

CENTRAL OHIO P&Z WORKSHOP  
MAY 2016

# **FUNDING PLEASE!**

**PUBLIC AND PRIVATE PERSPECTIVES  
ON GRANT AWARDS  
AND GRANT-WRITING**

# GRANT WRITING BASICS

Know Your Program



# GRANT WRITING BASICS

Listen to Your Consultant or  
Trusted Advisor



# GRANT WRITING BASICS

Know Where Your Matching Funds are Coming From!!!





# USDOT GRANTS

Tracey Nixon



Consultant for 6 winning TIGER grant applications,  
totaling \$83 million in awards

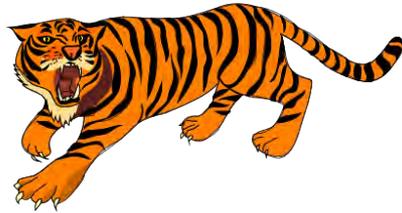
# New Grant Programs



## FAST ACT -

- Authorizes grant programs for five years (FY16-FY20)
- Nationally Significant Freight and Highway Projects
  - FASTLANE grants: Fostering Advancements in Shipping and Transportation for the Long-term Achievement of National Efficiencies
  - \$800m in 2016, \$4.5 billion overall includes highway and other freight modes
- Advanced Transportation & Congestion Management Technologies Deployment Program
  - \$60 million for innovative ideas to improve safety & efficiency
- Buses and Bus Facilities Competitive Grants (Section 5339)
  - \$268 million this year, \$1.5 billion overall

# History:



TIGER Began in 2009 as part of the American Recovery Reinvestment Act (ARRA)



- Two main goals:
  - **Job creation:** Get people back to work as soon as possible
  - **Infrastructure investment** - build something that will benefit the US economy for the long term

**Additional benefit:** Replaced “earmarking”

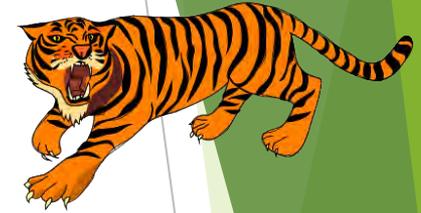
# What makes the TIGER Program Different?



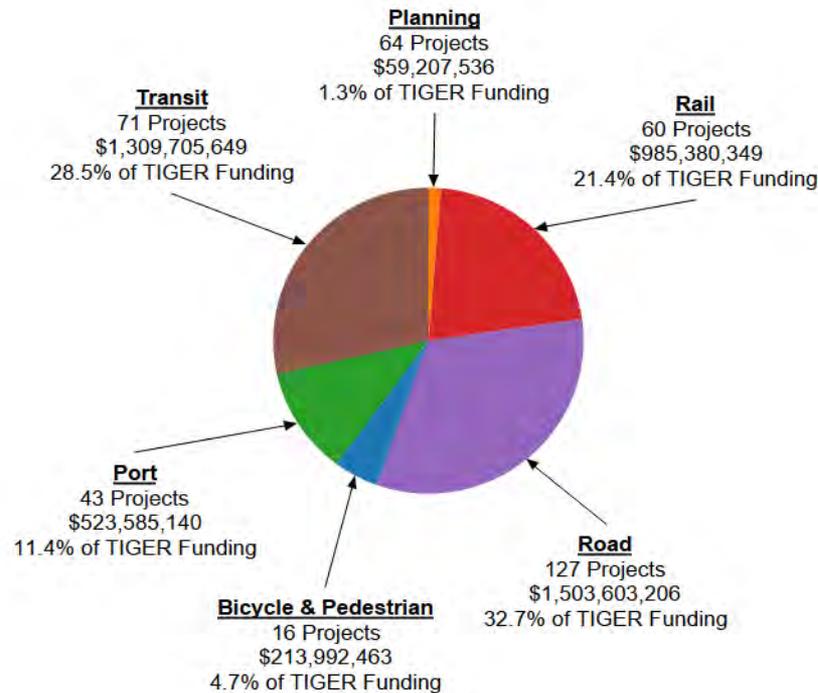
- Lots of money
- Highly competitive

Fiscal Year	Total Awards (in \$millions)	Applications Received	Projects Funded	Chance
2009	\$1,500	1,400	51	4%
2010	\$600	1,700	75	4%
2011	\$510	848	46	5%
2012	\$500	703	47	7%
2013	\$474	585	52	9%
2014	\$600	797	72	9%
2015	\$500	627	39	6%
2016	\$500	??	??	??

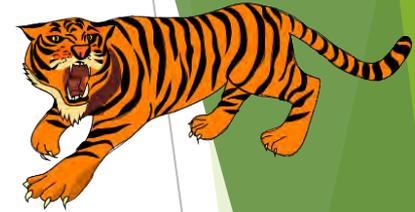
# What makes the TIGER Program Different?



- Multi-Modal



# What makes the TIGER Program Different?



- Benefit Cost Analysis
  - Looks at benefits from a national perspective, including:
    - Travel time savings
    - Safety improvements
    - Environmental (reduced emissions)
    - Reduced fuel use
  - Must follow a rigorous methodology
    - Consultant?

# TIGER & FASTLANE TIPS:

- **Start early**
  - Heavy data requirements
  - Consultant staff availability
- **Follow the requirements**
  - Set up your outline to match the NOFA criteria
  - Find a winning application example from a past year
- **Build support**
  - Support letters - diversity helps
  - Funding partners to PROVE support
  - Politics are built into TIGER review process - make sure your Senators & Representative are aware of your application
- **If at first you don't succeed try, try again**
  - TIGER staff will provide feedback upon request

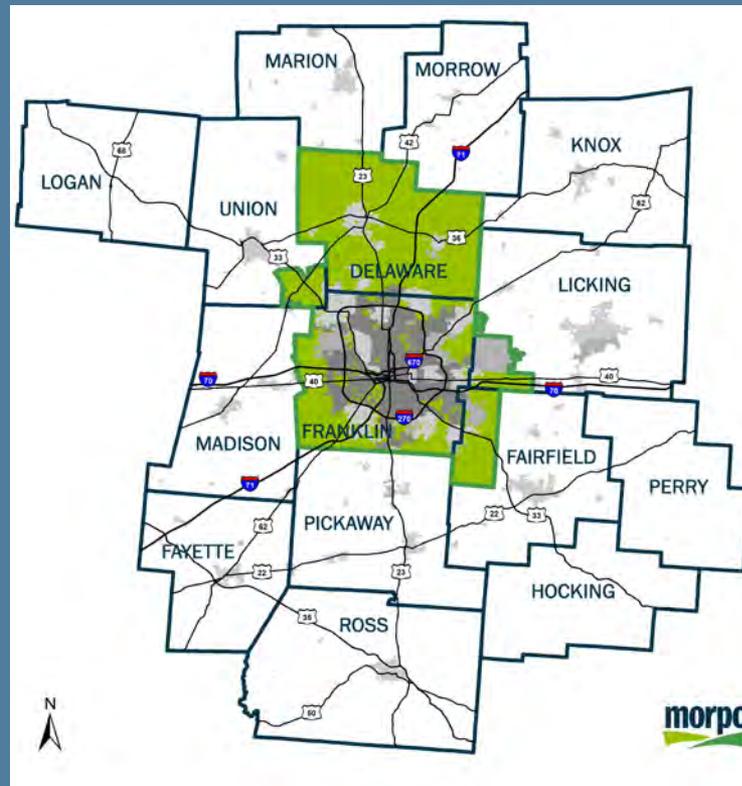
# Need a Grant?

# Need Grant Match Funding?

# *Consider your Regional Partner...*



Mid-Ohio Regional  
Planning Commission

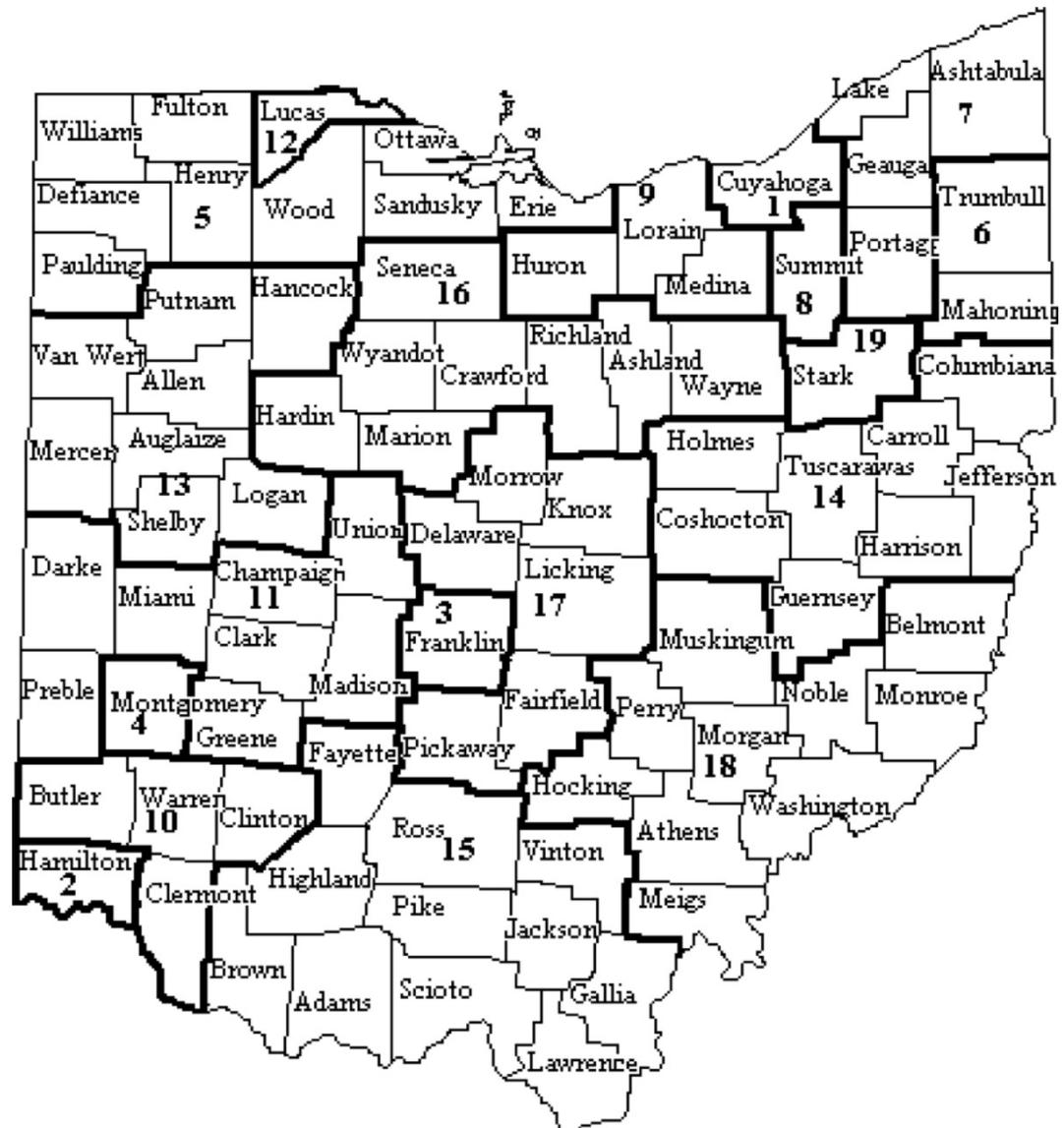


**Thea Walsh**, MORPC Director of Transportation Systems & Funding



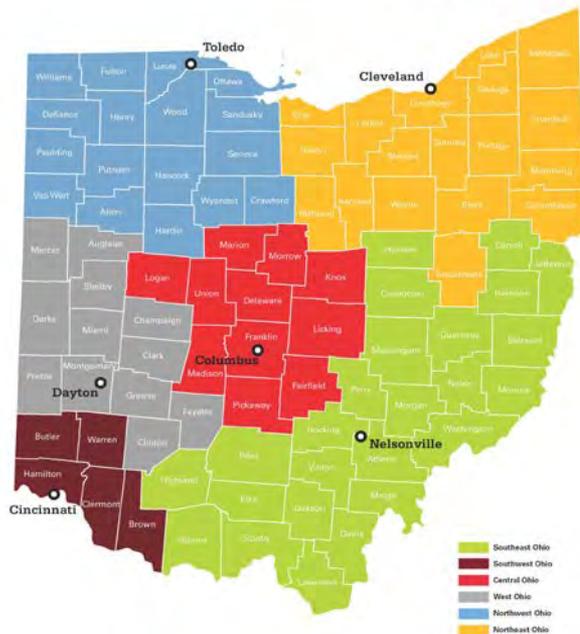
## Resources

- **Ohio Public Works Commission**
- Very near term
- 3-1 years depending on your district



## Other Considerations

- **Jobs?**
- JobsOhio Network
- ODOT Jobs & Commerce
- 3-6 Months



<b>Deputy Director:</b> Glenda Bumgarner 614-387-5206   glenda.bumgarner@dot.ohio.gov	
<b>ODOT Districts 1 &amp; 2 &amp; 3</b> Jeff Loehrke 419-373-4473 jeff.loehrke@dot.ohio.gov	<b>ODOT Districts 5 &amp; 6</b> Brad Biggs 614-752-6922 brad.biggs@dot.ohio.gov
<b>ODOT Districts 4 &amp; 11 &amp; 12</b> Christina Wagner 330-786-3122 christina.wagner@dot.ohio.gov	<b>ODOT Districts 7 &amp; 10</b> Fred Vogel 614-752-6923 fred.vogel@dot.ohio.gov
<b>ODOT Districts 8 &amp; 9</b> Melissa Taylor 513-933-6155 melissa.taylor@dot.ohio.gov	
<b>Jobs &amp; Commerce Coordinator:</b> Jessyca Hayes 614-644-0300   jessyca.hayes@dot.ohio.gov	



## Other Considerations

- **Federal & State Capital Process**
- Lobbyist? - not necessarily your own
- Business Advocates
- Be your own advocate!

**Jon Husted**  
Ohio Secretary of State

**Ohio Senate Districts 2012-2022**  
(As Adopted 2012)



**Ohio Congressional Districts 2012-2022**  
(As Adopted 2012)



**Ohio House Districts 2012-2022**  
(As Adopted 2012)





Mid-Ohio Regional  
Planning Commission

**Need a Grant?  
Need Grant Match Funding?**

*Start today!!!!*

*Maintain an accurate  
Capital Improvement Report*

# Results Driven Partnership

## Case Studies in Delivering Funding

Daniel G. Haake, AICP, CMILT

*2016 Central Ohio Planning & Zoning Workshop*



# 2008 @ Rickenbacker

- Trifecta of Logistics
  - Cargo Airport
  - Highway Access
  - New Intermodal Yard
- 10,000 Jobs
- Rural -> Congestion





**1** Rickenbacker Parkway  
**\$36 million**

**2** East-West Connector  
**\$31.4 million**

**3** Alum Creek/  
 Groveport Road/I-270  
**\$20.8 million**

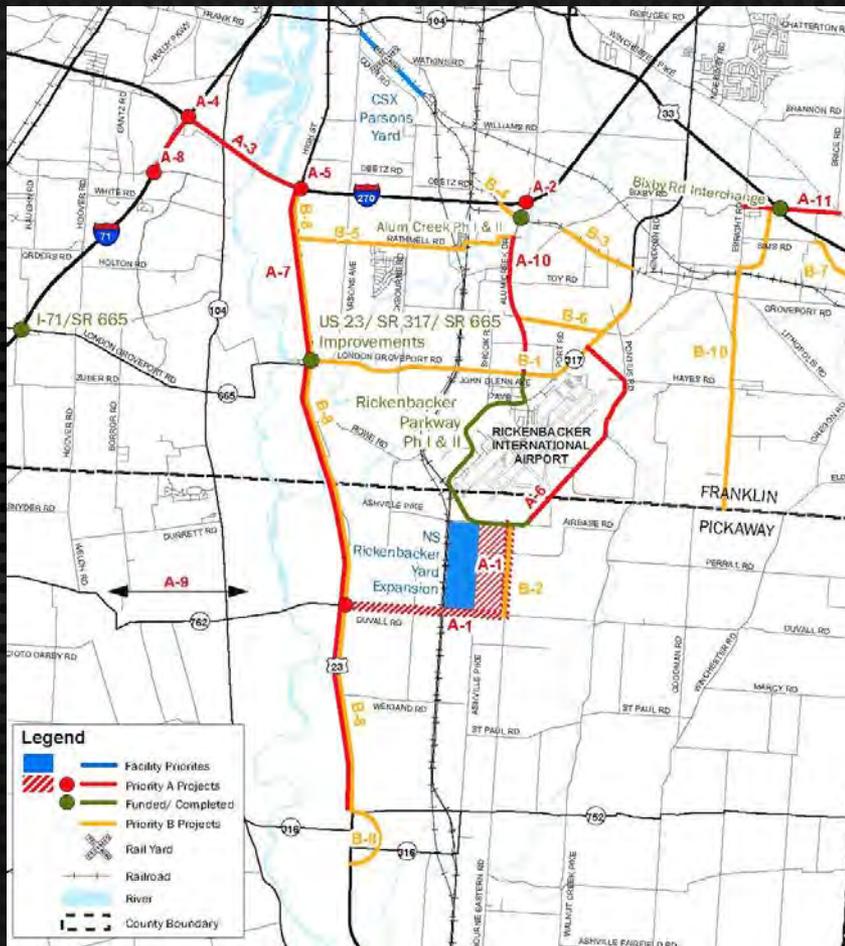
**4** SR-317/SR-665 Realignment  
**\$4.4 million**

# Columbus Region Logistics Council

- Four Committees
  - Infrastructure, Business Environment, Technology, Workforce
- Freight Advisory Council
- Coordinated the Private Sector



# Rickenbacker Infrastructure Coordinating Committee (RICC)



- MORPC led
- Road Assessment
- Multijurisdictional Partnership
- Coordinate and Prioritize Projects
- Coordinated the Public Sector



# **CASE STUDY 1: ALUM CREEK DRIVE**

# Case Study 1: Alum Creek

- Rickenbacker's Front Door
  - 20 Minute Delay during Logistics Peak
  - Summer 2009
    - 1,600 jobs lost to congestion



# Proactive Partnership

- Regional Partnership
  - Columbus Chamber, Columbus Region Logistics Council, CRAA, Franklin County Engineer's Office, MORPC, Obetz, and ODOT
- Forgivable \$7 Million Loan
  - Franklin County Engineer
- Private Sector Advocacy and Match







# **CASE STUDY 2: TIGER AND THE E/W CONNECTOR**

# It's Not Easy

- Four Attempts
- Staff Transitions
- Leadership Changes
- Technology Issues
- Wrong Assumptions
- Benefit/Cost
- Politics

**RICKENBACKER INLAND PORT**  
TIGER IV – Rickenbacker Intermodal Connector

TIGER IV Application Documentation

**TIGER IV Application Documentation** [Go to comments](#) [Leave a comment](#)

*Note: The Rickenbacker Intermodal Connector was formally the Pickaway East/West Connector*

**Application**

- [TIGER IV Application](#)

**Benefit Cost Analysis**

- [Benefit Cost Analysis Summary](#)
- [Benefit Cost Analysis](#)
- [Industrial Development Potential](#)
- [Roadway Investment](#)

**Detailed Design Documentation**

- [Duvall Road Plans](#)
- [Ashville Pike Plans](#)
- [Right of Way Plan – Duvall Road](#)
- [Right of Way Plan – Ashville Pike](#)

**Environmental Documentation**

- [Environmental Clearance Document](#)

**Federal Wage Rate Certification**

- [Federal Wage Rate Requirements – CRAA](#)
- [ODOT Wage Rate Certificate](#)

**Financial Feasibility**

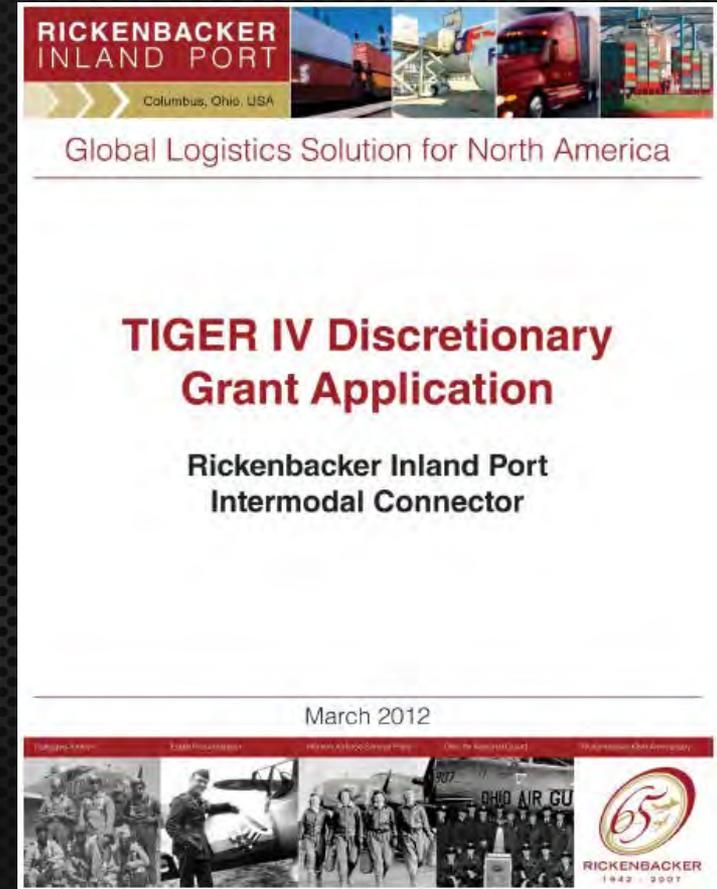
- [CRAA 2010 CAFR \(Latest Available\)](#)

**Funding Commitments**

- [Columbus Regional Airport Authority](#)
- [Norfolk Southern](#)
- [Ohio Department of Development](#)
- [Ohio Department of Transportation](#)

# Telling the Story

- Think Globally, Act Locally
- Last piece in a global puzzle
  - Over \$500 public investment, just needed this last piece
- Division of labor
  - Everyone had a role



# “Skin in the Game”

Source	Amount (\$)	% Total
Columbus Regional Airport Authority	\$ 1,250,000	4.9%
Ohio Department of Development	\$ 1,000,000	3.9%
Federal Appropriation	\$ 2,000,000	7.8%
Ohio Department of Transportation	\$ 4,700,000	18.3%
NS Rail (10% of Grade Structure) <sup>6</sup>	\$ 455,364	1.8%
CSX Rail (5% of Grade Structure)	\$ 227,682	.9%
Tiger IV Grant Fund Request*	\$ 16,082,435	62.5%
<b>Total Project Cost (with inflation)</b>	<b>\$ 25,715,481</b>	<b>100%</b>

\*Our request leverages \$.5 billion of public and private investment.

# Official Support



**Virginia Port Authority**  
600 World Trade Center  
Norfolk, Virginia 23510-1679  
Telephone (757) 683-8000  
Fax (757) 683-8500

March 13, 2012

**BOARD OF COMMISSIONERS**

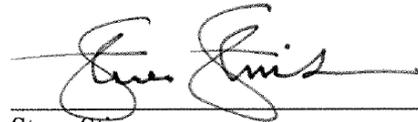
Michael J. Quillen, Chairman  
James M. Boyd, Vice Chairman  
Jennifer D. Aument  
Scott R. Bergeron  
Juliann J. Clemente  
The Hon. William H. Fraley, Jr.  
Frank E. Laughon, Jr.  
John N. Pullen  
Robert M. Stanton  
Jeffrey D. Wassmer  
Ting Xu  
Manju S. Ganeriwala, *State Treasurer*

The Honorable Raymond H. LaHood, Secretary  
U.S. Department of Transportation  
1200 New Jersey Avenue, SE  
Washington, DC 20590

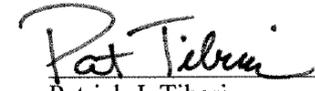
**Jerry A. Bridges**  
*Executive Director*

ISO Certified: 9001  
Quality Management System -  
14001 Environmental  
Management System

Sincerely,



Steve Stivers  
Member of Congress



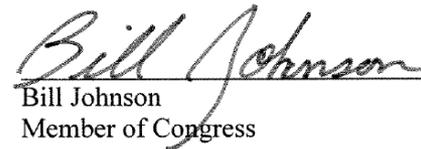
Patrick J. Tiberi  
Member of Congress



Steve Austria  
Member of Congress



Bob Gibbs  
Member of Congress



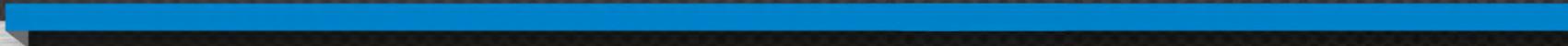
Bill Johnson  
Member of Congress

# Asymmetrical Grant Diplomacy

- The Rickenbacker Story
- Advocacy on the Hill
- Rep. Stivers and Senator Brown
- Fly-in to visit Secretary LaHood
- Power of the story today



# Thank you!



**Daniel G. Haake, AICP, CMILT**

Senior Associate - Freight & Transportation Policy

SRF Consulting

Direct: (763) 249-6718

[dhaake@srfconsulting.com](mailto:dhaake@srfconsulting.com)

# QUESTIONS



MANDY K. BISHOP, PE, SI  
**GPD GROUP**  
MBISHOP@GPDGROUP.COM  
614-859-1617



TRACEY NIXON, AICP  
**WSP | PARSONS BRINCKERHOFF**  
NIXON@PBWORLD.COM  
614-791-5181



THEA WALSH  
**MORPC**  
TWALSH@MORPC.ORG



DAN HAAKE, AICP  
**SRF CONSULTING GROUP, INC.**  
DHAAKE@SRFCONSULTING.COM  
763-249-6718