



CAMBRIDGE
SYSTEMATICS

Think  Forward

Use of Competitive Grants to Advance Your Capital Programs

presented to

*AAPA 2019 Facilities Engineering
Seminar*

presented by

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Overview

- Introduction
- Key Federal Transportation Grants
- Grant Eligibility Requirements
- Key Success Factors
- Questions



Introduction

- Ports provide significant economic benefits to host communities
 - Efficient supply chains – *using the right port for the right market* – provide economic benefits to the U.S.
 - Ports rely on revenue to fund improvements
 - Ports have billions in unmet needs
 - Competitive grant programs can be an integral part of a port's funding strategy
- US DOT has several grant programs designed to help enhance the U.S. transportation system and its ability to compete globally**

Three Major Federal Grant Programs

- Infrastructure For Rebuilding America (INFRA)
- Better Utilizing Investments to Leverage Development (BUILD) [formerly TIGER]
- Advanced Transportation & Congestion Management Technologies Deployment (ATCMTD)

➤ **Each of these grant programs is competitive with specific eligibility requirements and selection criteria *and ports have been successful in competing for awards in all three***



INFRA Award Examples

- **Port of Savannah International Multi-Modal Connector**, Georgia Ports Authority, GA, Large Project, \$32M Award, 126.7M project [2016]
- **Conley Terminal Intermodal Improvements and Modernization**, Massachusetts Port Authority, MA, Large Project, \$42M award, \$102.9M project [2016]
- **Port of Indiana - Burns Harbor: Enhanced Intermodal Facilities with Rail & Truck Marshalling Yards**, Ports of Indiana, IN, Small Project, 9.8M Award, 19.7M project [2017]
- **Packer Avenue Marine Terminal Capacity & Warehouse Relocation Project**, Philadelphia Regional Port Authority, PA, Large Project, \$25.5M Award, \$110.5M project [2018]
- **PortMiami Truck Gate Innovation**, Miami-Dade County, FL, Small Project, \$7.0M, \$15.0M project [2018]



BUILD Award Examples

BUILD
Better Utilizing Investments


Urban

PROJECT DESCRIPTION

The project will add capable of serving 5 Large Container Vessels necessary support improvements. F include an expansion and turning basin, wharf substructure and paving, installing in the container yard support large ship-to-

PROJECT HIGHLIGHTS

The addition of a sec handle the ever-incre bottleneck. It will su to be diverted to othe


U.S. Department of Transportation

BUILD
Better Utilizing Investments


Urban

PROJECT DESCRIPTION:

This project extends th wharf approximately : Berth 6 as a crane-c wharf, including a tied cargo-handling laydown modifies and expands 1 to provide a direct co existing rail spur and th 5 and Berth 6.

PROJECT HIGHLIGHTS A

By nearly doubling the petroleum distillates an as wood chips and wor and helps it better me combined with a private The project facilitates m safety benefits by ren personnel and environm


U.S. Department of Transportation

PORT OF EVERETT

APPLICANT/SPONSOR:
TIGER GRANT AW.
TOTAL PROJECT C


Urban

PROJECT DESCRIPTION

This grant modernizes the Po Terminal. The project includes than 500 feet of dock, creati capable of handling roll-on/roll cargo, and upgrading high volt The project will also construct ra on-site rail car storage.

PROJECT HIGHLIGHTS & BENEF

This project modernizes the port serve larger, heavy cargo vesse improves the local and regional truck trips to rail. It also has envirc cold ironing.


U.S. Department of Transportation

Reconstruction of the Chalmette Slip Project

APPLICANT/SPONSOR: St. Bernard Port, Harbor and Terminal District


TIGER GRANT AWARD: \$13,000,000

TOTAL PROJECT COST: \$30,000,000

Urban

PROJECT DESCRIPTION:




The Chalmette Slip in the St. Bernard Port District's Arabi Terminal is the only deep-draft calm water slip on the lower Mississippi River. The slip has six sections of cargo wharves. The project will rehabilitate to modern design standards the last two original wharf sections, A and F, which have been maintained but have exceeded their useful lives over the past 110 years.



LOUISIANA

PROJECT HIGHLIGHTS AND BENEFITS:

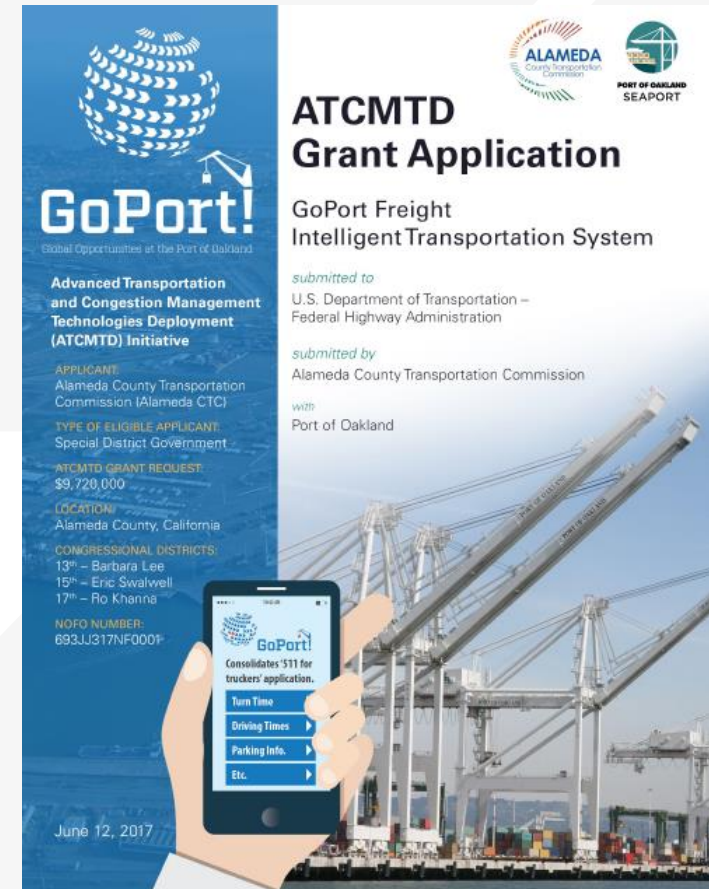
Rehabilitating Sections A and F will return the slip to its maximum potential value and bring the entire slip to operational safety, which will add valuable docking space during hurricanes and other inclement weather events. The project will increase the usable slip space by 33% and open the Port to greater numbers of cargo exchanges and in turn reduce the transportation costs for U.S. manufacturers and suppliers.

www.transportation.gov/tiger

ATCMTD Award Examples

- ➔ **Freight Advanced Traveler Information System (FRATIS)**, Los Angeles, California, Award: \$3,000,000 [2016]
- ➔ **Global Opportunities at the Port of Oakland Freight Intelligent Transportation System**, Alameda County Transportation Commission, Award: \$9.7M, \$24.3M project [2017]
- ➔ **Truck Reservation System and Automated Work Flow Data Model**, Virginia Port Authority, Award: \$1,550,000, \$3.1M project [2017]



ALAMEDA
County Transportation
Commission

PORT OF OAKLAND
SEAPORT

ATCMTD Grant Application

GoPort Freight Intelligent Transportation System

submitted to
U.S. Department of Transportation –
Federal Highway Administration

submitted by
Alameda County Transportation Commission

with
Port of Oakland

GoPort!
Global Opportunities at the Port of Oakland

Advanced Transportation and Congestion Management Technologies Deployment (ATCMTD) Initiative

APPLICANT:
Alameda County Transportation Commission (Alameda CTC)

TYPE OF ELIGIBLE APPLICANT:
Special District Government

ATCMTD GRANT REQUEST:
\$9,720,000

LOCATION:
Alameda County, California

CONGRESSIONAL DISTRICTS:
13th – Barbara Lee
15th – Eric Swalwell
17th – Ro Khanna

NOFO NUMBER:
693JJ317NF0001

June 12, 2017

GoPort!
Consolidates \$11 for truckers' application.

- Turn Time
- Driving Times
- Parking Info.
- Etc.

Infrastructure For Rebuilding America (INFRA)

Purpose

- ➔ Provides financial assistance to highway and freight projects of national or regional significance
- ➔ Program goals include:
 - » Improve safety, efficiency, and reliability
 - » Generate national or regional economic benefits
 - » Reduce highway congestion and bottlenecks
 - » Improve connectivity between modes
 - » Enhance the resiliency of critical highway infrastructure
 - » Improve roadways vital to national energy security
 - » Address impact of population growth



The screenshot shows the Federal Highway Administration website page for the Infrastructure For Rebuilding America (INFRA) Grants. The page title is "Fixing America's Surface Transportation Act or 'FAST Act'". The main heading is "INFRASTRUCTURE FOR REBUILDING AMERICA (INFRA) GRANTS¹". A table shows the authorization amounts for each fiscal year from 2016 to 2020. The program purpose is described as providing financial assistance to nationally and regionally significant freight and highway projects. The program goals are listed as:

- improve the safety, efficiency, and reliability of the movement of freight and people;
- generate national or regional economic benefits and an increase in global economic competitiveness of the U.S.;
- reduce highway congestion and bottlenecks;
- improve connectivity between modes of freight transportation;
- enhance the resiliency of critical highway infrastructure and help protect the environment;
- improve roadways vital to national energy security; and
- address the impact of population growth on the movement of people and freight.

Fiscal year	2016	2017	2018	2019	2020
Authorization	\$800 M	\$ 850 M	\$ 900 M	\$ 950 M	\$1.00 B

<https://www.fhwa.dot.gov/fastact/factsheets/infragrantsfs.cfm>



INFRA

Funding

- FAST Act authorized \$4.5 billion for FY16 thru FY20 or just under \$1 billion per year
- Large projects must be at least \$100 million with awards of at least \$25 million
- Small projects must be less than \$100 million with awards of at least \$5 million
- 10 percent of funds must be allocated to small projects
- 25 percent of funds must be allocated to rural projects
- Grants may not exceed 60% of the total eligible project costs and federal share may not exceed 80%

➤ **\$200 of \$500 million available for freight rail, water or other freight intermodal projects remains available (2019 applications currently under review)**

INFRA

Eligible Applicants

- State or group of states
- MPOs with population greater than 200,000
- Local government or group of local governments
- Political subdivision of state or local government
- Special purpose district or public authority with transportation function, including port authorities
- Federal land management agency applying jointly with state or group of states
- Tribal government or consortium of tribal governments
- Multi-state or multijurisdictional group of public entities



INFRA

Eligible Projects

- Freight projects on National Highway Freight Network (NHFN)
- Highway or bridge projects on National Highway System (NHS)
- Railway-highway grade crossing or grade separation projects
- Freight projects that are:
 - » Intermodal or rail projects
 - » Within the boundaries of a public or private freight rail, water or intermodal facility
 - Must be a surface transportation infrastructure project that facilitates direct intermodal interchange, transfer, or access into or out of the facility
 - Must significantly improve freight movement on the NHFN
 - May include shifting freight transportation to other modes, reducing congestion and bottlenecks on the NHFN
 - Federal funds can only support elements that provide public benefits



INFRA

Grant Requirements & Selection Criteria

- For a large project
 - » Generates national or regional economic, mobility, or safety benefits
 - » Is cost effective
 - » Contributes to national goals
 - » Is based on preliminary engineering
 - » Provides stable and dependable funding to construct, maintain, and operate
 - » Provides contingency amounts to cover unanticipated cost increases
 - » Cannot be easily and efficiently completed without financial assistance
 - » Is reasonably expected to begin construction not later than 18 months after obligation of funds

- For a small project
 - » Is cost effective
 - » Improves mobility in the State and/or region



Better Utilizing Investments to Leverage Development (BUILD)

Purpose

- Provides opportunity for US DOT to invest in road, rail, transit and port projects to help achieve national objectives
- Grants are for capital investments that will have a significant local or regional impact
- Special consideration to be given to projects in rural areas that improve access to reliable, safe, and affordable transportation
 - » Improve infrastructure condition
 - » Address public health and safety
 - » Promote regional connectivity
 - » Facilitate economic growth or competitiveness



<https://www.transportation.gov/sites/dot.gov/files/docs/policy-initiatives/build/114796/fy-2019-nofo-final-signed.pdf>



BUILD

Funding

- \$900 million to be awarded by US DOT in FY 2019
 - » Grants may not be less than \$5 million and not greater than \$25 million in urban areas
 - » For projects located in rural areas the award size is \$1 million
 - » Up to \$15 million can be awarded for planning and design of eligible projects
 - » No more than 10 percent of the funds may be awarded to a single State
 - » Grant funds are to be split between rural and urban areas
- Federal share of project costs may not exceed 80 percent for projects in urban areas

➤ **\$7.1 billion funding
554 projects has
been awarded
through 10 rounds of
competitive grants**



BUILD

Eligible Applicants

- State, local, and tribal governments, including U.S. territories
- Transit agencies
- Port authorities
- Metropolitan planning organizations (MPOs)
- Other political subdivisions of State or local governments
- Multiple States or jurisdictions may submit a joint application



BUILD

Eligible Projects

- Highway, bridge, or other road projects
- Public transportation projects
- Passenger and freight rail transportation projects
- Port infrastructure investments (including inland port infrastructure and land ports of entry)
- Intermodal projects

➤ **Greater flexibility
as projects are
not tied to NHFN**

BUILD

Grant Requirements and Selection Criteria

➤ Primary Selection Criteria

- » Safety
- » State of good repair
- » Economic competitiveness
- » Environmental sustainability
- » Quality of life

➤ Secondary Selection Criteria

- » Innovation (technology, project delivery, financing)
- » Partnership

➤ Other Criteria

- » Project readiness
- » Benefit Cost Analysis
- » Geographic diversity



Advanced Transportation & Congestion Management Technologies Deployment (ATCMTD)

Purpose

- ➔ Provide competitive grants for the development of model deployment sites for large scale installation and operation of advanced transportation technologies to improve
 - » Safety
 - » Efficiency
 - » System performance
 - » Infrastructure return on investment

The screenshot shows the Federal Highway Administration website. The header includes the U.S. Department of Transportation logo and the text "U.S. Department of Transportation Federal Highway Administration". Navigation links include "About", "Programs", "Resources", "Briefing Room", "Contact", and "Search FHWA". A search bar is visible on the right. The main content area is titled "Fixing America's Surface Transportation Act or 'FAST Act'" and features a sidebar with links: "FAST Act Home", "Summary", "Funding", "Fact Sheets", "Legislation", "Presentations", "Guidance & Regulations", "By Section", and "First Year Milestones". The main content area displays the title "ADVANCED TRANSPORTATION AND CONGESTION MANAGEMENT TECHNOLOGIES DEPLOYMENT" and a table of authorization amounts.

Fiscal year	2016	2017	2018	2019	2020
Authorization	\$60 M	\$60 M	\$60 M	\$60 M	\$60 M

Program purpose

The FAST Act established the Advanced Transportation and Congestion Management Technologies Deployment Program to make competitive grants for the development of model deployment sites for large scale installation and operation of advanced transportation technologies to improve safety, efficiency, system performance, and infrastructure return on investment.

<https://www.fhwa.dot.gov/fastact/factsheets/advtranscongmgmtfs.cfm>

ATCMTD

Funding

- \$60 million per year
- Up to 50% match
- Grants to be awarded to at least 5 and not more than 10 eligible entities annually
- Awards must be diverse in both the technologies to be deployed and geographically
- No award can be more than 20% of program funding for a fiscal year

ATCMTD

Eligible Applicants

- State or local government or political subdivision
- Transit agency
- Metropolitan planning organization (MPO) representing a population of more than 200,000
- Multijurisdictional group made up of the above eligible applicants
- Consortium of research or academic institutions



ATCMTD

Eligible Projects

- Advanced traveler information systems, advanced public transportation systems, and advanced transportation management technologies
- Advanced mobility and access technologies
- Infrastructure maintenance, monitoring, and condition assessment
- Transportation system performance data collection, analysis, and dissemination systems
- Advanced safety systems, including connected and autonomous vehicle technologies
- Integration of ITS with Smart Grid and other energy distribution systems
- Electronic pricing and payment systems



ATCMTD

Grant Requirements & Selection Criteria

- Reduce costs and improve return on investments
- Deliver environmental benefits that alleviate congestion
- Measure and improve the operational performance of network
- Reduce number and severity of traffic crashes and increase driver, passenger, and pedestrian safety
- Collect, disseminate, and use real-time information to reduce delays and improve system performance
- Monitor transportation assets to better manage infrastructure
- Accelerate deployment of connected and autonomous vehicles



How to Prepare a Winning Grant Application

Don't Wait for the NOFO

- Do your homework on eligibility
- Identify your project(s) early
- Get your permits approved
- Line up your funding
- Advance your preliminary engineering
- Reach out to your partners
- Engage with your electeds
- Have your “story” fleshed out

➤ **Time is short
once the NOFO
released**




How to Prepare a Winning Grant Application

Take Advantage of Training Webinars

U.S. Department of Transportation

TimeZone (America/New York) ▾



BUILD Grants
Better Utilizing Investments to Leverage Development Transportation Discretionary Grants Program

[Event Info](#) | [Event Registration](#)

How to Compete for BUILD 2019 Transportation Grants

Tuesday, April 30, 2019 3:00:00 PM EDT - 5:00:00 PM EDT

On February 15, 2019, the President signed the FY 2019 Appropriations Act, which appropriated \$900 million to be awarded by the U.S. Department of Transportation for National Infrastructure Investments. This program is referred to as the Better Utilizing Investments to Leverage Development, or BUILD Transportation Discretionary Grants program. Funds for the FY 2019 BUILD Transportation Discretionary Grants program are to be awarded on a competitive basis for projects that will have a significant local or regional impact. This is an explanatory webinar on how to apply for BUILD funding.

How to Prepare a Winning Grant Application

Keep the Narrative Message Clear and to the Point

- Projects can be complex with many components
- Describing and communicating a project's public benefit, readiness, and funding need can be challenging
- Ability to streamline your message is a key competitive advantage

➤ **Graphics and call out boxes can be used to effectively highlight your key points**



How to Prepare a Winning Grant Application

Demonstrate Public Benefits

- Federal grant programs stipulate public benefits
- Many port projects generate public and private benefits including local economic development
- Describing and quantifying public benefits at the national level is critical to a successful application

➤ **Project will allow port to better serve local markets, significantly reducing truck VMT on the NHFN**



How to Prepare a Winning Grant Application

Highlight Ability to Hit All the Selection Criteria

- ➔ Make it impossible for the reviewer to not see that your application addresses all the selection criteria
- ➔ A check list executive summary can be an effective tool

	Key Requirements
✓	National Public Benefits
✓	Cost Effective
✓	Supports Federal Program Goals
✓	Provides Funding Match
✓	Demonstrates Need
✓	Ready to Construct
✓	Support of Community
✓	Innovative Solution

How to Prepare a Winning Grant Application

Project Must be Ready to Go

- Project must be largely designed, permitted and ready to construct
 - » Preliminary design well along
 - » Environmental permits approved
 - » Matching funds available
 - » Ability to meet obligation requirements



How to Prepare a Winning Grant Application

Have a Competitive Ask

- ➔ Each grant program has a minimum match requirement
- ➔ USDOT is looking to leverage federal funding
- ➔ An above average match with a mix of public and private funding can set a project apart



How to Prepare a Winning Grant Application

Make Sure Your Project is in a Plan

- ➔ For projects to be funded, they need to be included in a plan
- ➔ States and MPOs develop long range plans, TIPs, and Work Programs
- ➔ Ports develop CIPs and master plans
- ➔ Illustrating your project is in a plan helps communicate community acceptance, construction readiness, and funding commitment

CIP

TIP

MASTER PLAN

LRTP

WORK PROGRAM



How to Prepare a Winning Grant Application

Demonstrate Partner Support

- Support from community leaders, funding partners, and industry representatives demonstrates project readiness and constructability
- Project sponsors need to provide proof of support across stakeholders
 - » Letters of support
 - » Letters of funding commitment

- Legislative Delegation
- Industry Associations
- State DOTs
- MPOs
- Chambers
- Municipalities
- Railroads
- Terminal Operators
- Steamship lines
- BCOs

How to Prepare a Winning Grant Application

Lobby Your Electeds

- ➔ Support from elected officials is critical
- ➔ Local and state support helps demonstrate readiness of the project
- ➔ Federal support helps promote the project among the funding decision makers
- ➔ Make sure your delegation is aware of, knowledgeable of, and supportive of your project



How to Prepare a Winning Grant Application

Provide Clear Documentation for BCA

- Benefit cost analyses provide an economic assessment of a project's benefit
- Assumptions driving the BCA should reflect national benefits
- Clear, well documented assumptions, data sources, and results are critical to the federal reviewers



How to Prepare a Winning Grant Application

Consider a Sensitivity Analysis

- Assumptions on project benefits should not be overly aggressive
- However, a sensitivity analysis can be used to illustrate the benefits of less conservative assumptions
- Lessons learned from a debrief can help with this secondary analysis

- **Estimated increases in throughput are often questioned**
- **Sensitivity analyses allow testing of different levels**

How to Prepare a Winning Grant Application

Technical Appendices Enhance the Application

- Appendices should include any materials that help promote the project not provided in the main body of the application
 - » Benefit/Cost Analysis
 - » Design Specifications
 - » Economic Impact Analysis
 - » Project Budget and Schedule
 - » Environmental/NEPA Material
 - » Support Letters/Funding Commitments

- Material available via website with hotlinks in application can make it easier for the reviewer

How to Prepare a Winning Grant Application

Call Out Ability to Meet Buy America provisions

- Many ports rely on foreign sourced steel and iron for customized equipment like cranes
- Buy America requires 100% domestic sourcing of steel and iron products that are to be permanently incorporated into the project
- Waivers are possible but unlikely at present and only apply if the Secretary of Transportation has concerns over:
 - » Public interest
 - » Lack of material and/or satisfactory quality of material
 - » If domestic sourcing increases price by more than 25%

➤ **Be clear in your application that you can accommodate the Buy America requirements**



How to Prepare a Winning Grant Application

Get a Debrief

- For every application you submit, follow up with a request for a debrief from the reviewing agency
- Feedback identifies strengths and weaknesses of submittal
- Both resubmittals and new submittals will benefit from understanding what the reviewers are looking for and consider reasonable



QUESTIONS

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