



# **UNDERSTANDING THE NEW LANDSCAPE OF COMPETITIVE FUNDING**

**2011 WVDOT/MPO/FHWA Planning Conference**

**September 2011**

# GAO REPORT ISSUED JUNE 23, 2011

- ✓ From FY1990 to 2010 federal grant outlays to states and local governments increased from about **\$135 billion to over \$600 billion**--almost **one-fifth of the fiscal year 2010 federal budget**.
- ✓ In fiscal year 2010, over 1,670 federal grant programs were offered by 23 federal grant-making departments and agencies.

# THE NEW LANDSCAPE OF FEDERAL FUNDING

- ✓ **COMPETITIVE ENVIRONMENT!!!!**
- ✓ **JOBSS!!! JOBSS!!! JOBSS!!!**
- ✓ **REGIONALISM**
- ✓ **LIVABILITY**
- ✓ **EXPORTS**

# FUNDING TRENDS

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- ✓ Smaller grants are disappearing in favor of larger, more complex grant packages.
- ✓ Eligibility requirements are narrower.

# WHY NOW?

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- ✓ Economic trends and federal budget scrutiny
- ✓ Increased management level scrutiny on grants
- ✓ Improved reporting and performance accountability
- ✓ Highly competitive grant process that requires more multi-competent discipline to win

# CONSEQUENCES TO IGNORING THESE TRENDS

- ✓ The grant process stalls “Isn’t this where we were three years ago?”
- ✓ Causing organizations to miss opportunities for funding and planning
- ✓ Thinking that the grant strategy isn’t working (when the issue was that it wasn’t properly resourced)
- ✓ Resources are wasted and opportunities are lost
- ✓ Matching funds diminish even further

**HOW ARE WE DOING?**

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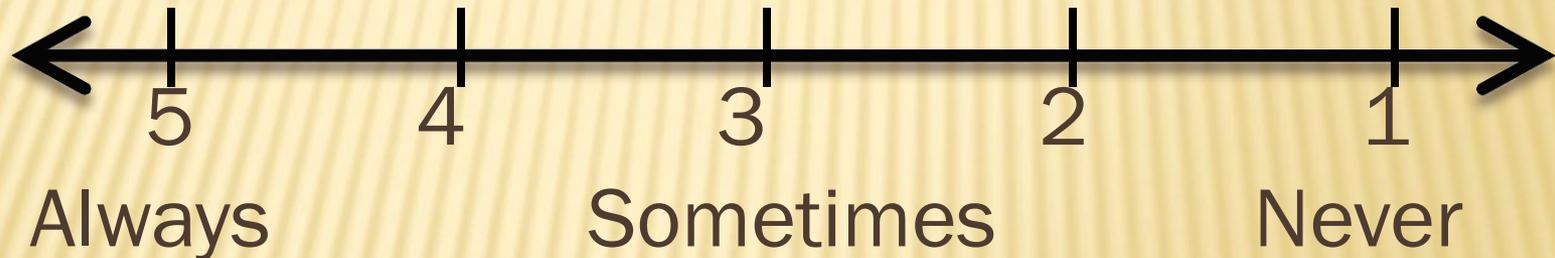
# FUNDING SELF-ASSESSMENT

1. We think we could pursue and win a grant but doubt we can find the local match. Therefore we do not pursue opportunities.



# FUNDING SELF-ASSESSMENT

2. Our grant applications are funded in the first submission.



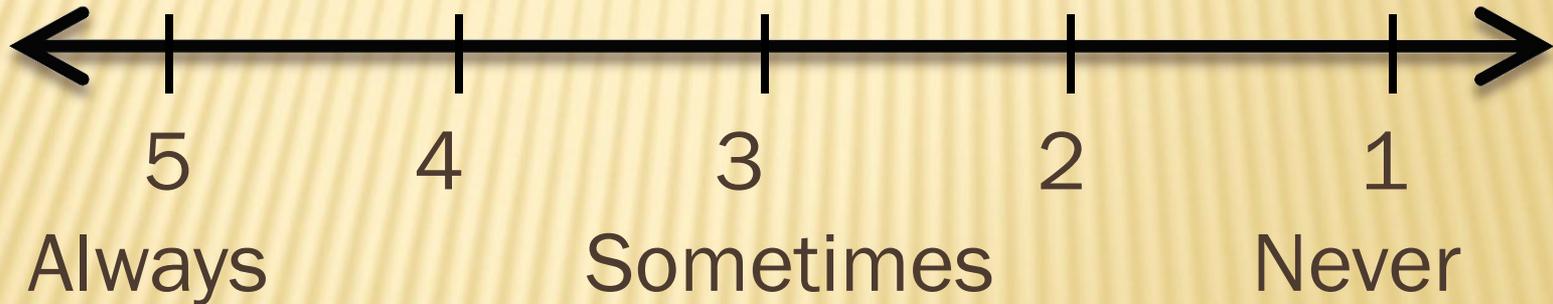
# FUNDING SELF-ASSESSMENT

3. Responding to grant application questions about the long term economic impact of our project is a challenge.



# FUNDING SELF-ASSESSMENT

4. We've been able to secure additional grant dollars because we've used one source of funds to win another source.



# FUNDING SELF-ASSESSMENT

5. We've lost a grant opportunity because we've been unable to meet the deadline for submission.



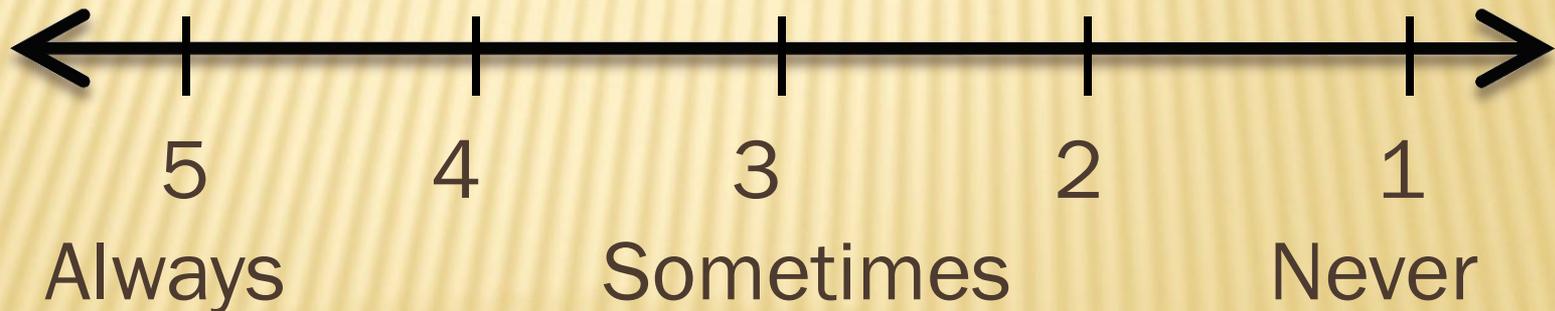
# FUNDING SELF-ASSESSMENT

6. When our application has been denied, we reach out to the granting agency to understand why we were unsuccessful and ways to improve. (We have re-applied and been successful.)



# FUNDING SELF-ASSESSMENT

7. We factor in post-award staff time for agency reporting, tracking performance measurements, etc. in the grant application budget.



# IF YOUR TOTAL SCORE IS...

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- ✓ **35 - 25:** You're doing well
- ✓ **24 - 15:** You're still in the game
- ✓ **Below 15:** You may need to rethink your grant/funding strategy

# RECOMMENDATIONS

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**What can you do to make the grant making and administration function more strategic and visible?**

- ✓ *Develop and communicate a grant strategy*
- ✓ *Crosswalk grant strategy with your institution's stated goals*
- ✓ *Ensure that you have overall buy-in from all stakeholders*
- ✓ *Ensure that you have the right tools to properly identify and collaborate on grants*
- ✓ *Eliminate meaningless grant opportunities*

# WORK WITH WINNERS AND ISSUE EXPERTS

## TECHNICAL EXPERTISE

A record of providing tailored, successful funding and strategic solutions.



# WORK WITH TREND & POLICY TRACKERS

## CHANGE

The CP team embraces change and will work collaboratively with clients to anticipate challenges, trends and emerging developments affecting the project's needs and above all, the changing funding landscape.

**THANK YOU!**

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Questions?