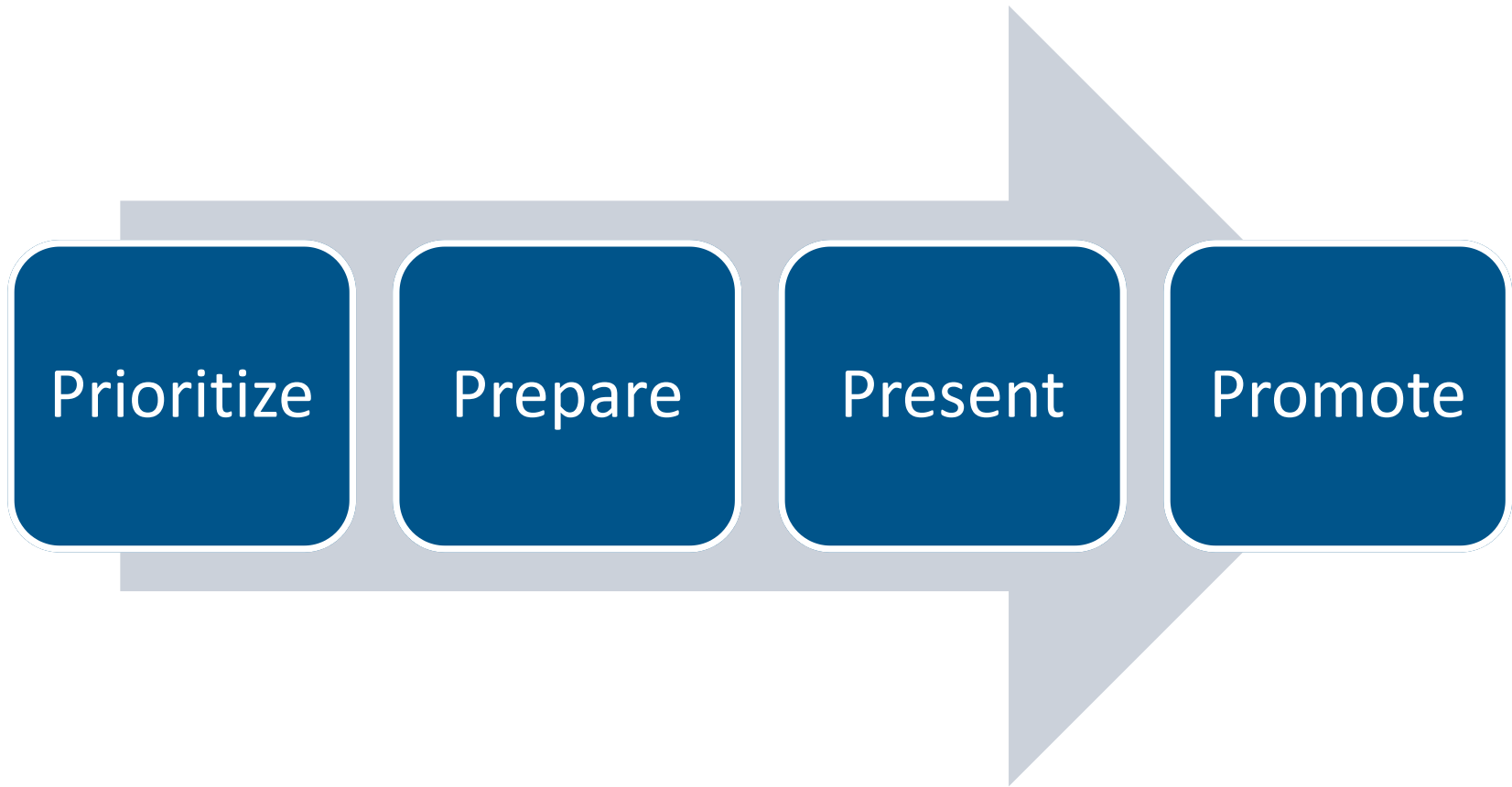
- i. planning
- ii. feasibility analysis
- iii. revenue forecasting
- iv. environmental analysis and review
- v. preliminary engineering
- vi. design work, and
- vii. other pre-construction activities

# 2019 BUILD Grant Application Dates to Know

Application – [www.Grants.gov](http://www.Grants.gov)

- BUILD NOFO released: No later than **Friday, April 19, 2019**
- BUILD Grant Application Deadline: Not later than **Thursday, July 18, 2019**
- BUILD Grant Awards Announced: Not later than **November 15, 2019**

# The “4 Ps” to Competing for BUILD Grant Funding



## Prioritize

- Project aligns well against merit selection criteria
- Project’s public benefits exceed the costs
- Strong support/partnership (public and private support)
- Strong cost share/matching funds (federal and non-federal)
- Project considers obligation/expenditure deadlines

## Prepare - Grant Application Format

- Project Narrative
  - Project Description
  - Project Location
  - Project Parties
  - Grant Funds, Sources, and Uses
  - Merit Selection Criteria
  - Project Readiness
- Appendices
  - Benefit Cost Analysis
  - Letters of Support/Funding Commitments
  - Supplemental Information (if applicable)

# Prepare - Benefit Cost Analysis

- Useful life of Infrastructure (20 – 30 years)
- Cost and Start of Operation & Maintenance
- Need for Baseline and Projected Traffic Counts (Levels of Service, Land Use Master Plan)
- Project Area Crash History (Number and Severity)
- Traffic Simulation Modeling (Benefits/Costs)
  - Greenhouse Gas Emissions
  - Travel Time
  - Vehicle Operations
  - Fuel Consumption
  - Crash/Injury
  - Property Damage

# Prepare - Environmental Readiness

- Assess
  - Historic Properties
  - Wetlands/Floodplain
  - Endangered Species
  - Sole Source Aquifers
  - Hazardous Waste Sites
  - Socio-Economic Impact
  - Others
  
- Determine Project Scope
  - Categorical Exclusion (CE) (0-30 days)
  - Environmental Assessment (EA) (60-120 days)
  - Environmental Impact Statement (EIS) (120-360 days)
  
- Public Notice/Participation



# Prepare - What Else Should I Consider?

- Secure Right of Way
- Railroad Support
- Economic Development Metrics
  - Number and Types of Jobs Created
  - Capital Investment
- Environmental Permits

# The “4 Ps” to Preparing Winning BUILD Applications



## Present

Applications must be submitted via [www.Grants.gov](http://www.Grants.gov)

- Obtain a Data Universal Numbering System (DUNS) number
- Register with the System for Award Management (SAM) at [www.SAM.gov](http://www.SAM.gov)
- Create a Grants.gov username and password
- The E-Business Point of Contact (POC) at the applicant’s organization must respond to the registration email from Grants.gov and login at Grants.gov to authorize the applicant as the Authorized Organization Representative (AOR). Please note that there can be more than one AOR for an organization.

Project/s should be socialized to US DOT and Congressional delegation

# The “4 Ps” to Preparing Winning BUILD Applications



## Present

### FY 2019 BUILD Evaluation/Selection Process

- Intake Processing Team
- Technical Evaluation Teams
- Economic Analysis Team
- Project Readiness Team
- Senior Review Team
- Final funding awards decided by Secretary Elaine Chao

## Promote - Project Advocacy

- US DOT – officials in Washington and regional offices
- Congressional delegation
- State elected officials
- Locals elected officials
- Business community
- Impacted residents

## BUILD Award Process

- BUILD 2019 Announcements (no later than **November 15, 2019**)
- BUILD 2019 Project Assignments (FHWA, FTA, MARAD, FRA)
- Negotiations Initiated
- Sign/Execute Grant Agreement
- Reporting Requirements/Project Modifications
- Project Completion/Close-Out
- Performance Monitoring

# Questions?



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