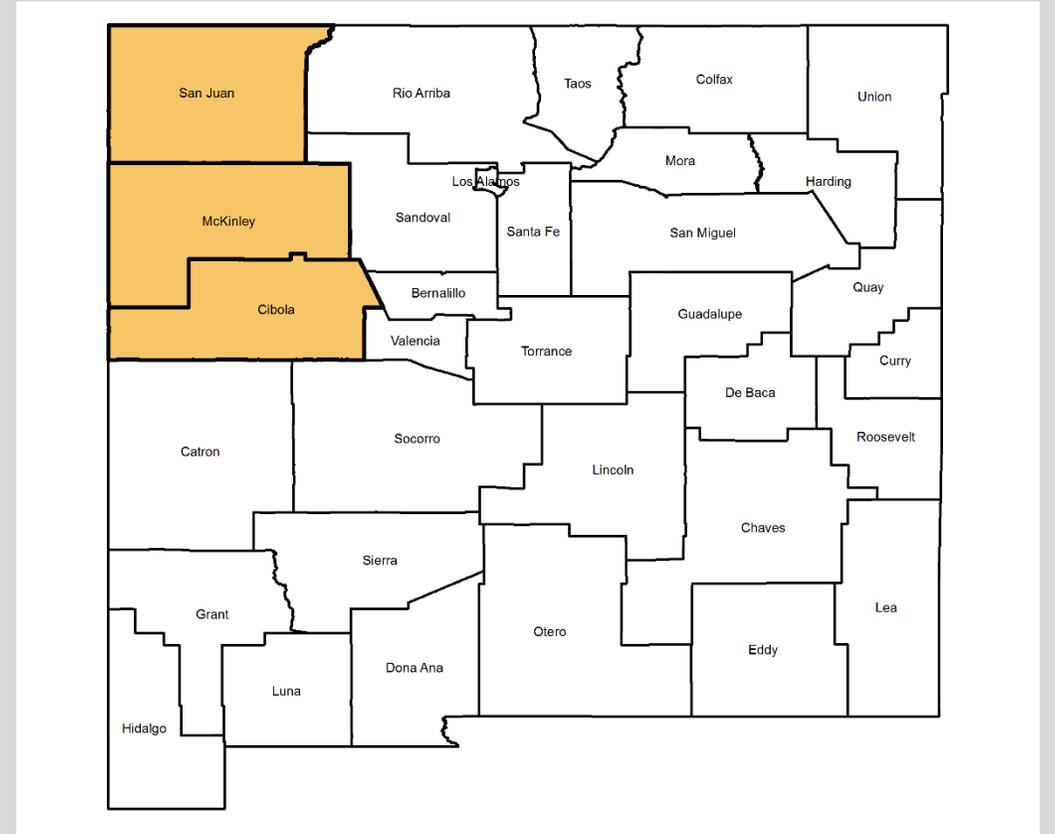




NORTHWEST NEW MEXICO COUNCIL OF GOVERNMENTS

“Leading the field to empower communities and move the region”



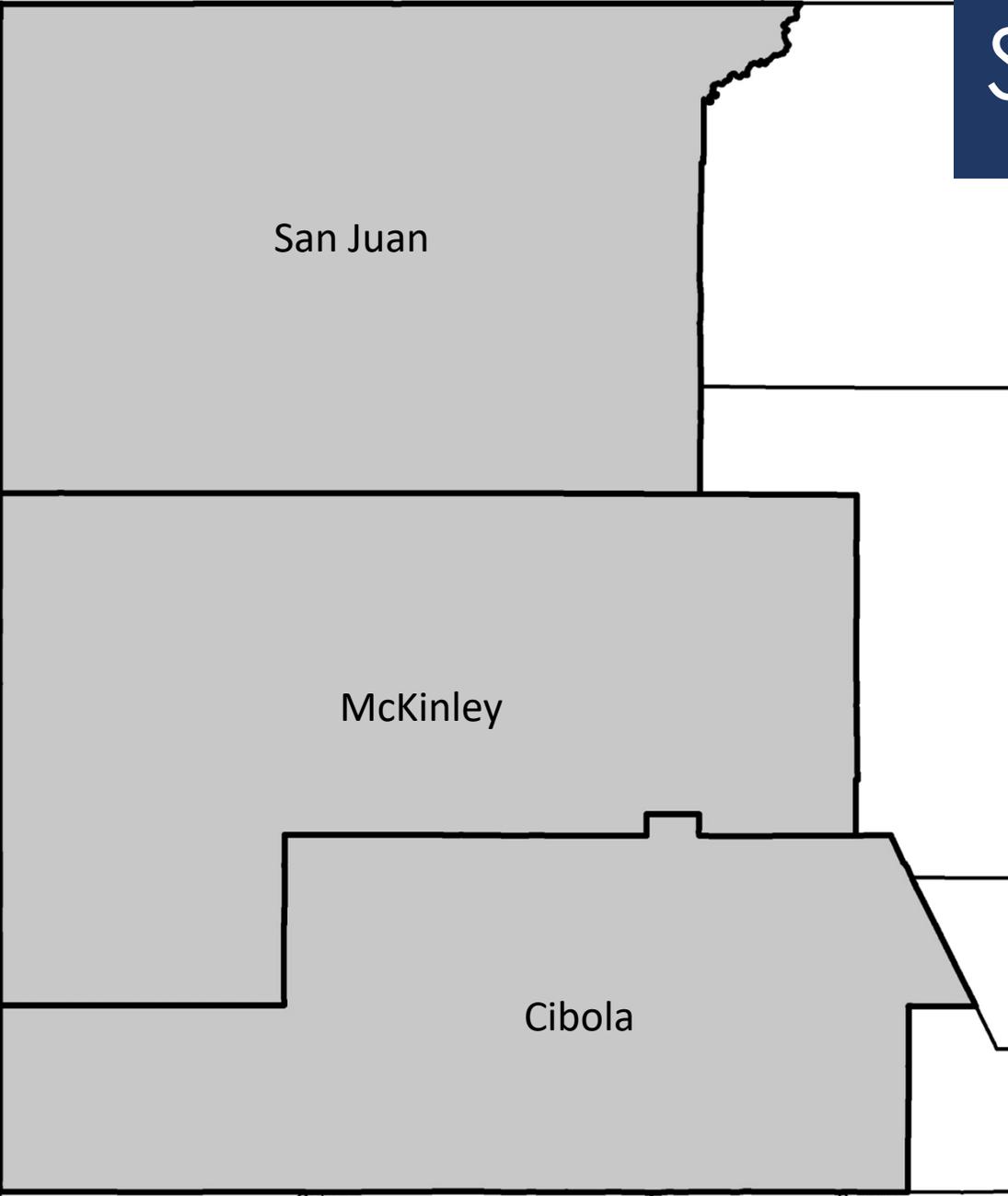
OUR REGION

NORTHWEST NEW MEXICO

SNAPSHOT OF OUR REGION

Just a Glimpse

- Cover a 3-County Area (*San Juan, McKinley, Cibola*)
- Cover 15,000 square miles
(*which if it were a state, it would rank 42nd behind West Virginia*)
- Serve over 235,000 people
- Serve a rural Population with a density of 11 persons per sq. mile

A map showing the geographical layout of three counties: San Juan, McKinley, and Cibola. San Juan is the northernmost county, McKinley is in the middle, and Cibola is the southernmost. The map also shows the boundaries of Catron and Socorro counties to the south. The region is shaded in light gray.

San Juan

McKinley

Cibola

Catron

Socorro

ORGANIZATIONAL CHART

State of New Mexico



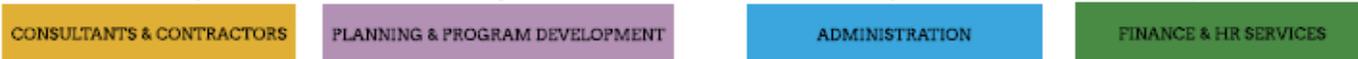
US Federal Government



Board Oversight Committee
Executive Committee
Nominating Committee

Executive Director

Program Committees
Regional Transportation Planning Organization
CEDS Strategy Committee/Network
Regional Water Plan Steering Committee

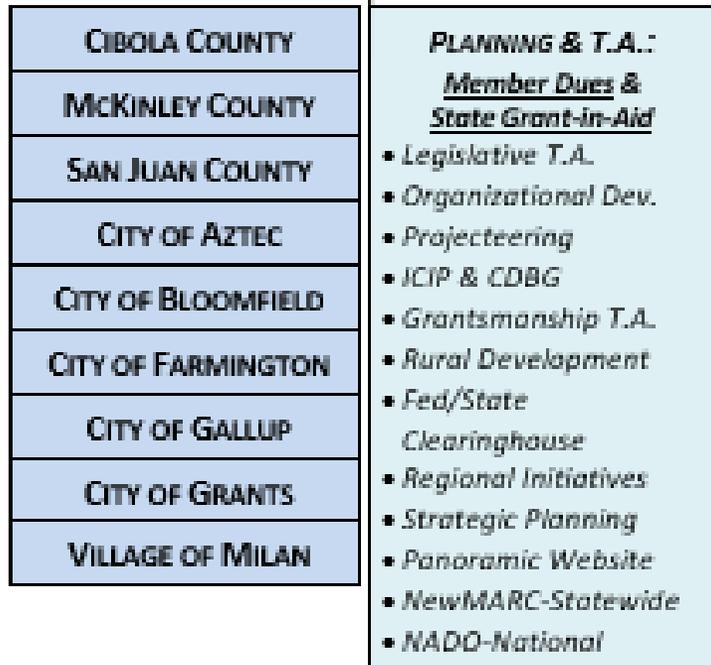


COG STRUCTURE

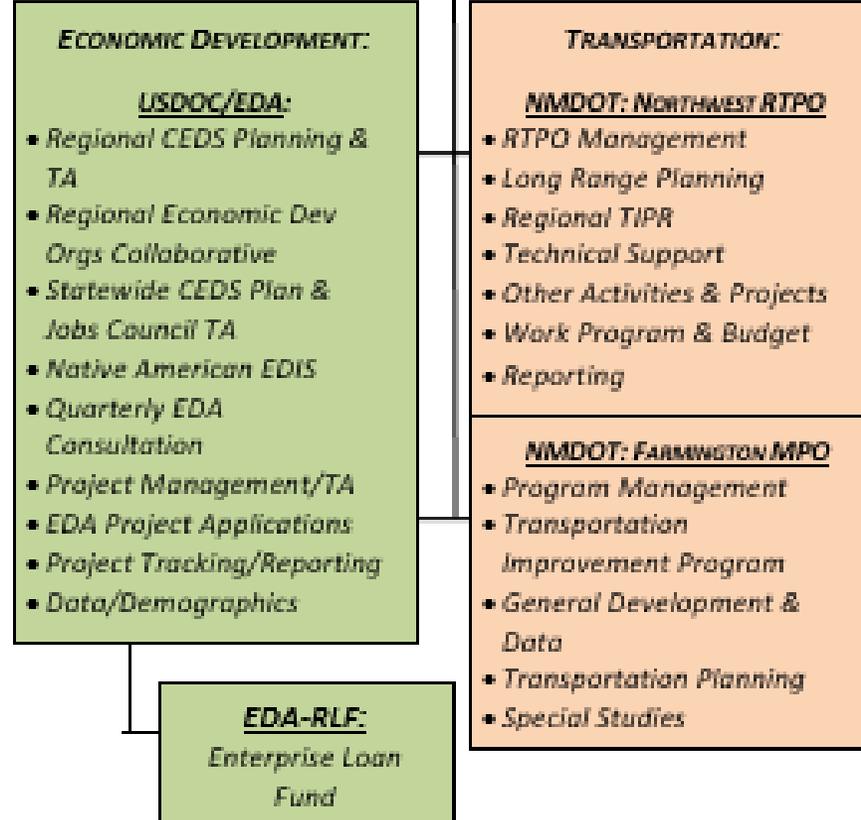
The COG has supported the planning and development needs of Northwest New Mexico for fifty years. The COG has a dual designation as a quasi-governmental and regional planning agency for the State of New Mexico Local Government Division and the US Economic Development Administration as a Planning & Development and Economic Development district.

ANNUAL WORK PROGRAM

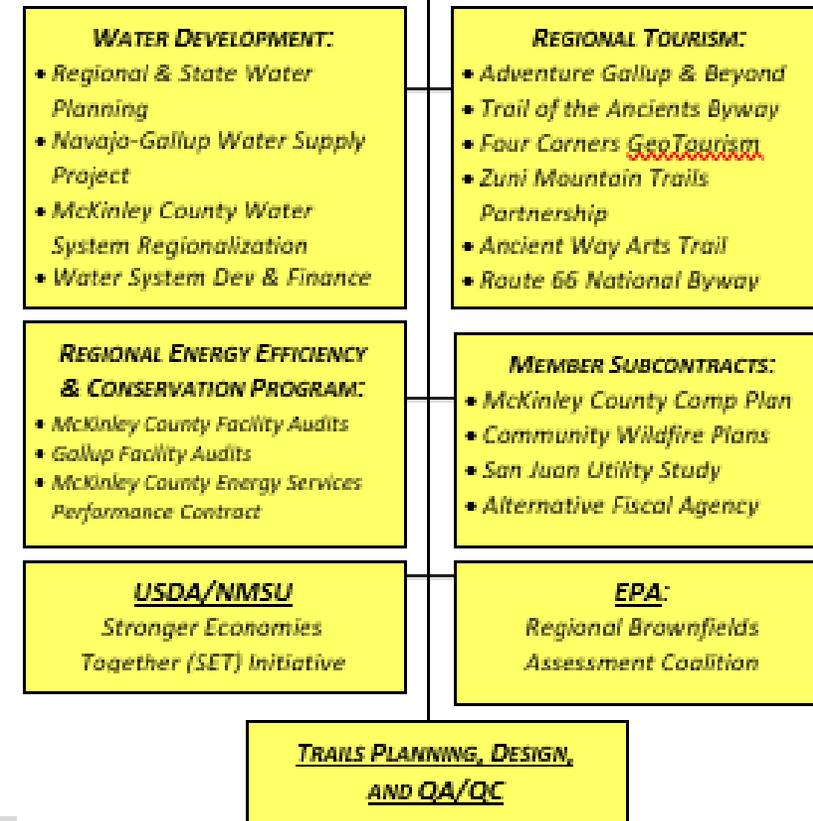
LOCAL & REGIONAL GOVERNMENT SERVICES



BASE PROGRAMS [Recurring Grants & Contracts]



CENTER FOR REGIONAL INNOVATION



"Show Me the Money": or at least the road to get on...

Infrastructure Capital Improvement Plan (ICIP)
Workshop Series 2020

Planning, Vetting, Application, & Funding Virtual Training

July 29, 2020



NORTHWEST NEW MEXICO COUNCIL OF GOVERNMENTS

106 W. Aztec Avenue
Gallup, NM 87301

VOICE: (505) 722-4327

WEB: www.nwnmcog.com

FAX: (505) 722-9211

"Coffee is for closers only."

All Information Posted on COG website
<http://www.nwnmcog.com/projecteering.html>



We Call It "Projecteering"

*From Project Concept to Ribbon-Cutting and beyond to Asset Management
A New Paradigm for Infrastructure Planning, Development, & Financing*

Full Cycle Planning:

Understanding that planning is a 365-day a year process to identify, prioritize, ready, fund, and manage projects. The concept with project planning is to create an implementation plan that identifies timelines, roles, tasks, and lead/support persons that will be responsible to move projects from an "idea" to investment grade "project".

Full Circle Funding:

The landscape for project funding is extremely limited and competitive. Our belief is that fully funded projects will need to attract a 360° portfolio of investments. To complete a project, communities will need to submit applications to a variety of funders and programs.

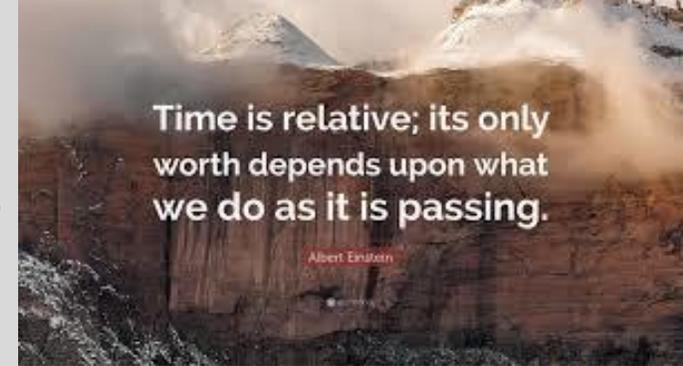
Infrastructure Capital Improvement Plan (ICIP) Workshop Series 2020
Planning, Vetting, Application, Funding "Training" (Virtual)
July 29, 2020

 [Developing A Community Grant Program](#)
Download File

 [Projecteering: So Now What? Memo](#)
Download File

 [Project Readiness Triage](#)
Download File

GETTING BIG THINGS DONE TAKES **TIME**...



40+ years

Navajo-Gallup Water Supply Project

20+ years

US 491 Four-laning

7-10 years

Economic Development Projects

3-5 years

Typical Improvement Project

*the impossible
just takes a
little bit longer*

RESOURCES: DO MORE WITH LESS...



QUALITY GOVERNMENT SERVICES

(Day-to-Day Activities)

STRATEGIC PROJECTS & PROGRAMS

(Proactive Activities)

TOOLBOX OF RESOURCES:

1. Officials and Committees & Staff Experience
2. Community Plan
3. Local Budget
4. Full Cycle Planning / Full Circle Funding
 - Infrastructure Capital Improvement Plan (ICIP)
 - Project & Resource Development Plan
 - Project Prospectus
5. Technical Assistance Providers



PLANNING: AND THE TWO KINDS OF PLANS

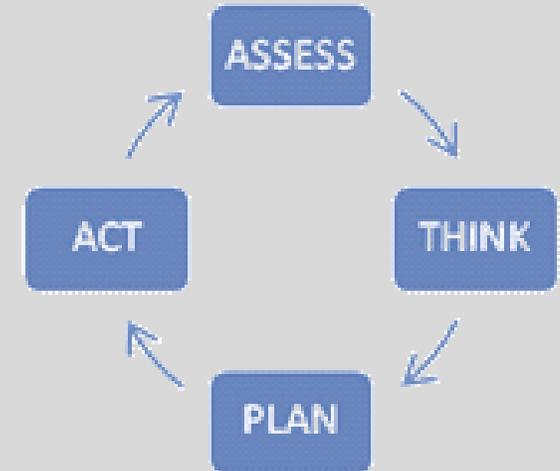


In preparing for battle, I have always found that plans are useless but planning is indispensable.

(Dwight D. Eisenhower)



Good	Bad
A Plan you use	A Plan that sits on a shelf



PROJECTS ARE LIKE ICEBERGS

Ribbon-cuttings and Project Completion are the tip of the iceberg and usually the only part that the public sees or officials care about for good reason.



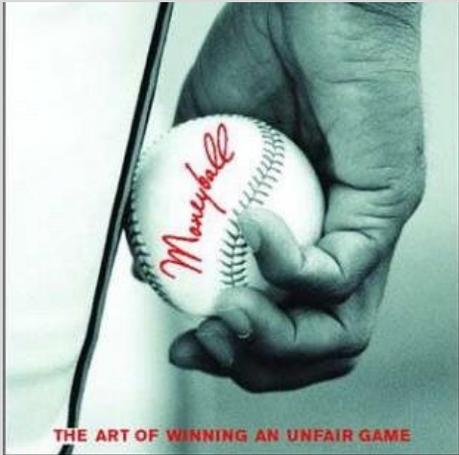
Projecteering

is everything under the water that no one sees or recognizes but without which no project is successful. The part that sinks projects is everything under the water.



Learning Objectives

- ✓ Preparation: "A Mandatory Prerequisite"
- ✓ Tactics: "Game Plan"
- ✓ Focus: "Vetting & Prioritization"
- ✓ Application: "Work Smarter not Harder"
- ✓ Funding: "Increasing Chances of Success"



PREPARATION:

Where do I start?

- ✓ **Strategic Community Plan (20+ Year Vision/Input)**
 - Comprehensive Plan,
 - Growth Management Master Plan,
 - Community Land Use Plan,
 - Strategic Action Plan
- ✓ **Infrastructure Capital Improvement Plan (5-Year)**
 - Community Description / Short Summary of Community Plan
 - Inventory of Assets
 - **5-Year Prioritized Road Map**
 - **Project & Resource Development Plan**
- ✓ **Budget & Audit (1-Year)**
 - Submitted & Approved
 - Tied to Planning Goals and Action Plan
 - Tiered Financial Review / Agreed-Upon Procedures
- ✓ **Track Record (Lifetime but Redeemable)**
 - Past Performance – Spending What You Already Have
 - Avoid the “Black List”
- ✓ **Do Your Homework (Short Shelf Life but Highly Recyclable)**
 - Are you eligible? What are the requirements? Create a checklist?
 - **Project Prospectus**
 - Collect/File Supporting Documents: **Community History, Data, PER, ROW, Resolutions, Photos**

PROJECT PROSPECTUS FORM

1. REQUESTOR

PROJECTING ENTITY	
CONTACTS: L. NAME	PHONE
M. ADDRESS	PHONE
PHONE	PHONE
FAX	FAX
ORGANIZATIONAL DESCRIPTION:	
ORGANIZATIONAL TRACE RECORD:	
FISCAL AGENCY FOR THIS PROJECT:	
PROJECT OWNER:	
SPONSORING/ENDORSEMENT PARTY:	

2. PROJECT TITLE

3. SUMMARY PROPOSAL OR REQUEST

JURISDICTION TO BE ACQUIRED:	
FUNDING REQUESTED AND/OR DESIRED:	
APPROPRIATENESS BY FUNDING SOURCE:	

4. BACKGROUND

A. LOCATION

IMPLEMENTATION SITE:	
STATE (CITY/COUNTY/STATEMENT):	MAP/LOC:



So Now What...?

Infrastructure Capital Improvement Plan

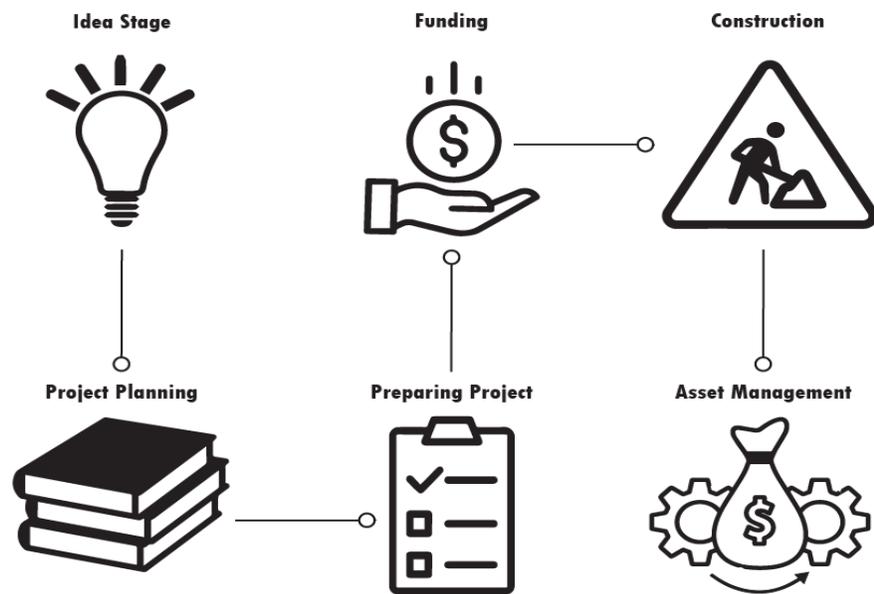
If your community has completed and submitted its Infrastructure Capital Improvement Plan (ICIP) – the question becomes, SO NOW WHAT?

We all realize that the ICIP is only a planning tool and a pre-requisite for applying for funding. It really is a process to help policy officials focus and select their top priorities. It is also a way to create a financing strategy and year-round gameplan to attract project resources through various local, State, Federal, and other sources by applying and gaining funding. Each program has different timelines and application processes. The same type of information is used by most grant and loan sources, but no universal application has really been implemented with much success.

Projecteering

Since it is unlikely to get a major project completed with only one source of funding or in one year these days, "Projecteers" need to systemically plan and time a strategy to pull together a portfolio of investors and sources to get full project funding.

'Projecteers' are basically the folks or staff in your community that lose sleep over the "Projecteering" process and successfully completing community projects. 'Projecteering' is the process of getting a project from:



Timing a Project

So, to be a successful Projecteer, the COG recommends that folks live by a full cycle planning and full circle funding philosophy. Basically, this philosophy is that Projecteers plan and update projects on an ongoing basis and work on landing project funding from various sources -- 365 days a year.

So, Projecteers need to be well versed on program timeframes, parameters, and nuances.

Next is a list of the normal and routine funding sources and the major due dates – please note there are usually more than meets the eye in terms of what it takes to qualify and be successful.

Transportation Projects - there are various sources and programs within the Federal Highway Administration and NM Department of Transportation depending on project type. To make it easier, the Northwest Regional Transportation Planning Organization (RTPO) did a comprehensive "Call for Projects" June 2018. Whether it's a bridge, trail, transit, safe route to school, or any other type of transportation project – there is one universal way into the process, the Project Feasibility Form, which was due July 31st. This will be for funding typically in years FY20-21 and is biennial process. Work through your local RTPO representative for more information. www.nwnmco.org/rtpo

Water Projects - the Water Trust Fund's Board is soliciting water projects currently. Again, whether it's a storage, flood control, conservation, or restoration type of water project – there is one universal way into the process, the Initial Application, which is due October 4, 2018. Water Trust Fund program information. <https://www.nmfa.net/financing/water-programs/water-project-fund/>

Capital Outlay - New Mexico is one of only a handful of States that utilizes its severance tax bonds to fund local, regional, and Statewide infrastructure and major equipment projects, including roads, facilities, water, wastewater, etc. Here is a link to the Legislative Council Services background paper on the program: https://www.nmlegis.gov/Publications/Info_Bulletins/2017/Capital_Outlay_Primer_For_2018.pdf Requests are submitted via local Legislators, using the Legislative Council Services capital outlay request form. https://nmlegis.gov/Publications/Capital_Outlay/capital_request_form.pdf

Senior Center Facilities - The Aging and Long-Term Services Department (ALTSD) administers an application process to fund senior center facilities statewide. Such projects include those awarded to both local government and tribal government providers for renovation and construction of senior centers, and for the purchase of vehicles and large commercial kitchen equipment. A capital outlay legislative request for senior center projects is submitted annually by ALTSD. <http://www.nmaging.state.nm.us/capital-outlay.aspx>

Tribal Infrastructure Fund - TIF was created by the Tribal Infrastructure Act in 2005. This act recognizes that many of New Mexico's tribal communities lack basic infrastructure, including, but not limited to water and wastewater systems, roads, and electrical power lines. All tribes, nations and pueblos in the State of New Mexico have an opportunity to submit project proposals for plan, design and construction. <http://www.iad.state.nm.us/>

Community Development Block Grant - a Housing and Urban Development Department (HUD) program that is available to invest funding into various planning and construction projects in low income communities. Applications through the NM Department of Finance's Local Government Division for their small cities and communities program is June 21 2019. Current Application guidelines. http://nmdfa.state.nm.us/CDBG_Information_1.aspx

Local Government Budgets - annually counties, cities, and other governmental entities put together budgets that should support matching funds for critical and prioritized projects. Most entities start putting budgets and holding budget meetings in April/May each year.

New Mexico Finance Authority - offers various grant and loan programs for both planning and construction on an ongoing and periodic basis. More information on programs. <http://www.nmfa.net/>

United States Department of Agriculture (USDA) - offers various grant and loan programs for both planning and construction on an ongoing and periodic basis. More information on programs. <https://www.rd.usda.gov/nm>

New Mexico Environment Department - offers various grant and loan programs for projects related to water, wastewater, and solid waste system improvements on an ongoing and periodic basis. There is one universal way into the process, the Project Interest Survey or <https://www.env.nm.gov/wit/> More information on water and wastewater programs: <https://www.env.nm.gov/cpb/FinanceServices.htm> More information on solid waste programs: <https://www.env.nm.gov/swb/GrantandLoanPrograms.htm>

Economic Development Projects- there are several sources and tax incentives that can be packaged or provided for public works projects and/or business development opportunities to create a fertile business climate. Multiple sources that can be leveraged go through the FUNDIT program, which includes Economic Development Administration's Public Works program and the State's Local Economic Development Act capital outlay program. To learn more, please contact us or Fred Shepherd, Regional Representative, NM Economic Development Department at (505) 490-7966 or go to: <https://gonm.biz/business-resource-center/edd-programs-for-business/finance-development/fundit/>

If you have any questions or need assistance with projecteering, please contact:

Evan Williams, Executive Director
Northwest NM Council of Governments
Phone: (505)-722-4327
E-Mail: ewilliams@nwnmco.org

TACTICS:

What is my Game Plan?



Create Top Priority Projects



Phase Projects

Planning

Design

Construction Phases (stand-alone)



**Develop a Project Action Plan /
Plan for the Process**

Action / Timeframe / Responsible Party

Back fill to deadlines



**Develop a Strategy to
Tell Your Story**

Media, Consultations, Presentation, Press
Releases, etc.

Know the Audience: Why should I care?
Why should I invest in this and you?



**Get it into the “hopper”
e.g. local, regional and State plans and priority lists – “hoppers”**



Get support

Resolutions, Letters of Support, Petitions,
Testimonials



Be Your Best Advocate or Champion





365 | Full Cycle Planning

360 | Full Circle Funding

“When planning for a year, plant corn.

When planning for a decade, plant trees.

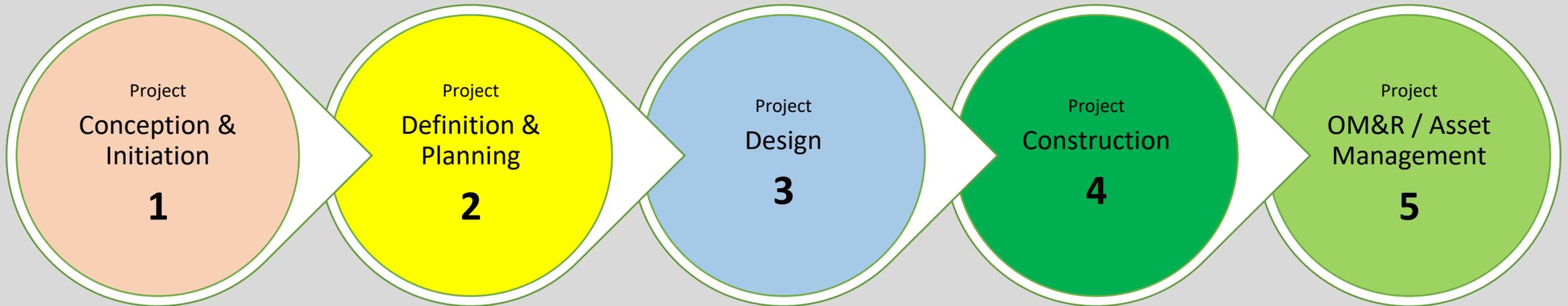
When planning for life, train and educate people.”

A planning philosophy, created by Jeff Kiely, that teaches that for all projects one must:

- Plan throughout the entire 365-day period.
- Create a well described project prospectus and budget.
- Seek investments from various sources around the circle to completely fund a project – 360-degree approach.



LIFE OF A PROJECT



- Feasibility Study
- Preliminary Engineering Report
- Acquisition

Preliminary Design

- Geotechnical Investigation
- Environmental Assessment
- Topographic Design Survey
- ROW Survey
- Utility Designation & Mapping
- Drainage Report
- Easements
- Design Drawings
- Cost Estimates

Final Design

- Utility Relocation Design
- Final ROW Takes, Construction Easements
- Design Drawings (60%/90%)
- Public Involvement Meetings
- Technical Specifications
- Plans, Specifications, & Estimates (PS&E)
- Bid Documents

- Construction Letting
- Pre-construction Meeting
- Filed Observation
- Construction Phasing, Traffic Control, Public Outreach
- Progress Meetings
- Field Engineering
- Construction Administration
- Substantial Completion & Close-out Checklist

Project Development

The process that takes an infrastructure improvement project or facility from concept through construction. There are several goals for this process:

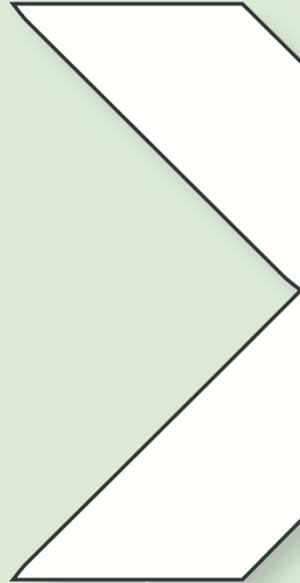
- To ensure context sensitivity through an open, consensus-building dialogue among project proponents, reviewers, the public, and other parties.
- To encourage early planning, public outreach, and evaluation so that project needs, goals, and objectives, issues, and impacts can be identified before significant resources are expended.
- To achieve consistent expectations and understanding between project proponents and those entities who evaluate, prioritize, and fund projects.
- To ensure allocation of resources to projects that address local, regional, and statewide priorities and needs.

Moving from Idea to Investability to Sustainability



BEGINNER

Projects in infancy stage, needing preliminary planning & development, with results to be achieved beyond a 3-year horizon.



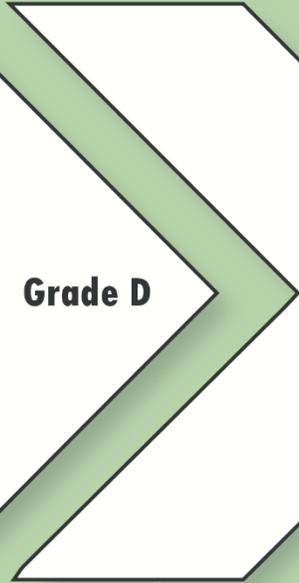
Grade E

A preliminary idea based on an identified need, but with no shape to a project plan

Preliminary project description, needs assessment, statistical data & clearer direction ... but still no specific project plan.

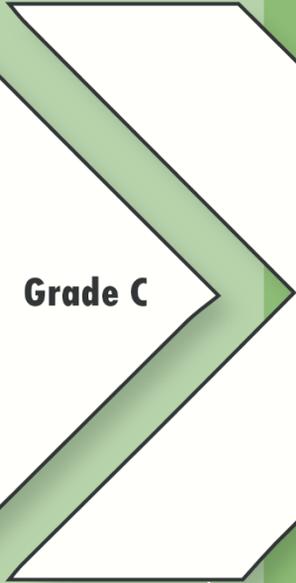
INTERMEDIATE

Projects are in motion, approaching a stage of readiness, but need additional planning & development dollars to move into the Advanced stage; potentially implementable within a 1-to-3-year time-frame.



Grade D

Scope of the project is getting honed, feasibility assessment is done, community stakeholders are involved & supportive, and there is a ball-park sense of all pieces involved, including cost.

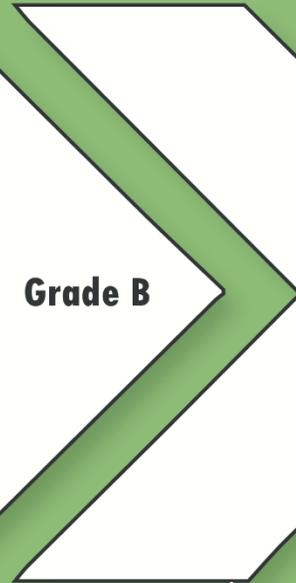


Grade C

Preliminary Engineering Report, budget estimates, clearances, specifications, ownership documents, etc. are all complete.

ADVANCED

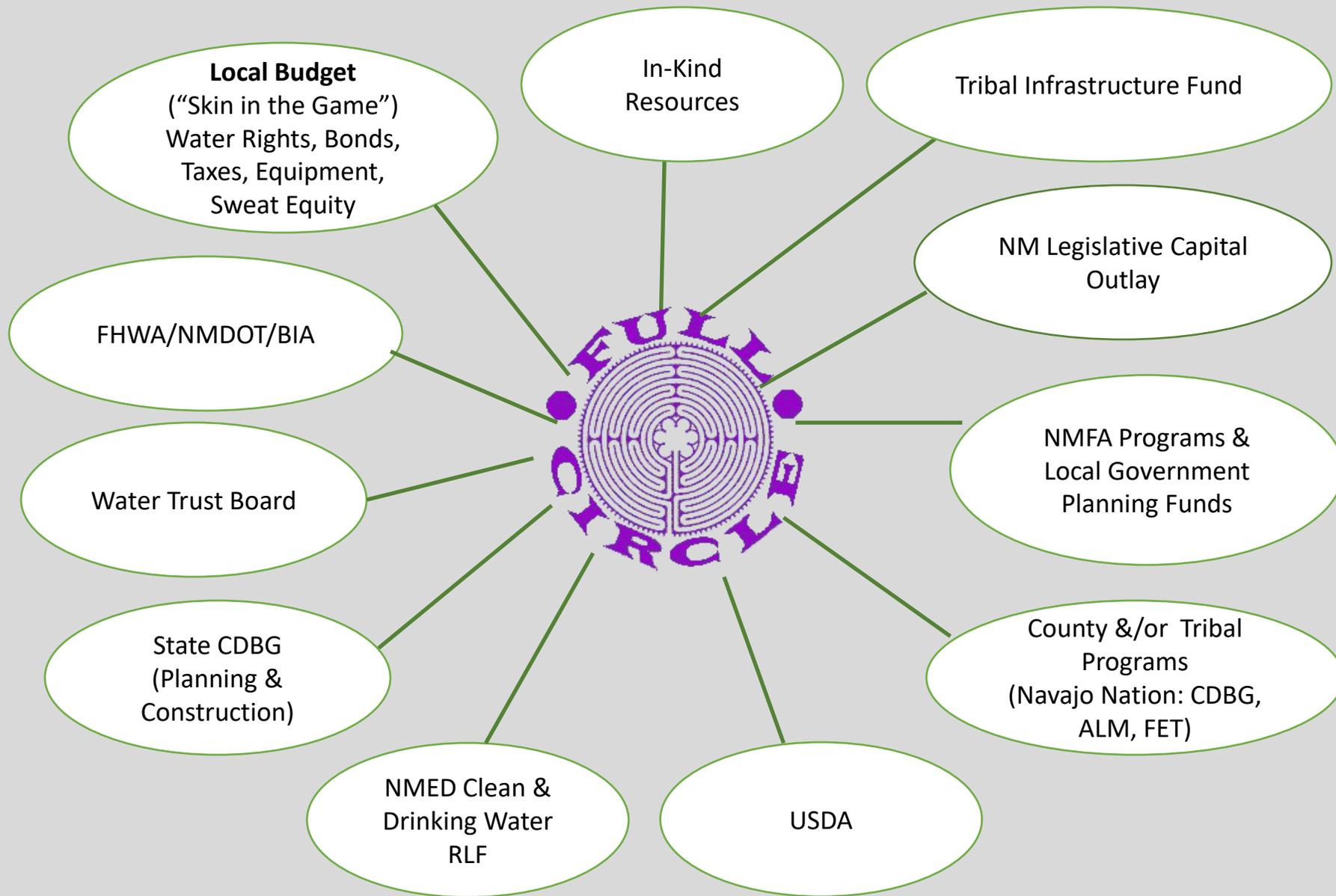
Projects demonstrate a high degree of readiness ("shovel-ready"), sufficient to access immediate funding & investment opportunities.



Grade B

Full planned & investable, with fully vetted plans & specs, clearances, budgets, commitments, & multiple funders ready to pitch in.

Grade A



FOCUS:

How do I vet Projects and set Priorities?



Start with Your ICIP

Remember ICIP is a State requirement that can be your local priority list or not.

State Investment List | Local Priority List | Wish List



Decide on a Universe

For example, Current Year ICIP Projects only

Economic Recovery Projects only

Projects in My District only



Decide on a Method

Voting or Force Ranking

Paired Comparison or Q-Sorts

Prioritization Metrics



Facilitate a Prioritization Session with Leaders

Build Consensus

Identify Capital Outlay Priorities

Focus Internal Resources



Print Them and Post Them



Create Projecteering Strategies

Project Resource & Development Plan

Action Plans

Financing Strategies



Be Your Best Advocate or Champion



Paired Comparison Worksheet

For information on paired comparisons, visit www.mindtools.com/rs/pairedcomparisonanalysis.

Option	A	B	C	D	E	F	G	H
A								
B								
C								
D								
E								
F								

Total	Rank

Option	Total	Rank
E		
F		
G		
H		

Vetting & Prioritization Methods

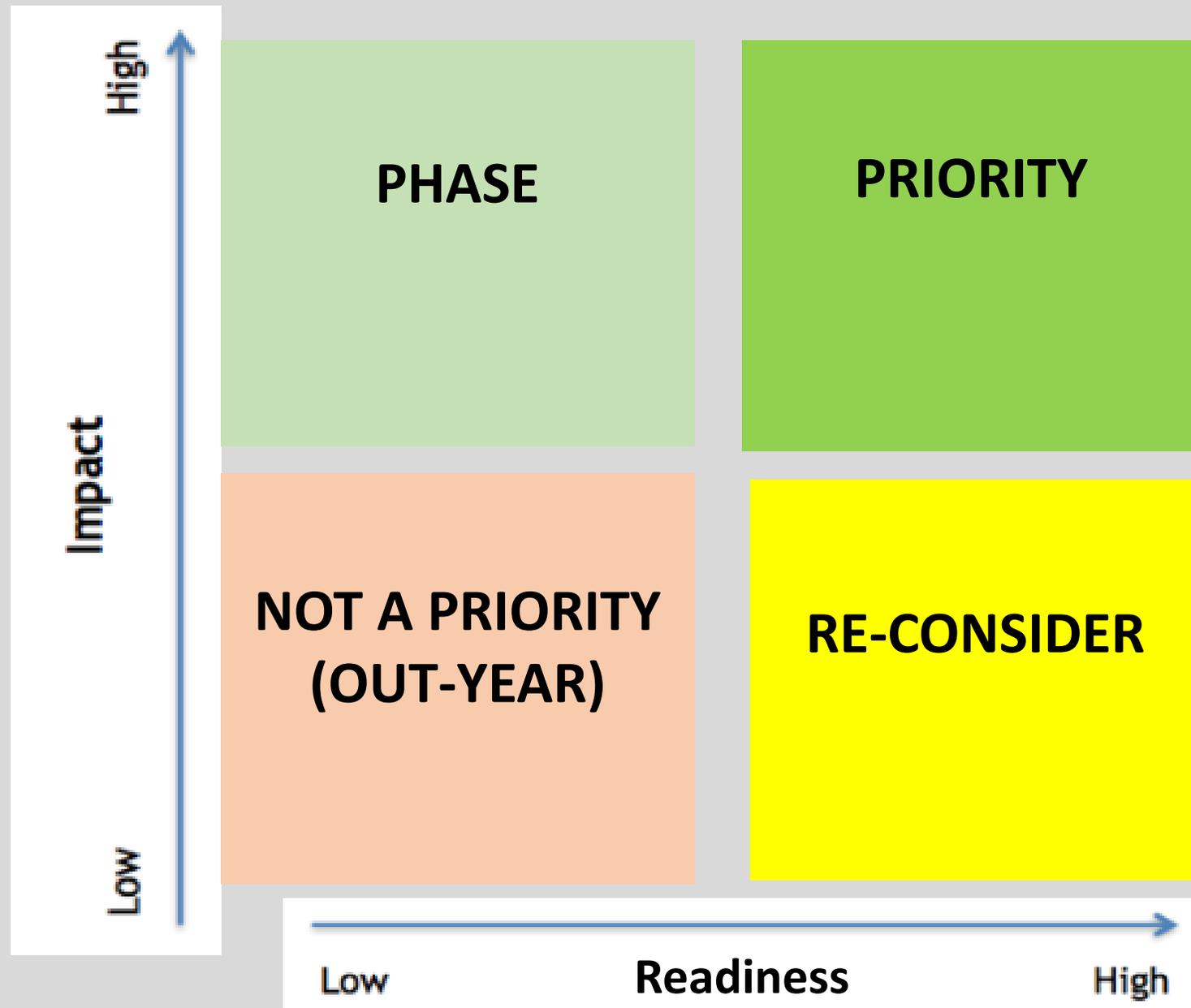
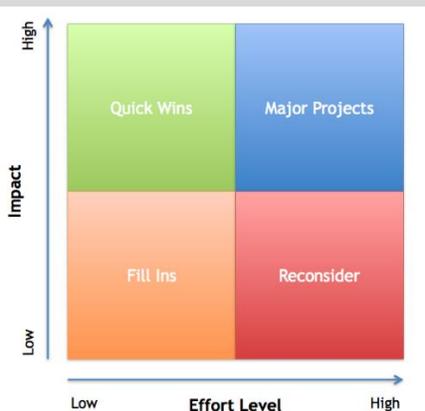
- Public Polling
- Dot Voting
- Forced Ranking
- Paired or Weighted Comparison
- Prioritization Metrics
- Combinations

Annual Outlay Program: LOCAL PROJECT

DESCRIPTION	The extent to which		1
	0 No degree	3 Low degree	
1. NEED <ul style="list-style-type: none"> Meets a chronic, urgent or broadly impacting need or problem. Addresses public health & safety (including provision of basic services) Addresses a time urgency (including emergencies, compliance issues and cost factors) 			
2. VISION <ul style="list-style-type: none"> Moves toward fulfilling a core vision, value or goal of the City 			
3. VALUE <ul style="list-style-type: none"> Makes the highest, best and most timely use of public resources. Promises to bring a positive return on investment (both in terms of "public value" and economic & financial return) Uplifts the overall Quality of Life (including addressing community environment, services & amenities, and economic security & opportunity) 			
4. PROTECTION/PREVENTION <ul style="list-style-type: none"> Prevents or mitigates threats or risks of degradation, social decay or loss of public value 			
5. READINESS <ul style="list-style-type: none"> Results from a sound and appropriate vetting, planning, phasing and readiness process Includes appropriate attention to financial resources available from a variety of sources Addresses technical preparedness issues, including phasing, sufficiency of design, human resource needs, attainment of rights of way and clearances and readiness for implementation 			
TOTALS:			
PROJECT TOTAL:			

Prioritization Metrics

PRIORIZATION SHOULD BE BASED ON THE SHARED VISION AND VALUES OF THE COMMUNITY SET BY THE LEADERSHIP



FUNDING:

Increasing Your Chances
for Success



Do Your Homework



Get it into the “hopper”

Local and/or Tribal Plans

Regional Plans

State Plans



**Learn and Be the Buzz Words – Talk
the Talk; Walk the Walk**

Regional

Shovel-Ready

Opportunity Zones



Be a Fierce Advocate



**Regional Funders’ Roundtable
“Shark Tank”**



**Be Accountable for Money You Get;
Track Record is Paramount**

It is easier to get the money; than it is to
spend it correctly and efficiently

Getting the grant is only the start – be ready
for the rest.



Celebrate & Promote Success



January - March

- ★ Navajo CDBG Applications due | January
- 🏛️ NM Legislature Opens | January
- 💧 WTB Readiness Application Due | January
- 🏛️ Legislative Capital Outlay Request Forms Due | January
- 🏛️ Senior Center Application Training | January - February
- ★ CDBG LMI Methodology Deadline | February 14th
- 🚗 RTIPR Prioritization | February
- ➡️ TIF Portal Opens | February
- ★ CDBG Threshold Deadline | March 13th
- 🏛️ Final Capital Outlay Bill | March
- 🚗 ZIPPR Prioritization | March
- ➡️ TIF Application Deadline | March
- 💧 WTB Legislature Phase 1 Project Approvals | January - March

WINTER

FALL

October - December

- 🔧 ICIP Due for Senior Centers | October 2nd
- 💧 WTB Initial Application | October
- ★ CDBG Implementation Workshop | October 29th
- 💧 WTB Application Presentation | October
- 🚗 Based on approval, Project Prospectus Forms (PFFs) and/or applications due | October
- 🕒 NM Infrastructure Conference | October
- ★ CDBG Application Workshop | December
- 🏛️ Communities prioritize NM Legislative Priority Projects & hold Legislative Forums/Consultations | October - December

April - June

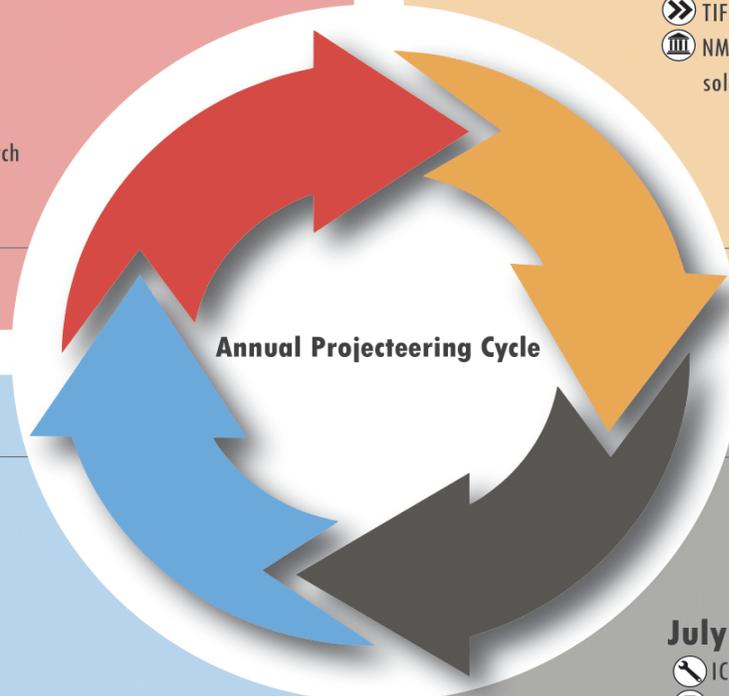
- 🏛️ 2020 G.O. Bonds due to ALTSD | April
- 🏛️ Senior Center Applications due to ALTSD | April
- 🚗 Call for all Transportation Projects Notice | April
- ★ CDBG LMI Calculation Deadline | April 10th
- 💧 WTB Funding recommendations to NMFA | May
- 💧 WTB Final Approval/Awards | May
- 🕒 Local Governments Only - Prelim Budgets Due | June 1st
- ★ CDBG Application Due | June 11th
- ➡️ TIF Award Announcement | June
- 🏛️ NM Local Gov't Certifications of Severance Tax Bonds (STB) / Bonds sold for Capital Outlay Projects *for local and tribal governments*

SPRING

SUMMER

July - September

- 🔧 ICIP Virtual Training Workshops | July 22nd, 28th, 29th, 30th
- 🚗 Project Feasibility Forms (PFFs) Due | July
- 🔧 ICIP Due for Special Districts | September 4th
- 💧 WTB Notice of Intent | August
- 🔧 ICIP Due for Tribal Entities | September 18th
- ★ CDBG Application Hearing | September 3rd
- ★ CDBG Allocation Hearing | September 17th
- 🚗 Mandatory PFF Consultations w/ NMDOT District Office | August *by appointment only*
- 🔧 ICIP Due for Municipalities and Counties | September 18th
- 🏛️ Grant Agreements are issued | July - September



Coaches: Who do we ask?

Indian Affairs Department/Tribal Liaisons	Lynn Trujillo, Cabinet Secretary Chandler Kahawai , Capital Outlay Coordinator (Each State Department has a Tribal Liaison)
Rural Community Assistance Corporation (RCAC)	Blanca Surgeon , Liz Bernal
NW Council of Governments	Evan Williams, Executive Director Robert Kuipers , Carrie House , Angelina Grey ; Brandon Howe
NM Department of Finance/ Local Government Division	ICIP: Carmen Morin CDBG: Jacob Jones Capital Outlay: Welsey Billingsley , Tonantzin Roybal
Navajo Nation Division of Community Development CPMD, Capital Projects Management, Administrative Service Centers	Benjamin Cowboy, Ima Julian, Elmer Johnson
	Dr. Pearl Yellowman, Division Director James Adakai, Manager; Denise Copeland Casey Begay, Eliza-Beth Washburne; Patricia Begay
NM Environment Department (NMED)	David Bishop, Project Manager
Senior Centers	Barbara Romero (State), Bernice Wheeler (Navajo)
Other Entities like Yours (Role Models)	Chapter CSC, Office Managers

APPLICATION:

How do I work smarter
and not harder?



Narrow the Field

Filter, Funnel, & Follow-up

Being First Can be the Worst

Shotgun vs. Rifle Approach

SHOTGUN. Shoot a scatter shot and see what falls out
RIFLE: Take careful aim at one specific target.



Competition is Stiff

Must Stand Out

What is your hook?



Not easy but Not Rocket Science

Read entire Request for Proposals (RFP)

Follow the instructions; Ask; Don't Add

Grants written for projects you know very well



Tell Your Story

No one knows you or your community like you

Paint the picture

Illustrate to people who have never been here



Summary, Goals, & Beyond

Should be written last

SMART goals

Evaluation & Funding it Forward



Do's

Do make contact with Grants Officer (ask ?'s)

Do develop a template proposal for reuse

Do Read the entire proposal before writing

Do tackle each section separately



Don'ts

Don't guess on anything you don't understand

Don't copy someone else's grant

Don't submit without letters of support

Don't make up lies of things you are not doing



Know the Game: Legislative Capital Outlay Process

- Dates: mid-January
 - 2021: 60 days – starts January 19th
 - 2022: 30 days - starts January 18
- Sources:
 - Severance Tax Bonds – Capital Projects/Infrastructure
 - General Obligation Bonds – (*even years only*)
 - Seniors, Libraries, Schools, & Universities
 - *General Fund*
 - *Senior Center Capital Outlay – January Trainings for next cycle and application deadlines*
- EXAMPLE: Broken down between Executive & Legislature (\$450M) – 2019
 - Executive (1 Governor) = \$147M
 - Senate (42 Members) = \$3.5M per member
 - Representative (70 Members) = \$2.1M per member
- LCS Capital Outlay Forms – **due on or before February 11, 2021**
 - LCS Form - https://www.nmlegis.gov/Legislation/BillFinder/Capital_Outlay_Request_Forms
 - Governor - <https://www.governor.state.nm.us/request-capital-outlay/>
- Executive Order 2013-006 – budget, audits, quarterly reports

Keys to the Game:

TIPS –

- Read the Request-for-Proposals in entirety and make notes;
- Pre-load basic information
- Call Grant Officer to clarify questions/gain insight
- Separate yourself for other proposals – what makes your circumstance unique
- Illustrate to people who have never been here
- Evidence plus asset-based perspective (why invest in you)
- Letters of commitment versus support
- Charts say more than straight narrative
- Getting the grant is only the start – be ready for the rest
- Try, try, and try again
- Track record is important

TRENDS –

- Regionalize and Detail Impact
- Need vs. Ready
- Finish What You Start
- Matching & Leveraging (One Source Doesn't Get the Job Done Anymore)
- Economic Recovery (COVID-19) – how does it take social distancing in account; how does it stimulate recovery?

MORE TRENDS & RECOMMENDATIONS

- Everything is Opportunity Zones and COVID-19 –
Recommendation: Have a Recovery Plan and portfolio of investment grade projects.
- Grant funding will continue to decrease and become more competitive, with funding increasingly based on **innovation** and a **regional**, rather than local, focus. **Recommendation:** Need to work with other groups – build larger, ready-to-roll partnerships and tie-into larger grants versus going it alone.
- Working on **targeted priorities** year-after-year leads to success overtime. There are not many opportunities to offset base budget with grant funding. **Recommendation:** Targeted strategies will be more effective than grant chasing;
- Information is crucial to proposal writing and shaping marketing pieces. **Recommendation:** Need access and have close relationships with public and private resources (City, County, etc.), and being pulled into the inner circle.
- Many historic grant programs are moving into loan programs (USDA)
- Non-profit organizations are many and new ones are born every day. Track record is crucial.
- Build broad support, and have politicians follow up on your behalf. Politics and relationships are key.
- Join grant review committees to learn & understand what funders look for.

Developing a Community Grant Program

"10 Steps for Setting Up an AWESOME Community Grant Program"

1. Review the Community's Master Plans, Land Use Plans, **Comprehensive Plan and ICIP priorities**.
2. Meet with **Department Heads or key officials and staff** to determine and prioritize needs, projects, and goals.
3. Meet with the **Council of Governments**.
4. Produce and review a list/database of **current grants and past applications** that were applied and/or awarded.
 - Get copies of application and produce a database including all partners in those grants.
 - Determine an average win rate over last five years that you can compete with or measure yourself against.
 - Probably can start with Manager or Grants and Contracts personnel, if one exists.
5. Develop a stellar but boilerplate **introduction** that can be used for any and all grants proposals to explain where you are and who you are.
6. Compile all **general background, contact, and grant information including** all Federal and State tax questions, [DUNS#](#), user names, and passcodes.
7. **Funding Opportunities:** Look at NM [Catalog of Assistance](#) (outdated but some usefulness still), [NM FUNDIT](#), [NM Resource Map](#), other grant finders, and use [Grants.gov](#) and check daily for opportunities and/or customize.
8. Institute a **grant research and management system** [[eCivis.com](#)] or free system with webinars, emails, and free sites
9. **Self-Training and powerpoints** on grantwriting tips: <http://www.slideshare.net/>
10. Intervene other like communities and long-term, successful grantwriters to **steal** what they do, templates and winning applications, success they have had, and funding sources that they pull in that yours doesn't.

Roll out your sleeves and learn from your mistakes.

Finance Development

Overview
LEDA
FUNDIT
New Market Tax Credits
EB-5
NM Credit Enhancement Program
Rural Efficient Business Program
Opportunity Zones

New Mexico FUNDIT

<https://gonm.biz/>

FUNDIT was created to assist communities in accessing financing from a group of agencies simultaneously. This collaboration saves time and duplication, improves the effectiveness of project review and support, and ensures strategic investments with public resources.

[Download Application](#)
[Or Complete Application Online](#)

Agencies represented in FUNDIT:

- Capital Outlay Unit, New Mexico Department of Finance & Administration
- Local Government Division, New Mexico Department of Finance & Administration
- New Mexico Councils of Governments/NewMARC
- New Mexico Economic Development Department
- New Mexico Environment Department
- New Mexico Department of Indian Affairs
- New Mexico Finance Authority
- New Mexico Energy, Minerals & Natural Resources Department
- U.S Small Business Administration
- U. S. Department of Agriculture, Rural Development
- New Mexico Mortgage Finance Authority
- New Mexico Department of Transportation

Eligible projects include:

- Business development such as incubators, industrial parks
- Community development such as feasibility studies, comprehensive plans
- Infrastructure development such as capacity increase, update or replace current
- Housing where there are critical shortages
- Downtown revitalization



FUNDIT Webinars

Explore How the 2020 Census Will Affect Grant Application Data

[Watch the recording](#)

Exploring USDA's Funding Opportunities

[Watch the recording](#)

Demystifying the New Markets Tax Credit Program

[Watch the recording](#)

Exploring the Department of Transportation's Funding



Community Development > NMEDD FundIt

Business Resources >	Beautification >
Community Development >	EMNRD - Energy Savings Performance Contracting ⓘ
Economic Development >	NMEDD FundIt ⓘ
Housing >	NMEDD MainStreet Program ⓘ
Infrastructure >	Opportunity Zones ⓘ
Planning >	Opportunity Zones Technical Assistance ⓘ
Transportation >	Rural Communities >
Water >	Tourism/Marketing Development >

NMEDD FundIt

[View website](#)

Communities are able to present their projects to an informal group of Federal and State funding agencies to receive feedback and guidance as to where to go to receive funding for their economic and community development and infrastructure projects.



New Mexico Resource Map

GRANT LOCATORS:



May 17, 2019

Human Environment Digest

Welcome to the Federal Highway Administration (FHWA) Office of Human Environment biweekly email digest. This digest shares the latest information from a range of Federal and non-Federal sources, addressing transportation and its relationship to the human environment. Through this information exchange, FHWA hopes to foster dialogue at all levels and continue to further the state of the practice on these important topics in support of safety; infrastructure, including accelerated project delivery, access to jobs, and community revitalization; technology and design innovation; and accountability, including, data-driven decisions and performance-based planning.

For more information on any of these topics, see the FHWA Related Links on the sidebar.

Click [here](#) to manage your subscriptions.

Email Subscriptions

GROWING STRONGER ECONOMIES IN OUR NATION'S COAL COMMUNITIES

A Bi-weekly Update from the National Association of Counties and the National Association of Development Organizations

Welcome to the latest issue of "Growing Stronger Economies in Our Nation's Coal Communities." This curated bi-weekly newsletter is a joint resource from the [National Association of Counties \(NACo\)](#) and the [National Association of Development Organizations \(NADO\) Research Foundation](#). NACo and NADO RF are collaborating on a POWER technical assistance grant generously provided by the [U.S. Economic Development Administration's Denver Regional Office](#). This newsletter provides a national perspective on diversification efforts in coal communities, resources and funding opportunities, and upcoming events and trainings to support your work in a variety of areas to improve economic development, infrastructure, and quality of life in your region. It is delivered every other Wednesday.

Content Wanted! Have a news story or event that you would like featured in our newsletter? Send an e-mail to Brett Schwartz at bschwartz@nado.org. We welcome your feedback on content and ideas and encourage you to share this newsletter with your colleagues and partners. Thanks for reading!

[Click here to subscribe](#)

Economic Diversification News

Grant Finders

GRANTS.GOV™
FIND. APPLY. SUCCEED.™

SEARCH: Grant Opportunities ▾ Enter Keyword

HOME LEARN GRANTS SEARCH GRANTS APPLICANTS GRANTORS SYSTEM-TO-SYSTEM FORMS CONNECT SUPPORT

Convenience Comes to Federal Grants

Download the Grants.gov Mobile App to search and submit on the go.

Download on the App Store GET IT ON Google Play



THE GRANT PLANT INC.

Who We Are What We Do How We Help

UPCOMING GRANTS

The following are upcoming grant deadlines available to New Mexico nonprofit organizations. If you'd like to contract with The Grant Plant to apply for an opportunity of interest to your organization, please [contact us](#).

Receive Daily Email Alerts of New Grant Opportunities:

[SIGN UP](#)

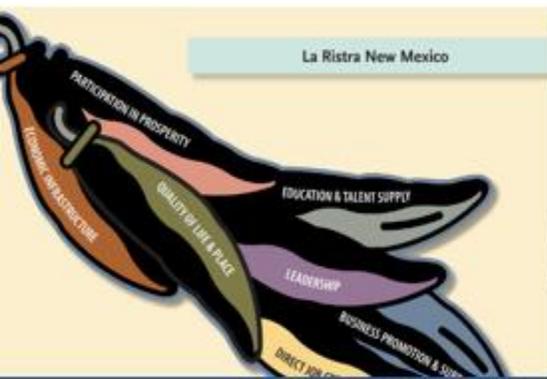
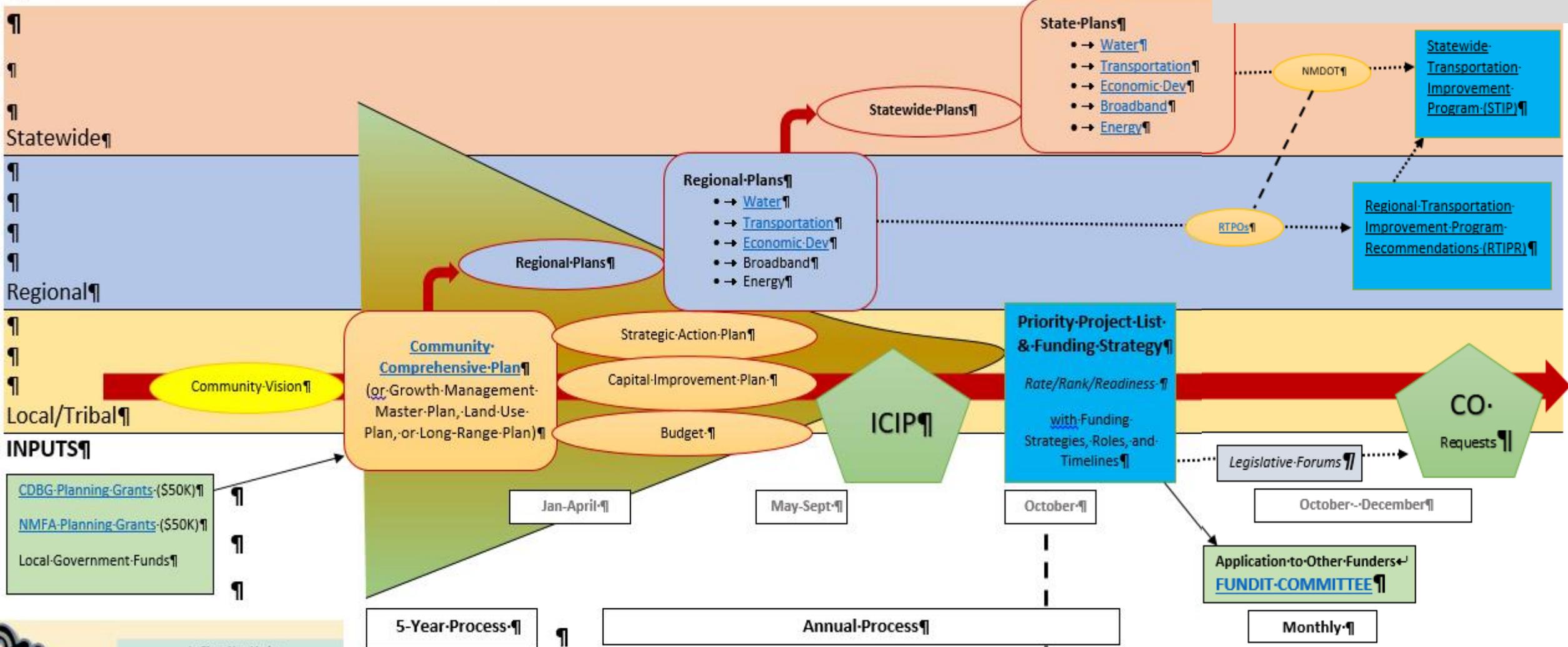
Or [Login](#) if you are already a member.

Please note: This grants calendar is a service provided by The Grant Plant, Inc. The Grant Plant, Inc. is not affiliated with any funders listed on this grants calendar and is not responsible for the application/award process provided by the funders listed therein. While all efforts are made to ensure content is up to date, deadlines, contact information, and application criteria should always be verified at the grantmaker's website.

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Deadline	Title	Category
May 22, 2019	U.S. Department of Justice: Implementing the Prison Rape Elimination Act	Criminal/Juvenile Justice

Planning & Projecteering Systems Map



PLAN-IT

(COG are contracted by LGD to support governments through the planning process including CDBG, ICIP, and Regional Planning. With available resources and capacity, several COGs can perform planning services and outcomes directly.)

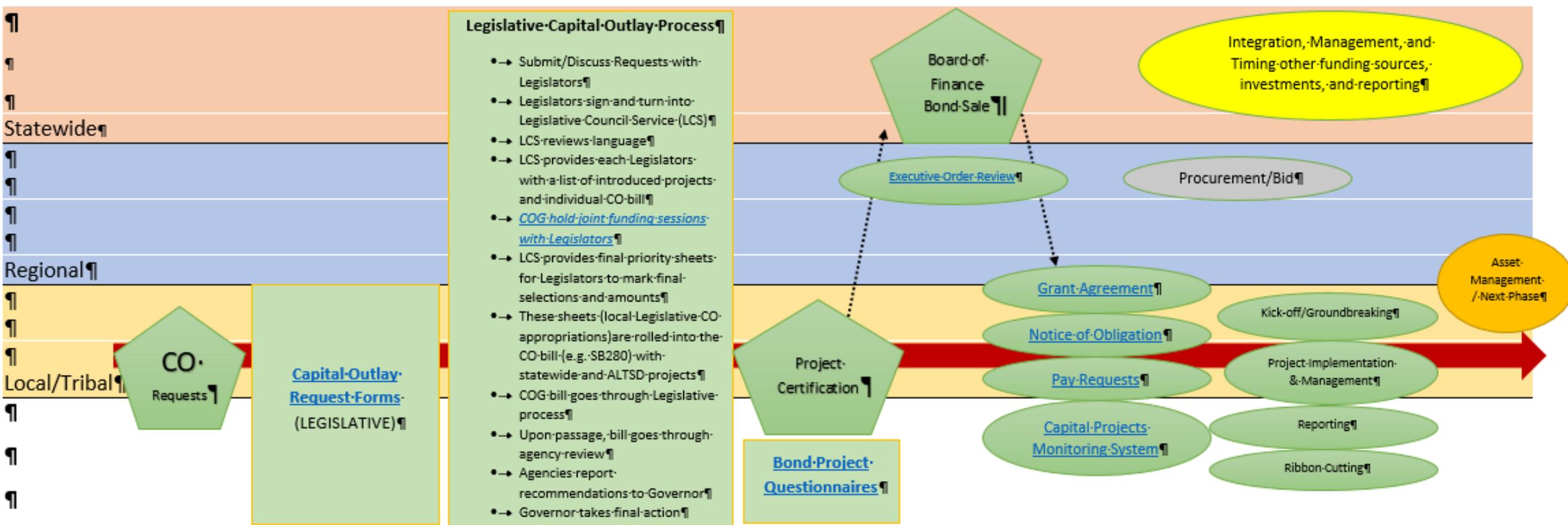
VET-IT

(COG is capable of vetting and prioritizing projects through various facilitation methods and scoring criteria, and are masters of available of funding programs and tailoring a funding strategy to each jurisdiction)

FUNDIT

(COGs are a valuable teamwork to position projects and applications for success and technical assistance providers in applications. Legislative Forums are done by several COG in a manner and level that works)

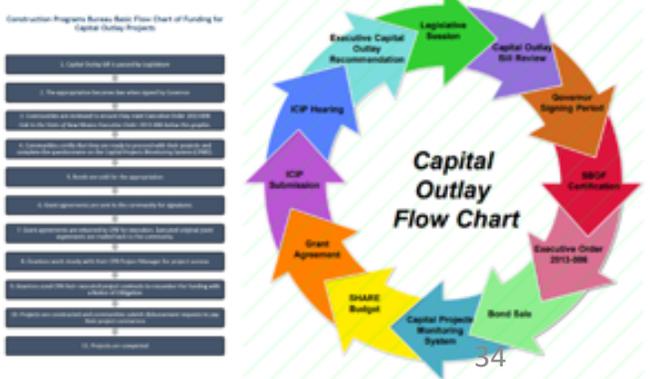
Funding and Project Implementation Systems Map



FUND IT
 (COGs are a valuable teamwork to position projects and applications for success and technical assistance providers in applications. Legislative Forums are done by several COG in a manner and level that works)

BUILD IT
 (COG are involved to levels of degree in implementing projects especially planning, design, and readiness/clearance stages on many projects. COGs have project and grant management experience to assist members.)

REPORT IT
 (COG are contracted to serve as alternate fiscal agents and assist in CPMS, pay requests, and all other parts of the implementation and reporting process)



Questions or Comments?

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