How to Prepare for a Competitive Funding Environment

January 26, 2021





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Presentation Outline

Stimulus Update

Prepare for Funding

Get Started Now

Breakout Rooms





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 / EligibilityCriteria
- 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)

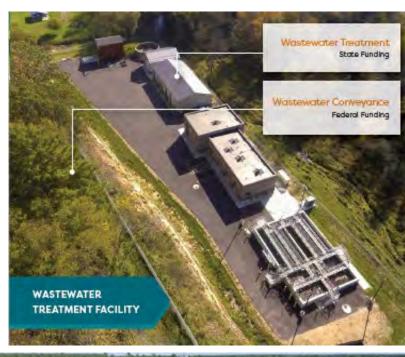
- Federal Davis-Bacon requirements
- DBE/WBE/MBE participation requirements
- Proof of property ownership (legal opinions, right-of-way mapping)
- Property acquisition procedures
- Resolution adoption

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





February 9th
Boost Your Community's
Funding Application
Competitiveness [Webinar]



Discuss & Publicize Priorities





Funding Assistance

- Monthly Funding Form
 - Contact your MSA client liaison
 - Fill out the Funding Request Form
- funding@msa-ps.com
- www.msa-ps.com



Q&A

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