# Agenda

- Bipartisan Infrastructure Law Overview
- Kansas Infrastructure Hub Overview
- Introduction to Capacity Extension Team
- Current Rural Opportunities
- Resources

BIL Overview

- Bipartisan Infrastructure Law (BIL)
  - AKA Infrastructure Investment and Jobs Act (IIJA)
- National Infrastructure Investment = $1.2 Trillion across 5 years
  - Nearly 400 programs across 12 Federal Agencies
  - 60% Formula / 40% Discretionary

Formula vs. Discretionary

Guaranteed vs. Earned
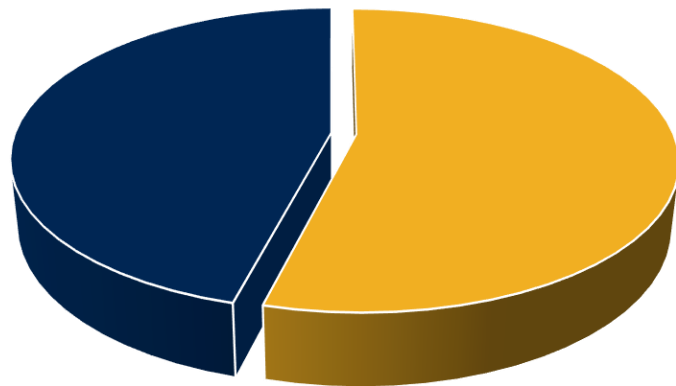
■ Formula ■ Discretionary

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Kansas Infrastructure Hub

- Hub Lead
  - Kansas Department of Transportation
- Subcabinet
  - Agencies receiving bulk of FORMULA funding
    - Kansas Department of Transportation
    - Kansas Department of Commerce
    - Kansas Department of Health and Environment
    - Kansas Department of Agriculture
    - Kansas Department of Administration
    - Kansas Corporation Commission
    - Kansas Water Office
- Advisory Group
 - Public & Private Organization Leaders, Big Thinkers, Collaboration

Build Kansas

- Designed to address critical local needs and maximize opportunities

- One-Time Investment, covers the life of BIL (through FY2027)
  - $215 Million State Investment (State General Fund)
  - Capacity Extension ($5M annual)
  - Match Leverage ($200M)
    - Invest $10M in each Economic Development District

# BIL Grant & Build Kansas Fund Application Process Overview
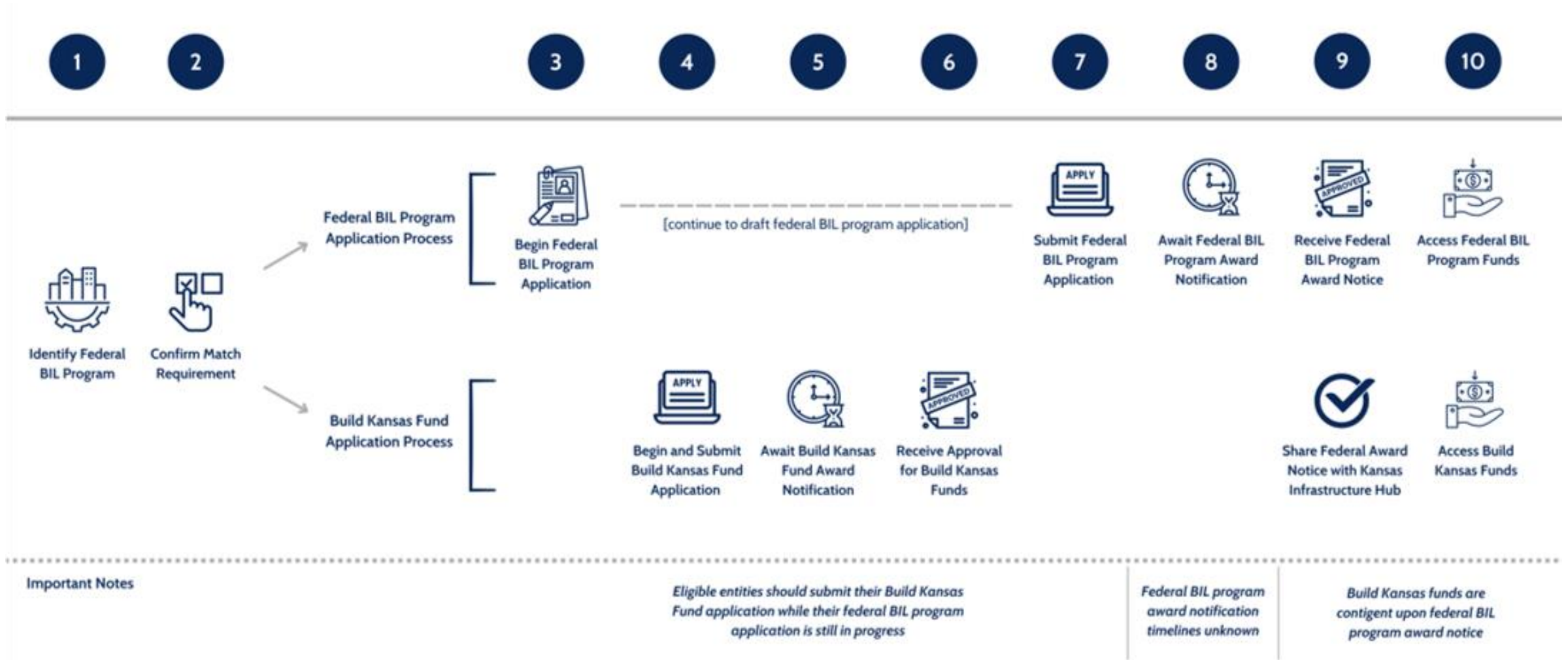
Important notes

- The Hub is **<u>not</u>** selecting projects.
- Projects only receive funds **<u>if awarded</u>** a federal grant. Federal agencies make those selections.
- **This is additive only.** Communities can apply for federal grants without going through the Hub.

Capacity Extension Team (CET)

Regional Planning Commissions (RPCs) / Economic Development Districts (EDDs)
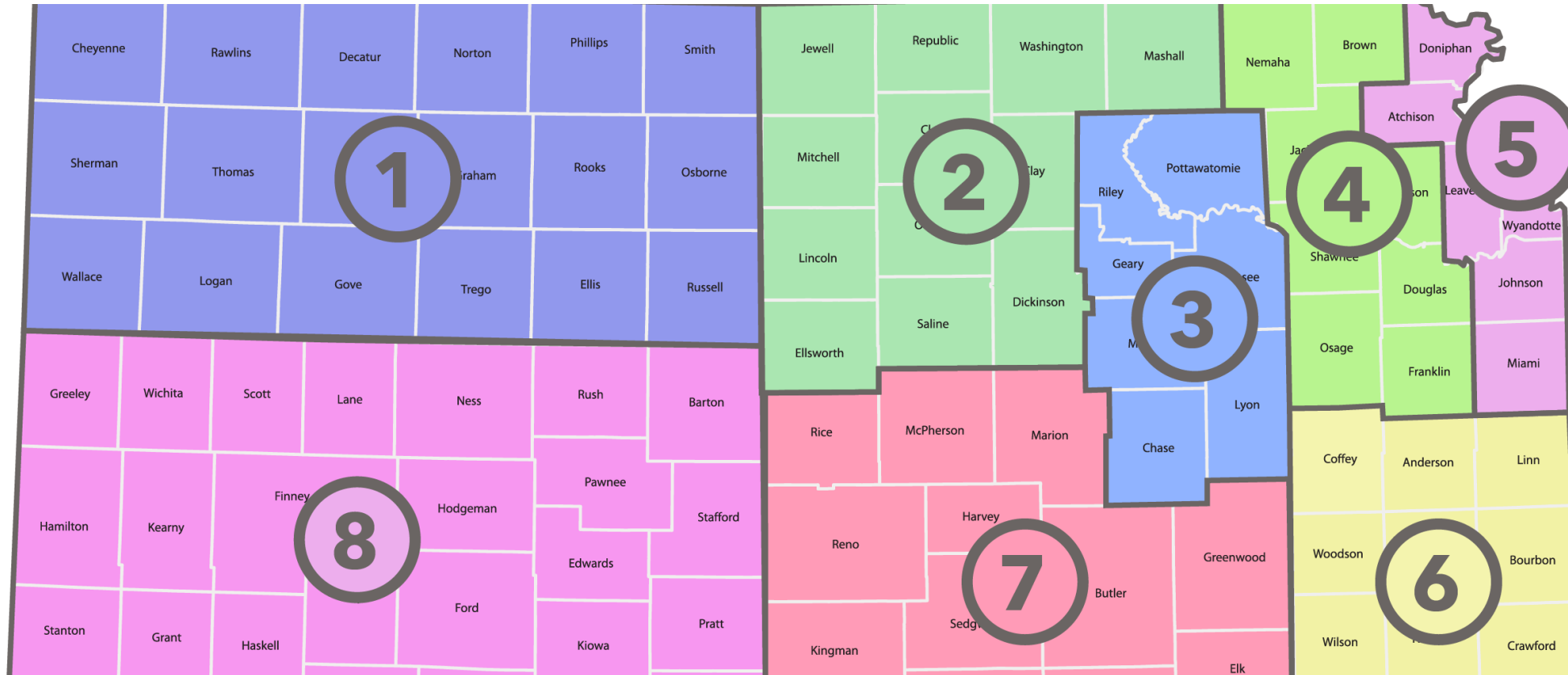
Meet Your RPC / EDD Representative

1. **Northwest Kansas Planning and Development Commission (NWKPDC)**
Marie Zaragoza
mzaragoza@wittobriens.com

2. **North Central Kansas Regional Planning Commission (NCKRPC)**
Kailee Wolterstorff
kwolterstorff@wittobriens.com

3. **Flint Hills Regional Council**
Jennifer Colton jcolton@wittobriens.com

4. & 5. **MO-KAN, MARC, and No EDD**
Cynthia Taylor cytaylor@wittobriens.com

6. **Southeast Kansas Regional Planning Commission (SEKRPC)**
Amber Brandish abrandish@wittobriens.com

7. **South Central Kansas Economic Development District (SCKEDD)**
Kailee Wolterstorff
kwolterstorff@wittobriens.com

8. **Great Plains Development and Tribal Government & Tribal Organizations**
Phyllis Wahahrockah-Tasi
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Hub Capacity Team Lead
Matt Hanson mhanson@wittobriens.com

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Open BIL Opportunities

BIL Grant Spotlight

Name: Rebuilding American Infrastructure with Sustainability and Equity (RAISE)

Program Purpose: The purpose of this program is to invest in surface transportation that will have a significant local or regional impact; and support projects that are consistent with the Department's strategic goals.

Eligible Uses:

- highway or bridge projects, public transportation projects, passenger and freight rail transportation projects, port infrastructure investments, the surface transportation components of an airport project

- projects to replace or rehabilitate a culvert or prevent stormwater runoff

- projects investing in surface transportation facilities that are located on Tribal land

- any other surface transportation infrastructure project that the Secretary considers to be necessary to advance the goals of the program

Due Date: February 28, 2024

BIL Grant Spotlight

Name: Rural and Municipal Utility Cybersecurity (RMUC) Advance Cybersecurity Technology Funding

Program Purpose: The purpose of this program is to provide eligible entities with financial and technical assistance support to improve their cybersecurity posture.

Eligible Uses:

- Direct support for eligible utilities to make investments in cybersecurity technologies, tools, training, and improvements in utility processes and procedures;

- Funding to strengthen the peer-to-peer and not-for-profit cybersecurity technical assistance ecosystem currently serving eligible electric utilities; and

- Increasing access to cybersecurity technical assistance and training for eligible utilities with limited cybersecurity resources.

Due Date: April 24, 2024

Opportunity Spotlight

Name: Rural Business Development Grants (RBDG)

Program Purpose: The purpose of the program is to promote economic development and job creation projects in rural communities.

Eligible Uses:

Business Enterprise

- Training and technical assistance, such as project planning, business counseling and training, market research, feasibility studies, professional or/technical reports, or producer service improvements.
- Acquisition or development of land; construction, conversion, renovation of buildings; plants, machinery, equipment, access for streets and roads; parking areas and utilities.
- The capitalization of revolving loan funds
- Rural distance learning, rural transportation improvement, or pollution control and abatement

Business Opportunity

- Community or technology-based economic development.
- Feasibility studies and business plans or rural business incubators
- Leadership and entrepreneur training.
- Long-term business strategic planning.

Due Date: February 28, 2024

Opportunity Spotlight

Name: Rural Energy for America Program

Program Purpose: This program helps agricultural producers and rural small businesses reduce energy costs and consumption and helps meet the Nation's critical energy needs.

Eligible Uses:

- Purchasing Renewable Energy System (RES)
- Retrofitting existing RES
- Making an (Energy Efficiency Improvement) EEI that will allow less energy to be used on an annual basis than the original building and/or equipment
- Efficiency improvements to existing RES
- Construction of new energy efficient building only when the building is used for the same purpose as the existing building
- Conducting and promoting Renewable Energy Development Assistance

Due Date: September 30, 2024

Risks

- Thinking too small, too local
- Sleeping on resiliency funding
- Focusing only on state pass-through dollars
- Limiting partnerships
- Focusing only on "lights on" activities/opportunities
- Kicking the can down the road……

Opportunity

- Safe Streets for All – Just announced yesterday
  - BIL Doubled the Appropriation
  - 23 Grant Awards to Kansas
  - Over $7m in Funding

Chautauqua County
City of El Dorado, KS
City of Emporia
City of Eudora
City of Eureka, KS
City of Hutchinson, KS
City of Junction City
City of Leawood
City of Mission
City of Newton, Kansas
City of Overland Park
City of Paola
City of Prairie Village
City of Russell
City of Spring Hill
Finney, County of
Geary County
Gray County
McPherson County

North Central Regional Planning Commission
Shawnee County, Kansas
Unincorporated Johnson County

Wichita Area Metropolitan Planning Organization

HONEST SELF ASSESSMENT

How prepared are you to understand needs and available funding opportunities, go after and secure available funds, and then successfully implement priority projects <u>compliantly</u>?

- Organizational Capacity

- Systems & Processes

- Partnerships & Intergovernmental Relationships

Assess Your Existing Capacity & Capabilities

Understand your current needs and organizational capacity.

- Resources

- Infrastructure

- Knowledge & Skills

- Culture & Climate

- Engagement & Partnership

Building Internal Capacity

Why should organizations consider enhancing grant and project management capacity?

- **Structure:** Focused, coordinated approach; formalized process; transparency

- **Strategy:** Maximize funding and greater impact

- **Compliance**: Monitoring and auditing; reporting; waste, fraud, and abuse

Building Internal Capacity

How can jurisdictions build internal capacity?

- Identify needs to support grant writing and project management: technology, association memberships, certifications/trainings

- Create grant procedures to capture structure in administrative code where feasible

- Identify funding needs across the orgnanization with a strategic plan and a Capital Improvement Plan

- Develop program and service overviews

- Establish a "grant team" that can review and assess the suitability of grant opportunities, which includes a representative from each of the various programs and operations

BUILD FOR THE FUTURE

Grants is the name of the game with BIL, IRA and CHIPS funding opportunities, but is also the bedrock of sustainable funding opportunities for years to come.

Use this historic funding opportunity to build for the future starting with developing a comprehensive grants management framework that cross-cuts the organization & functions.

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Overview of Grant Management Models

Decentralized	Hybrid	Centralized
• Departments go their own route with minimal to no coordination • Least desirable model, given lack of overall coordination	• Centralized function provides some coordination across various aspects of grants management lifecycle • Responsibility and accountability is ultimately placed on department	• Grants management office; oversees / manages grants entity wide • Responsible for partnering with departments on grants management lifecycle

Considerations:

- Centralized and Hybrid models create greater coordination across departments, leading to greater success
- Decentralized model inhibits the ability to approach the grants management lifecycle holistically

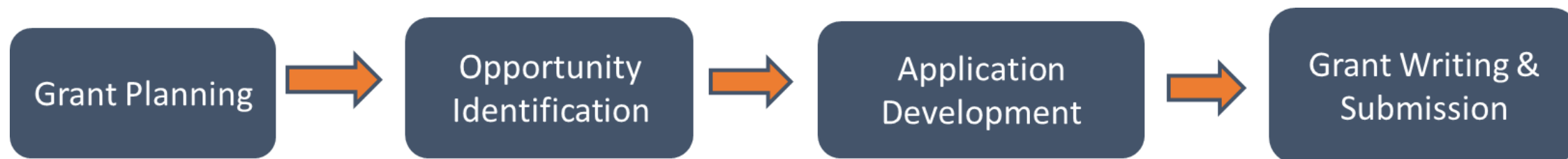KANSAS INFRASTRUCTURE HUB

Plan, Secure, Execute!

Leverage existing & new resources & infrastructure to properly plan for, apply & secure competitive grants

Introduction to Grant Planning

A successful pre-award grants management approach:

- Requires various team members to work in coordination with each other and a central office

- Prioritizes grant planning and aligns it with organizational wide priorities and policies

- Engages stakeholders in the community

- Closely tracks and evaluates grant opportunities, including ability to implement

- Thoroughly addresses the NOFO's points of emphasis

Grant Planning → Opportunity Identification → Application Development → Grant Writing & Submission

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Grant Planning

Establish an Intelligence Network

- Ever expanding set of funding conduits - need to look beyond federal sources

- Need to develop an increased understanding of funding conduits

- Increase focus on state and philanthropic grant opportunities

Develop a grants plan that reflects entity wide priorities

- Documented grants plan helps define and prioritize opportunities

- Create grants plan in coordination with budget and capital plan development; continuously monitor and update plan

- Key elements include: Elected officials' priorities; current and expected grants; grant funding landscape; strategies and approaches for building and managing the city's grant funds

Grant Planning

Keep inventory of community needs and desired projects

- Focus pursuits based on inventory, regularly update to align with new priorities

- Identify needs that cannot or should not be funded by the general fund

Develop tools and processes to identify a potential "capital stack"

- Few significant projects rely on a single funding source

- Determine how to properly layer funds and optimize funding

- Understand the timing considerations associated with all funds in the stack as well as any potential costs (e.g., interest)

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Opportunity Identification

Track funding opportunities on a regular basis

- Know where NOFOs are posted and register for notifications

- Application timelines are short - team should meet at least once a month

- Track grantor's funding rhythm to prioritize projects

- Consider automation via grants management technology

Opportunity Identification

Establish a decision criteria

- Ensure grant pursuits align with priorities

- Define key elements to use for vetting opportunities

- Consider ability to implement when making pursuit decisions

- Build off prior successful experiences (internal & past awardees)

- Share grant opportunities that may not be an internal fit with external partners

Grant Application Development

Break down the process

- Establish team to understand funding opportunity and map the response

- Closely read NOFO and identify key dates and required information

- Assess prior awardees - attend debriefings, analyze successful applicants, and review grantor websites

- Maintain library of prior responses; identify those relevant to current grant pursuit

- If using partners or subrecipients, ensure all parties are aware of process, understand their role, and provide required information

Grant Writing and Submission

Thoroughly address grantor's points of emphasis

- Understand grantor's priorities and their perspective on the grant program

- Create an outline to ensure prompts are answered thoroughly

- Review prior library of responses

- Use data and graphics to support arguments where appropriate

Follow directions and take care of the little things

- Direct and action-oriented writing

- Pay attention to page counts, presentation styles, deadlines, and method of delivery

- If submission is electronic, make sure organization is properly registered and has access to portal

Grant Pursuance Matrix

CONSIDER APPLYING	PURSUE APPLICATION
o Formula grant	o Continuation grant
o Fits agency's mission, vision, and values	o Fulfills agency's mission, vision, and values
o Incorporated into agency's strategic plan	o Already incorporated into agency's strategic plan
o Agency is eligible?	o Agency still eligible?
o Realistic deadlines - aware of application with strong interest	o Realistic deadlines - preparations already in place
o Appropriate funding amount available	o Appropriate funding amount still available
o Appropriate funder	o Still an appropriate funder
o Normal application, requirements and grant terms	o No changes in application, requirements, and grant terms
o Agency capacity - moderate staffing needed	o Agency capacity - strong, committed
o Sustainable beyond the grant period	o Sustainable beyond the grant period
o Administrative/indirect costs allowed	o Administrative/indirect costs allowed
o Match requirement - minimal agency investment	o No match requirements/matching funds in place
o Partners - already in onboard if needed	o No partners needed/warranted
o Approved internally (agency policy)	o Approved internally (agency policy)
TENTATIVE ABOUT APPLYING	**ENCOURAGED TO APPLY**
o Pass-through grant	o Competitive grant
o No alignment with agency's mission, vision, and values	o Odds - <25%, 25-50%, >50%
o No alignment to agency's strategic plan	o Matches elements of agency's mission, vision, and values
o Agency is eligible?	o Considering incorporating into strategic plan
o Realistic deadlines - unprepared for grant	o Agency is eligible?
o Inappropriate funding amount - limits	o Realistic deadlines - aware of application and interested
o Inappropriate funder - policitical, conflict of interest, etc.	o Appropriate funding amount available
o Agency capacity - limited to no staffing resources	o Appropriate funder
o Complex application, requirements, and/or grant terms	o Is this a speculative proposal by the agency?
o No sustainability beyond the grant period	o Complex application, requirements, and/or grant terms
o Administrative/indirect costs are not allowed	o Sustainable - questionable short- and long-term potential
o Match requirement - major agency investment	o Administrative/indirect costs allowed
o New partners are required	o Match requirement - marginal agency investment
o Approved internally (agency policy)	o Partners (collaboration) would make for a stronger application
	o Approved internally (agency policy)

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Intergovernmental Coordination is KeY

Most formula programs and many competitive programs will be distributed at the State level.

It is critical that you develop strong understanding of which State agencies will be administering many of these federal funding opportunities. Attending plenary sessions, conferences, summits will elevate your jurisdiction's profile with these State agencies.

Many of these grant programs will look for interjurisdictional coordination and collaboration.

- Build coalition with adjacent counties and municipal entities

- Take lead on driving regional summits to understand needs and how pooling funding can leverage greater cost efficiency

Equity and Resiliency are More than Just Talking Points

Recipients of local fiscal recovery funds – and future recipients of IIJA Funds have already agreed to Title VI / Civil Rights Act Assurances

If this is the first time you're hearing this, it's not too late to quickly fully understand what that means and what your organization should be doing to ensure compliance

Future federal funding can be impacted by noncompliance!

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Resources for Support

Kansas Infrastructure Hub | kshub.org

Build Kansas Fund Resources

[Build Kansas Fund Application](#)

[Build Kansas Fund – Frequently Asked Questions (FAQs)](#)

Questions? Want Technical Support?

Contact the Kansas Infrastructure Hub (submit [this form](#))

Sign Up for the Kansas Infrastructure Hub Newsletter

[Sign up here!](#)

RPC / EDD Websites

Flint Hills Regional Council

Great Plains Development Inc

Mid-America Regional Council

Mo-Kan Regional Council

North Central Regional Planning Commission

Northwest Kansas Planning & Development Commission

South Central Kansas Economic Development District

Southeast Kansas Regional Planning Commission

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Thank you