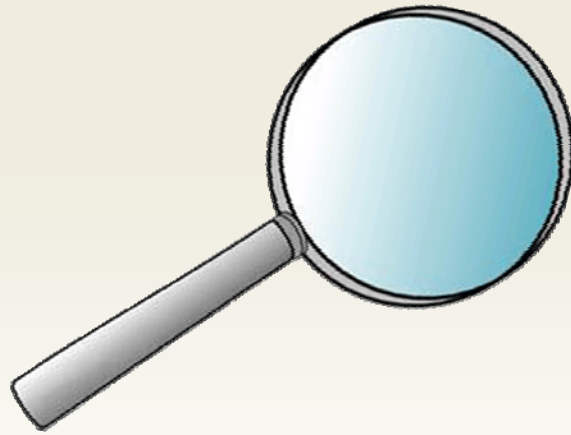




Illinois Municipal League
101st Annual Conference
September 19, 2014
Chicago, IL

Grants for Municipalities: Find, Align, Get 'Em to Sign

Presenters: Roland Garton, Rebecca Motley
TheGrantHelpers.com



finding available grant sources

Find

Top 5 States Receiving Federal Support, 2011

California	\$744.1 billion
Texas	\$ 90.9 billion
New York	\$ 55.7 billion
Florida	\$ 32.0 billion
Illinois	\$ 31.5 billion

source: www.usgovernmentpending.com
(2011 most recent data)

Federal Granting Agencies

Department of:

- Agriculture
- Commerce
- Energy
- Health and Human Services
- Housing and Urban Development
- Justice
- Transportation
 - ◇ Federal Highway Administration, Illinois Division

HANDOUT

Granting
Agencies -
Federal

Federal Granting Agencies

Institute of Museum and Library Services

National Endowment for the Arts

Environmental Protection Agency

Natural Resources Conservation Services (USDA)

Rural Development (USDA)

Commission on Volunteerism and Community Service
(Serve Illinois)

Small Business Administration

Small Business development Centers

State Granting Departments

- Aging
- Agriculture
- Commerce & Economic Opportunity
- Human Services
- Natural Resources
- Public Health
- Transportation

HANDOUT

Granting
Agencies &
Programs -
State

State Granting Agencies and Councils

- Arts Council
- Board of Higher Education
- Environmental Protection Agency
- Historic Preservation Agency
- Humanities Council
- Office of the Governor
- State Library
- State Museum
- Clean Energy Foundation

Not Just Big Cities. Example: 2013 OSLAD (IDNR)

Illinois Open Space Lands Acquisition and Development

- 45 projects in 2013
- \$15.3 million in grants in 2013
- Calumet (pop. ~37,000) Park District: \$350,000
 - ◇ to renovate Downey Park
- Decatur (pop. ~75,000) Park District: \$400,000
 - ◇ to redevelop Nelson Park
- Village of Batchtown (pop. ~200): \$15,000
 - ◇ to renovate playground

Funding Sources - Places to Look

- Grants.gov
- State agency sites
- Subscription databases
- Google
- Foundations

HANDOUT

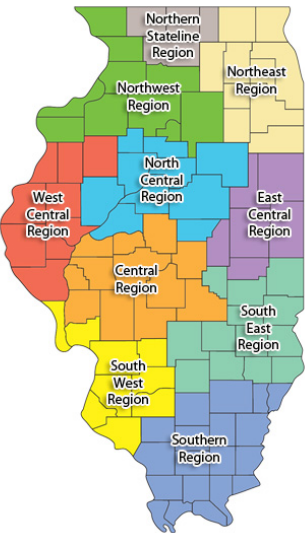
Most Famous
Grant Search
Web Sites



Funding Sources - Local / Regional Offices

DCEO

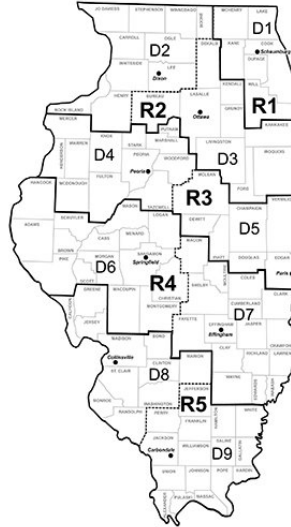
<http://www.illinois.gov/dceo/SmallBizAssistance/RegionSpecificAssistance/Pages/default.aspx>



IDNR



IDOT



<http://www.idot.illinois.gov/about-idot/idot-regions/>

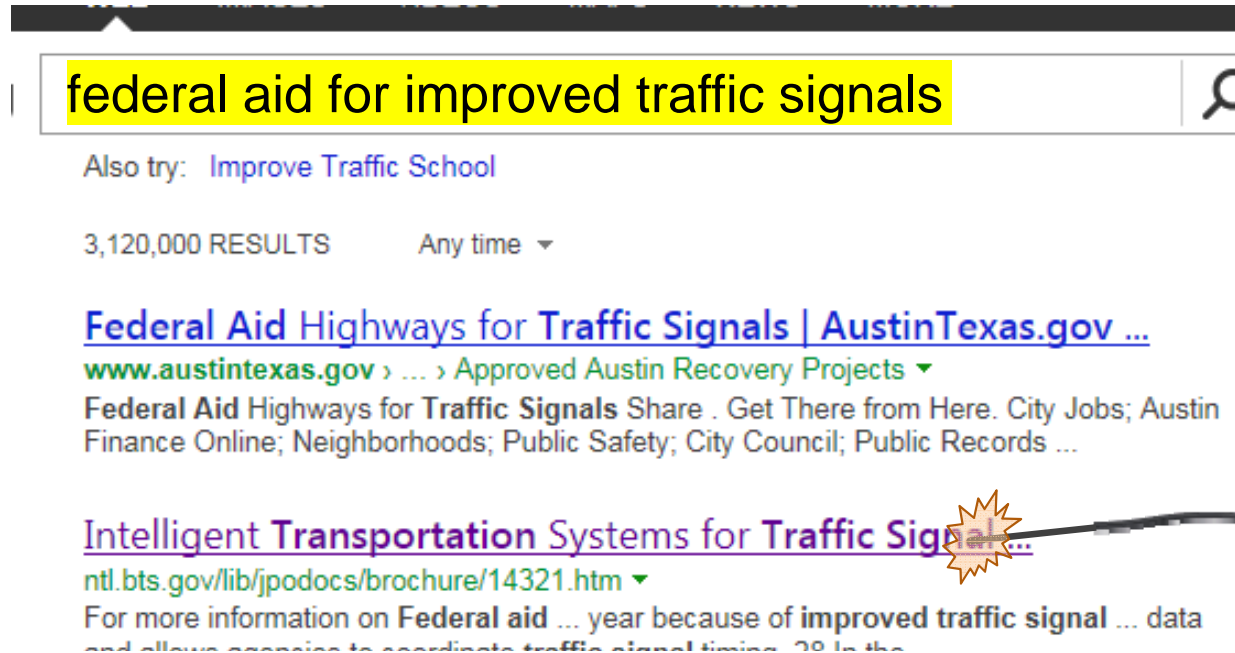
USDA Rural Development Field Offices



<http://www.dnr.illinois.gov/about/offices/>

<http://www.rurdev.usda.gov/ILContactUs.html>

Example Search -Traffic Signals





Intelligent Transportation Systems for Traffic Signal Control

Deployment Benefits and Lessons Learned

[\[PDF version 433 KB\]](#)

[Click here to download Adobe Acrobat Reader](#)

Benefits

[Traffic Signal Timing: Moving State-of-the-Practice Closer to State-of-the-Art](#)

[L.A.'s Adaptive Traffic Control System Reduces Delays and Stops](#)

[ACS-Lite Now Available](#)

Costs

[Funding Is Out There – Ask for It!](#)

[Sample Signal System Project Costs](#)

Deployment

[U.S. Traffic Signals Get a D- on 2005 Report Card](#)

[The Benefits of an "A" Grade](#)

Lessons Learned

[Traffic Signal Control – Lessons from Experience](#)

[Peers, Mentors, and Low-Cost Classes Can Supplement Operator Training](#)



Results: no \$\$, useful info, talk to state DOT

Funding Is Out There – Ask for It!

Get the word out: *Federal funds can be used for arterial management programs, including operations and maintenance of traffic signal control systems. In addition to project costs, operating costs are also eligible for Federal reimbursement from National Highway System and Surface Transportation Program funding. This aid is distributed to project sponsors in the following ways:*

1. Transportation Improvement Program (TIP) and State Transportation Improvement Program (STIP) funds. These funds are typically available for capital improvement projects requiring new or reconstructed infrastructure. Traffic control centers will usually be funded under these programs. These funds are programmed into the state LRTP.

2. Congestion Mitigation and Air Quality (CMAQ) Improvement Program funds. For projects located in air quality non-attainment and maintenance areas, CMAQ funds may be used for operating costs for a 3-year period to reduce traffic delays. Typical eligible operating costs include labor costs, administrative costs, and costs associated with the continuous operation of the system, such as costs for system maintenance.

3. U.S. Department of Transportation (DOT)/Federal Highway Administration (FHWA) Division Offices. These offices provide oversight and technical assistance per stewardship agreements with the State DOT for Federal-aid-funded projects.

The project sponsor must communicate the need for the project with either the State DOT or metropolitan planning organization (MPO) to determine whether the program fits into the local LRTP and whether the current TIP can be amended. The project sponsor must work with the MPO or local State DOT representative to make sure the project is included in the LRTP. The planning partners' responsibility is to help qualifying projects obtain funding from either F

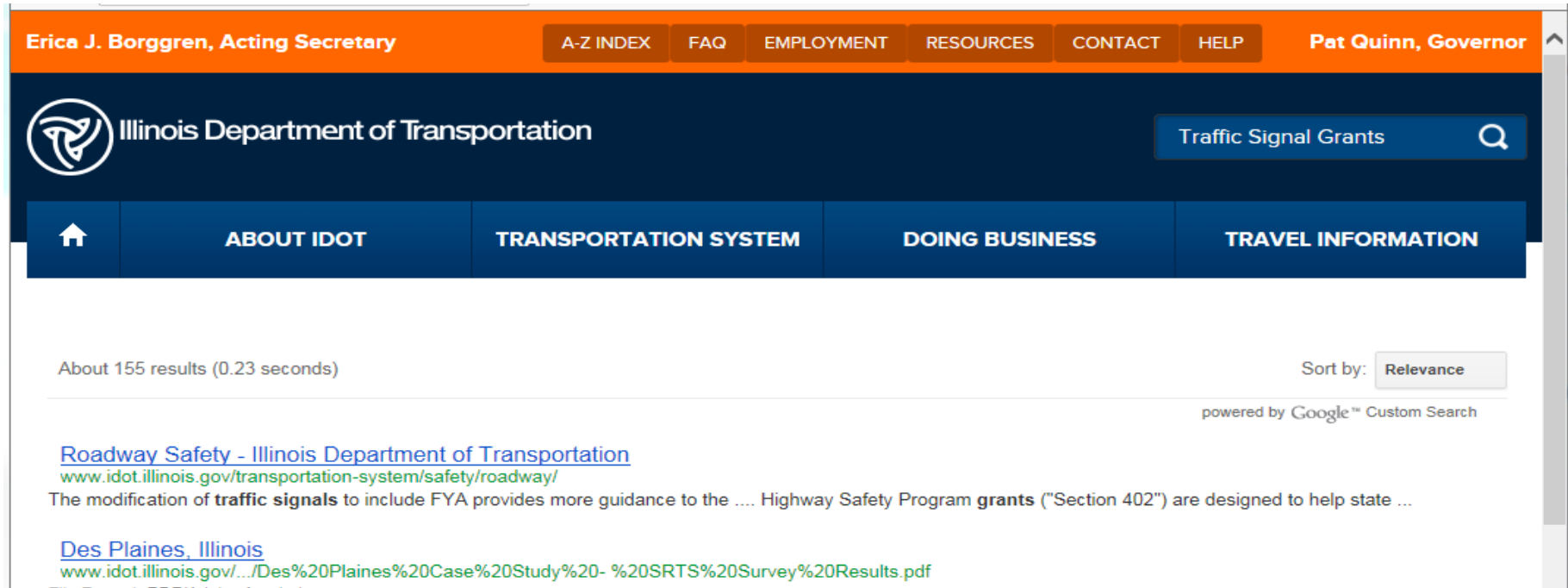
**TIP/STIP programmed
into state LRTP**

CMAQ funds description

**Contact FHWA division
offices**

**Contact state DOT or
MPO**

“Traffic Signal Grants” ...not much



The screenshot shows the Illinois Department of Transportation (IDOT) website. The top navigation bar is orange and includes the name of the Acting Secretary, Erica J. Borggren, and the Governor, Pat Quinn, along with links for A-Z INDEX, FAQ, EMPLOYMENT, RESOURCES, CONTACT, and HELP. Below this is a dark blue header with the IDOT logo and name. A search bar on the right of the header contains the text "Traffic Signal Grants". Below the header is a dark blue navigation bar with links for ABOUT IDOT, TRANSPORTATION SYSTEM, DOING BUSINESS, and TRAVEL INFORMATION. The main content area shows search results for "Traffic Signal Grants". It indicates "About 155 results (0.23 seconds)" and "Sort by: Relevance". The results are powered by Google Custom Search. The first result is titled "Roadway Safety - Illinois Department of Transportation" and includes the URL www.idot.illinois.gov/transportation-system/safety/roadway/. The second result is titled "Des Plaines, Illinois" and includes the URL www.idot.illinois.gov/.../Des%20Plaines%20Case%20Study%20-%20SRTS%20Survey%20Results.pdf.

Erica J. Borggren, Acting Secretary

A-Z INDEX FAQ EMPLOYMENT RESOURCES CONTACT HELP

Pat Quinn, Governor

Illinois Department of Transportation

Traffic Signal Grants

ABOUT IDOT TRANSPORTATION SYSTEM DOING BUSINESS TRAVEL INFORMATION

About 155 results (0.23 seconds)

Sort by: Relevance

powered by Google™ Custom Search

[Roadway Safety - Illinois Department of Transportation](#)
www.idot.illinois.gov/transportation-system/safety/roadway/
The modification of **traffic signals** to include FYA provides more guidance to the Highway Safety Program **grants** ("Section 402") are designed to help state ...

[Des Plaines, Illinois](#)
www.idot.illinois.gov/.../Des%20Plaines%20Case%20Study%20-%20SRTS%20Survey%20Results.pdf
File Format: PDF (Adobe Acrobat)

“Traffic Signal Assistance” ...also not much... document from 1999...

The screenshot shows the Illinois Department of Transportation (IDOT) website. The top navigation bar is orange and contains the text "Erica J. Borggren, Acting Secretary" on the left and "A-Z INDEX", "FAQ", "EMPLOYMENT", "RESOURCES", "CONTACT", "HELP", and "Pat Quinn, Governor" on the right. Below this is a dark blue header with the IDOT logo and name on the left, and a search bar on the right containing the text "Traffic Signal Assistance" and a magnifying glass icon. Below the header is a dark blue navigation bar with white text for "HOME", "ABOUT IDOT", "TRANSPORTATION SYSTEM", "DOING BUSINESS", and "TRAVEL INFORMATION". The main content area is white and shows search results for "Traffic Signal Assistance". It indicates "About 221 results (0.15 seconds)" and "Sort by: Relevance". Below this, the first result is titled "AGMU 11.1" and includes the URL "www.idot.illinois.gov/Assets/uploads/.../AGMU%20111.pdf". The file format is listed as "PDF/Adobe Acrobat". The description of the file is "From: D. Carl Puzey Subject: Light Tower, Traffic Signal, Sign Structure ... on the [DOT website http://www.idot.il.gov/bridgesldcspreadsheetshtml to assist." The IDOT logo and name are also visible at the bottom of the search results.

Erica J. Borggren, Acting Secretary

A-Z INDEX FAQ EMPLOYMENT RESOURCES CONTACT HELP Pat Quinn, Governor

Illinois Department of Transportation

Traffic Signal Assistance x Q

HOME ABOUT IDOT TRANSPORTATION SYSTEM DOING BUSINESS TRAVEL INFORMATION

About 221 results (0.15 seconds)

Sort by: Relevance

powered by Google™ Custom Search

[AGMU 11.1](#)
www.idot.illinois.gov/Assets/uploads/.../AGMU%20111.pdf
File Format: PDF/Adobe Acrobat
From: D. Carl Puzey Subject: Light Tower, Traffic Signal, Sign Structure ... on the [DOT website <http://www.idot.il.gov/bridgesldcspreadsheetshtml> to assist.

[Illinois Department of Transportation](#)

“Traffic Signal Funding” ...

“Infrastructure Application” looks interesting...

Erica J. Borggren, Acting Secretary A-Z INDEX FAQ EMPLOYMENT RESOURCES CONTACT HELP Pat Quinn, Governor

Illinois Department of Transportation

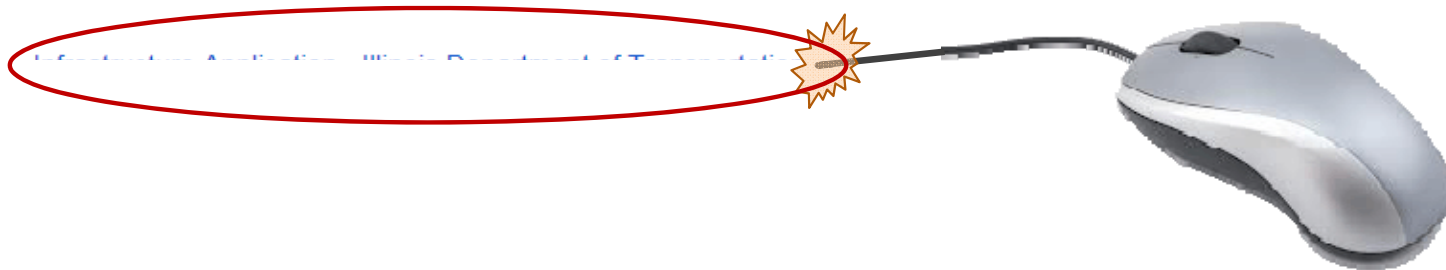
Traffic Signal Funding

ABOUT IDOT TRANSPORTATION SYSTEM DOING BUSINESS TRAVEL INFORMATION

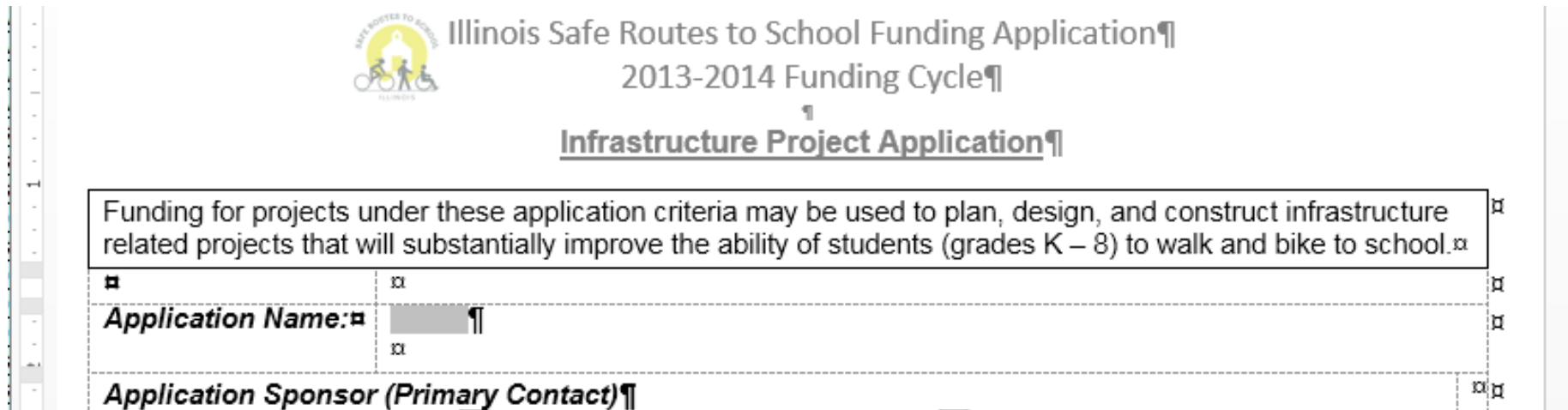
About 150 results (0.13 seconds) Sort by: Relevance

powered by Google™ Custom Search


[Uninterruptible Power Supplies Keep Traffic Signals On](#)
[www.idot.illinois.gov/.../Research%20pays%20off- %20Safety%20Reports%20and%20Statistics%20page.pdf](#)
File Format: PDF/Adobe Acrobat
blackouts—can cause traffic signals to flash or to ... A traffic signal that is dark or flashing contributes to installed with funding from the Department of Home-.



...results: an application for Safe Routes to Schools



The image shows a screenshot of a web-based application form titled "Illinois Safe Routes to School Funding Application" for the "2013-2014 Funding Cycle". The specific form is for an "Infrastructure Project Application". At the top left is a logo for "SAFE ROUTES TO SCHOOLS" featuring a stylized figure of a person walking and a bicycle. The main text of the form states: "Funding for projects under these application criteria may be used to plan, design, and construct infrastructure related projects that will substantially improve the ability of students (grades K – 8) to walk and bike to school." Below this, there are input fields for "Application Name" and "Application Sponsor (Primary Contact)". The "Application Name" field contains a redacted name. The "Application Sponsor" field is empty.

 Illinois Safe Routes to School Funding Application¶
2013-2014 Funding Cycle¶
¶
Infrastructure Project Application¶

Funding for projects under these application criteria may be used to plan, design, and construct infrastructure related projects that will substantially improve the ability of students (grades K – 8) to walk and bike to school.¶

¶

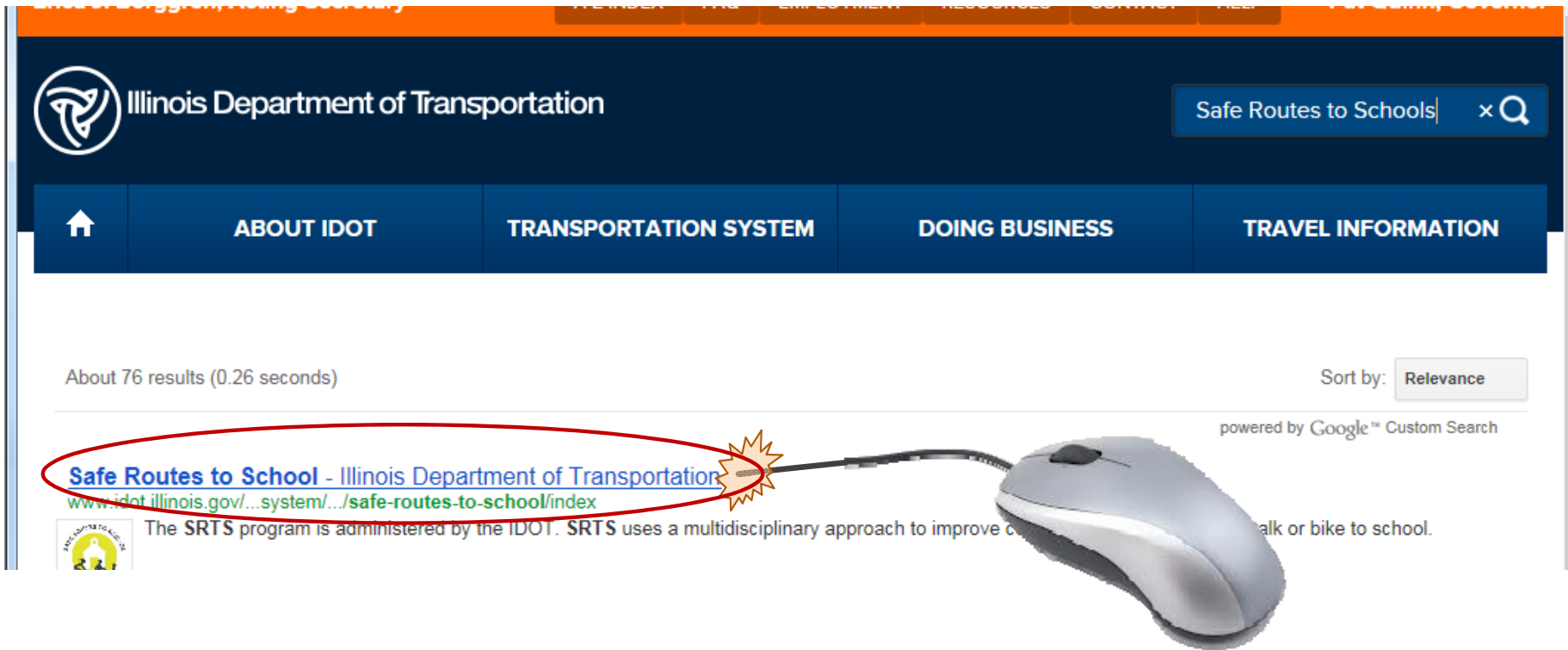
Application Name:¶ [Redacted] ¶

¶

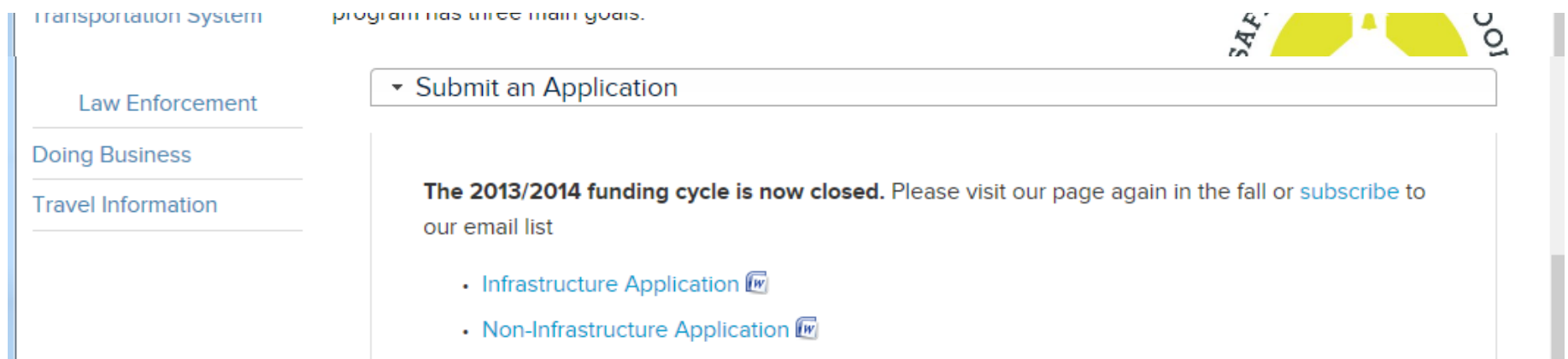
Application Sponsor (Primary Contact)¶

...but no guidance on the program.
So go back and search “Safe Routes to Schools”

...looks promising...



...Results: program info. What you wanted.
But closed for this year. So...



- Put the program on your grants calendar (usually due late summer).
- Begin laying groundwork and preparing materials.
- Subscribe to their email list.

Strategy: Multiple Funding Justifications

- Group Activity:
Multiple Justifications for Traffic Signals



Find - What You Can Do

Limited
Staff/Time

- Simple web searches
- Subscribe to notification lists
- Keep lists & calendar of major funding sources
- Know local & regional offices

Dedicated
Staff/Time

- In-depth web searches
- Subscribe to many notification lists
- Subscribe to search databases
- Strong, ongoing relationships with funders, collaborators

City /
Consultant

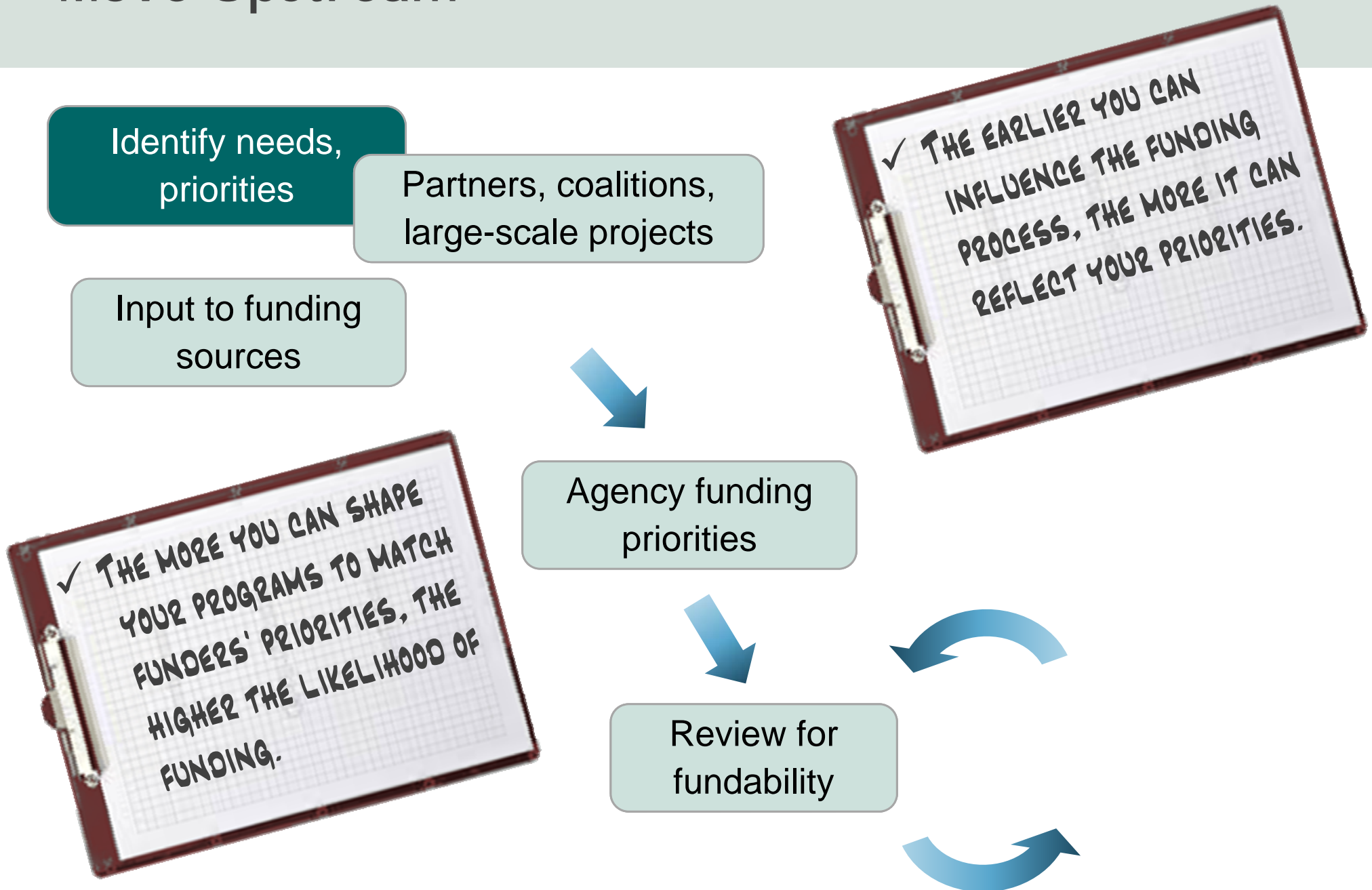
- Provide/maintain/update database of funding sources, keyed to needs and funding factors
- Related databases of needs, clients, stakeholders
- Establish and maintain regional relationships, consortia



up-front steps to increase the odds

Align

Move Upstream



Build Overall Strategy, Library, Database

- Move beyond one-shot approach
- Build support documents:
 - ◇ Boilerplate
 - ◇ Research/metrics/benchmarks
 - ◇ Abstracts
- Review comments and record improvements for next time
- Think strategically

HANDOUT

Example
Grant
Strategies



Align – What You Can Do

Limited Staff/Time

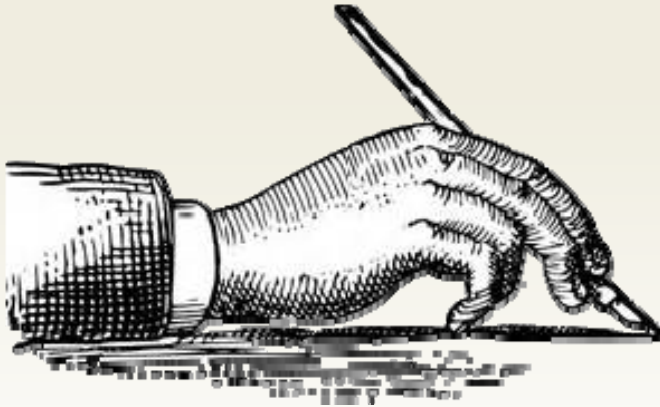
- Advise on which goals might be fundable
- Suggest justifications & rationales
- Be aware of needs, trends, technologies
- Suggest partners and collaborators

Dedicated Staff/Time

- Assist: shape/select goals to be fundable
- Develop and disseminate overall grant strategy
- In-depth knowledge of trends, technologies, funders goals
- Actively establish relations with regional partners, funders

City / Consultant

- Develop partnerships, coalitions
- Provide input to funding sources
- Structure/align priorities for fundability
- Allocate resources, establish match, support effort



Making a strong argument for funding

Get' Em to Sign

Check for Fit Before Developing

- How closely do the funders' goals match your needs?
- Make sure you can meet all requirements
 - ◇ Especially matching requirements
 - ◇ Also other post-award requirements
- How likely is funding?
- Are the odds worth the effort to propose?

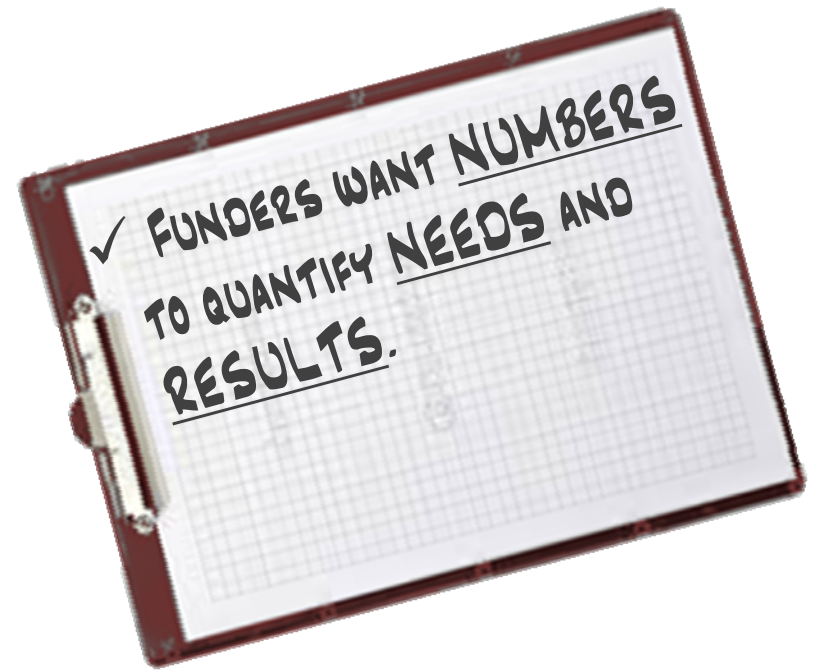
HANDOUT

Opportunity
Review
Checklist



Quantify Need and Impact

- Numbers rule!
- Must quantify **NEEDS** and **IMPACTS**
- Must be related to reasons for funding



Strategy: Measures and Metrics

- Group Activity:
Measures and Metrics for NEED and IMPACT

Leave Ample Time for Careful Review

- Check for obvious problems
- Is the basic argument strong?
- Get fresh eyes to review
- Separate reviews for:
 - ◇ technical content, responsiveness
 - ◇ all proposal requirements
 - ◇ writing, grammar, flow of logic
- Re-read guidelines

HANDOUT

The Case
Statement

HANDOUT

Why
Proposals
Get
Rejected

Sign – What You Can do

Limited Staff/Time

- Review opportunities for obvious gotcha's
- Think through strategy, “case”
- Input on plan, budget, evaluation, forms, etc.
- Review final version for obvious problems

Dedicated Staff/Time

- Detailed analysis of matching and other requirements
- Research/provide extensive needs data & metrics
- Obtain partner commitments, letters of support
- Develop proposal and submit

City / Consultant

- Provide/update/maintain database of needs, impacts, research, sources
- Allocate sufficient resources for development & review
- Corporate history of successes, failures, reviewer comments



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