

Grant Development Strategy and Writing



LEARN
DESIGN
APPLY INC.

Megan Beresford
Director of Infrastructure Programs
Learn Design Apply

1

Topics

- Overview of Opportunities
- The Importance of Strategy
- Encouraging a Small Staff

Takeaways

- Excited About Grants
- Great (realistic) Expectations

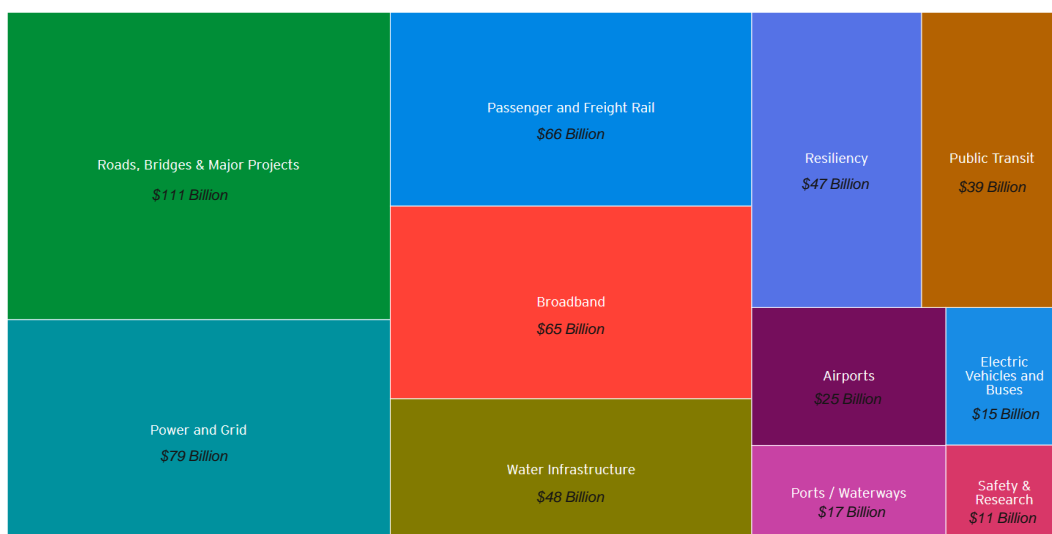


2

Funding Overview

3

Bipartisan Infrastructure Law



Graphics Source: EY



4

Inflation Reduction Act

- \$737 Billion
 - Lower inflation
 - Lower healthcare drug costs
 - Bolster investment in clean energy
- Clean energy investment mainly through tax incentives
 - ~70% will be tax credits
 - \$17 billion for loans
- 2023 was a planning year, 2024 is implementation year



5

Commonalities

- ✓ Commitment to strong labor standards.
- ✓ Benefit to Justice 40 communities.
- ✓ Climate resilience.
- ✓ Long-term sustainability.



6

Typical Grant Cycle



Preparation
3 months or longer



Application
Typically between 45 - 60 days



Award
Negotiations tend to be ~1 month



Reporting
During and after



7

Federal Opportunities to Consider



- 1 RAISE Discretionary Grant - DoT
- 2 Safe Streets and Roads For All- DoT
- 3 Community Change Grant - EPA
- 4 WaterSMART Grants - DoI
- 5 Digital Equity Competitive Grant Program - DoC



8

State Opportunities to Consider

- 1 Broadband Equity Access & Deployment (BEAD)
- 2 Consolidated Grants Program
- 3 Local Bridge Grant Program
- 4 Green Transportation Capital Program
- 5 State and Local Cybersecurity Grant Program



Funding Strategy

Sell It To The Team

- Roles within the grants process.
 - Subject Matter Experts
 - Grant Writer/Project Manager
 - Money Person
 - You
- Assessment of resources.
 - Human capital
 - Financial capital
- Assessment of most pressing issues.
- Consider timing.



11

Plan Ahead

- Coordinate with legislators.
- Line up the experts.
- Determine and execute financial strategy.
- Be ready to champion this in the community.



12

Blend & Strategize Funding

- Overlap tasks
 - Ex. Environmental reviews
 - Ex. Dig once
- Partnerships and coalitions
 - Farther reach
 - Sometimes required
- Community involvement
 - Avoid engagement fatigue
- Remaining ARPA funds?



13

Thank you!



LEARN
DESIGN
APPLY INC.

14