

# How to Prepare for a Competitive Funding Environment

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# Presentation Outline

Stimulus Update

Prepare for Funding

Get Started Now

Breakout Rooms

## FIRM OVERVIEW



100%  
EMPLOYEE-OWNED



ENABLING PEOPLE TO  
POSITIVELY IMPACT  
THE LIVES OF OTHERS  
SINCE 1962.



63 INDUSTRY  
AWARDS SINCE 2010



\$500+ MILLION GRANTS  
AND LOW-INTEREST LOANS



350+ TEAM  
MEMBERS IN 17  
OFFICES



IT'S MORE THAN A PROJECT.  
IT'S A COMMITMENT.

## Service Line Funding Expertise



### Mobility

- Urban/Rural Roadway Design
- Real Estate
- Traffic & Roundabouts
- Bridge/Structural Engineering
- Construction Services
- Aviation
- Funding



### Land

- Agriculture
- Environmental
- GIS
- Landscape Architecture
- Parks and Recreation
- Planning
- Surveying
- Waterfronts
- Funding



### Water

- Electrical Systems
- Potable Water
- Wastewater
- Water Resources
- Wetlands
- Funding



### Public Works

- Construction-Related Services
- Engineer of Record
- Housing
- Industrial Parks
- Infrastructure
- Funding



### Buildings

- Architecture
- Electrical
- Mechanical
- Plumbing
- Structural
- Funding



What are industry leaders saying about stimulus?



What does shovel-worthy mean?



What can we expect from the Biden Administration?



STIMULUS THROUGH CURRENT PROGRAMS





Stimulus Success



## What We're Watching

- Business Assistance Grants
- Job Retention and Growth
- Broadband
- Infrastructure
- Water Quality





### How to Stand Out

- Income / Eligibility Criteria
- Impact
- Need



### Things to Avoid

- Omitted documentation and information
- Incomplete applications
- Lack of public support



### Additional Considerations

- Not everyone is eligible for every program
- Every community is different
- Sources can be highly competitive and are not guaranteed
- Procurement process



## “The Strings”

- Rate requirements
- Studies or reports
- Environmental/historical/architectural reviews
- Engineering requirements or design standards (American Iron and Steel)
- Federal Davis-Bacon requirements
- DBE/WBE/MBE participation requirements
- Proof of property ownership (legal opinions, right-of-way mapping)
- Property acquisition procedures
- Resolution adoption

***Free money comes with a price.***



MAXIMIZE YOUR FUNDING





## Shovel-ready and Shovel-worthy

- ✓ ☒ Utilize your GIS information
- ✓ ☒ Review your CIP
- ✓ ☒ Pull your facilities plan
- ✓ ☒ Update your comprehensive plan
- ✓ ☒ Modernize your park plans
- ✓ ☒ Create a strategic plan
- ✓ ☒ Develop a road improvement prioritization plan







**Work  
“Out Loud”**

**Discuss & Publicize Priorities**

February 9<sup>th</sup>  
Boost Your Community's  
Funding Application  
Competitiveness [Webinar]





## Funding Assistance

- Monthly Funding Form
  - Contact your MSA client liaison
  - Fill out the Funding Request Form
- [funding@msa-ps.com](mailto:funding@msa-ps.com)
- [www.msa-ps.com](http://www.msa-ps.com)

## Q&A

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### Breakout Sessions

You'll now be placed into breakout sessions based on the state in which you're located.



Jim Holz, AICP  
IA Breakout Room



Kevin Bailey, PE  
IL Breakout Room



Chuck Schwartz, PE  
MN Breakout Room



Joe DeYoung, PE  
WI Breakout Room