



Managing Project Funding and the Funders

**National Watershed Coalition
2019 Conservation Conference
October 1, 2019**

Why Seek Funding?

- SSCAFCA – Flood Control Agency
 - Charged with regional flood control in southern Sandoval County
- Established in 1990
- Other communities established as early as 1865.
- Included the 3rd largest City in New Mexico (Est. 1961)



Why Seek Funding?

- Approximately 4,000 acres needed in next 15 years. Cost = \$39,000,000
- Approx. \$78,000,000 in flood control improvements needed in next 15 years.
- Bonding Capacity \$60 million
 - Only \$28 million available in 2012
- Annual Budget = \$2.2 million
- 10 FTEs – 4 Project Managers



Alternative Funding Options

- Funding Options
 - State Funds
 - Federal Funds
 - Partnerships
 - Donations
- Alternate Funding Benefits/Limitations
- Funding Strategies



Show Me the Money!!!

- Do you know your State Funding Sources?
- Do you know your Federal Programs?
- Do your research
 - Research your State's Programs/Legislation
 - Research Federal Agencies
 - Websites
 - Meeting & Coffee
 - Grants.gov (last resort)



State Funding Sources - NM

- Special Appropriation (Capital Outlay)
 - 100% Grant
- Water Trust Board
 - 75-85% Grant
- Rural Infrastructure Program
 - Loan Program (0% - 2.375% interest)
- Public Project Revolving Fund
 - Loan Program



State Funding Sources - NM

- Community Development Block Grants (CDBG)
 - HUD funding
 - County or Municipality
- Economic Development Funds
 - “Closing Funds”
 - State/County
- Forest & Watershed Restoration Act



Federal Funding Sources

- Natural Resource Conservation Service (NRCS)
 - EWP; Watershed Ops; Dam Rehab; EQIP; RCPP
- Federal Emergency Management Agency (FEMA)
 - HMGP; FMA; PDM (BRIC)
- Federal Highway Administration (FHWA)
 - Metropolitan or Rural Planning Organization (MPO) – TIP/TAP
- Environmental Protection Agency (EPA)
 - Clean Water State Revolving Loan Fund



Federal Funding Sources

- US Army Corps of Engineers (USACE)
 - Continuing Authority Programs
 - Section 14 (Erosion)
 - Environmental Infrastructure (EI projects)
- Bureau of Reclamation (BOR)
 - Water SMART Grants
- National Fish & Wildlife Foundation (NFWF)
 - Urban Waters Grants (EPA)
 - Additional Grants (Corporate Partners)



Partnerships

- Public Partnership
 - Sandoval County - Guadalajara Rd.
 - Splitting Project costs
 - CNM Community College – Upper SLO Dam
 - Donation of property
 - Education opportunity
 - City of Rio Rancho
 - ROW Exchange – Vacate cul-de-sacs adjacent to arroyo for property adjacent to roadway.
 - Use of CDBG Funds to support project



Partnerships

- Private Partnerships
 - Lomas Negras WQ Facility
 - Dirt Disposal
 - Subdivision Development
 - Provide property site for sanitary sewer lift station in exchange for upsizing storm drain to accept flows.
 - Sponsorship/Donations
 - Presbyterian & Lovelace – Walking Trail
 - PNM – Shade Structure



Benefits

- Additional Funds
 - Allows larger projects to be constructed, or projects to be constructed sooner.
 - Replaces internal funding that is critically needed elsewhere
- Additional Expertise
 - Outside review helps validate project.
- Economic Development
 - External funding spent locally



Limitations/Considerations

- Increased Timeline
 - Administrative timelines. Be aware of the timeline from application to award.
- FEMA Pre Disaster 2019 Grant
 - Application Due 1/31/2020
 - State Deadline 11/30/2019
 - Notice of Interest Due 10/23/2019
 - Board Resolution for Project (Sept- Oct)
 - Educating Board - September 2019



Limitations/Considerations

- Loss of Control
 - External funding agencies oversight/control of project
 - Submit Additional Services or Changes Orders for Approval
- Additional Paperwork
 - Use of external forms from Agencies.
 - Documentation of expenditures, activities, etc.
- Additional Staff Resources



Limitations/Considerations

- Increased Cost
 - Overall cost of project may/will increase.
 - Federal Wage Rates
- Increased Timeline
 - Additional Procedures (NEPA) take time.
 - Add in extra time for funding agency to approve all submittals.
- Time Limitations on Funding
 - Funding can expire.



Limitations/Considerations

- Advance Spending
 - Preparation of application materials may required upfront expenditures.
 - Preliminary Engineering Report; Benefit-Cost Analysis
- Floating Reimbursement
 - Most external funding operates on a reimbursement process.
 - Pay the Contractor and submit for reimbursement.
 - Submit for reimbursement and pay Contractor.



Funding Strategies

- Cost/Time Comparison
 - With or Without Outside Funds.
 - When do you need it completed?
- Match Project to Funding Source
 - Purpose of Funding Agency
 - Identify Project Ranking Criteria
 - Benefit Cost Analysis
- Match Request to Available Funds
 - Don't be Greedy



Funding Strategies

- Identify Match Component
 - Matching Funds
 - Like doesn't match Like
 - Right of Way
 - Track cost of acquisition
 - In-kind Resources
- Use of Funding
 - ROW; Planning; Engineering; Construction



Funding Strategies

- Identify Project Scope/Phase for funding
 - Identify Scale/Modularity of Project
 - Based on Level of Funding
 - “Phase” is a Four letter word.
 - Use Upper, Lower, West.
- Where are you going to use the funding?
 - Limit the Unit Processes if Beneficial
 - Planning/Engineering/Construction
 - Reimbursement for Staff Time?



Improving your Chances

- Don't Bite the Hand that Feeds You.
 - Be courteous to the Funding Agency
- Focus on Communication
 - Do they want a single point of contact?
 - Email/Phone call/Meetings?
- Ask Solution-based Questions
 - Did I fill this out right? Is this what you were looking for?
- Provide Summary Data/Presentation Material back to Agencies.



Improving your Chances

- Complete your Planning Documents
 - Identify what Improvements you need
 - Take Pictures!!
 - Do you have a Drone?
 - Identify Funding Needed.
 - Engineers are not necessary
- Have Planning Documents Adopted
 - Need Official Support
- Document Materials can be Recycled



Improving your Chances

- Identify Project Priorities
 - Revisit Priorities Annually
 - Priorities can change based on funding source
- Don't Be Bound by Priority List
 - The top priority project is the one that can be successfully funded.



Improving your Chances

- Make your Project more Appealing
 - Planning Document References
 - “Shovel Ready”
 - Increase Match above minimum
 - Partnerships or Regional status
 - Letters of Support from Citizens, Other Entities
 - Letter of Support from Your Board
 - Local Legislators; Funding Agencies; Federal Delegation



“Shovel Ready” Projects



Southern Sandoval County Arroyo Flood Control Authority (SSCAFCA)

“Shovel Ready” Projects

- Most Common
 - Right of Way Acquired
 - Environmental Planning Completed.
- Next Step
 - Conceptual Design Completed.
- Unicorn Level
 - Full Design Completed – On the Shelf.



Improving your Chances

- Do the Work, Spend the \$\$!!!!
 - Everyone wants the money spent
- Funding Agencies
 - Need to Establish Need for Funds
 - Need to Document Projects Completed
 - Legislators Need Photo Opportunities
 - Hold a Ribbon Cutting
 - Do a Press Release



What if I Have No Match \$\$?



Southern Sandoval County Arroyo Flood Control Authority (SSCAFCA)

What if I Have No Match \$\$?

You are:



Southern Sandoval County Arroyo Flood Control Authority (SSCAFCA)

What if I Have No Match \$\$?

- Tell Your Story
- Find Your “Seed” Source
 - Legislature
 - Private Companies
- Pledge Other Resources
 - Commitment to Complete the Project
 - Commitment to Operation & Maintenance
 - Commit to Assist with Construction

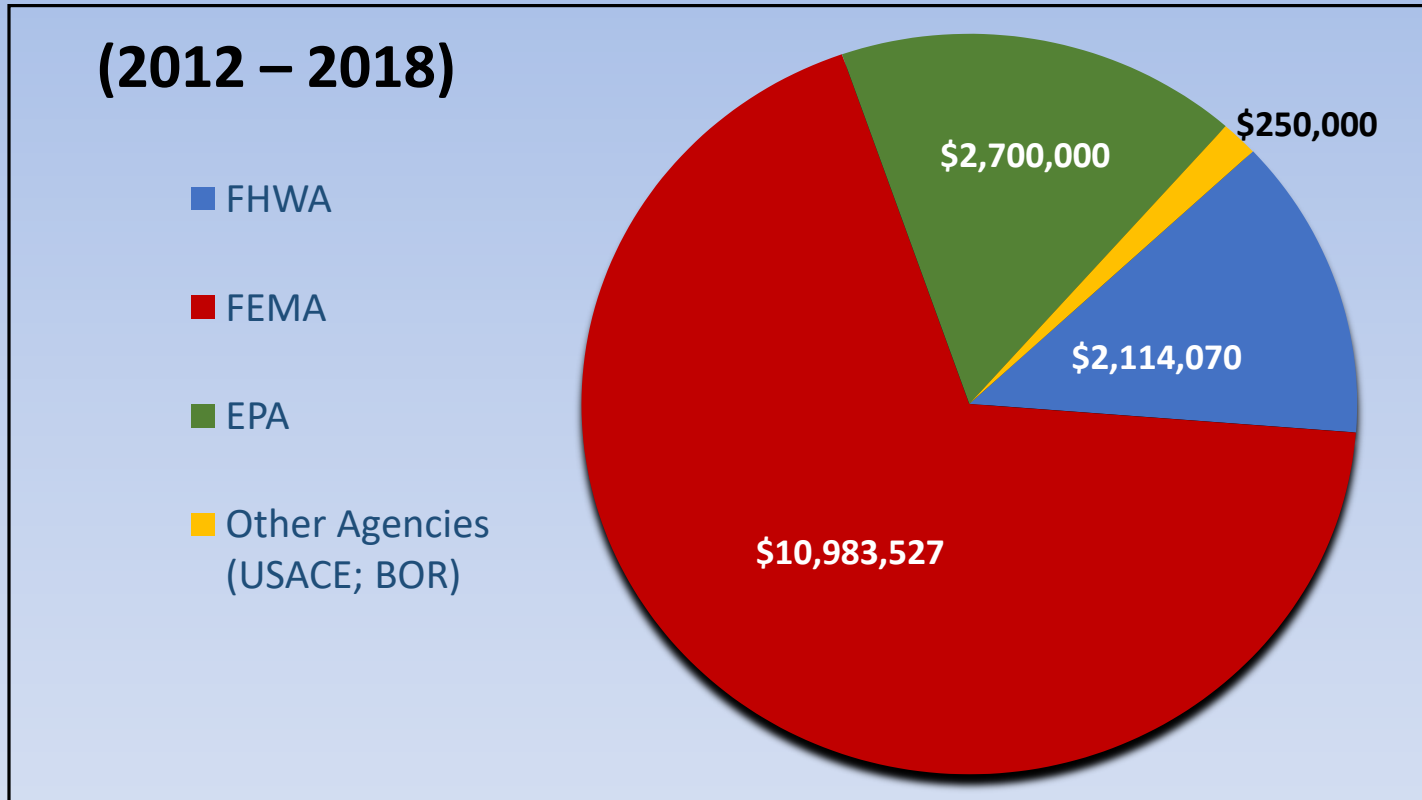


What if I Have No Match \$\$?

- Exchange of Services
 - “Quid Pro Quo”
- Volunteer Organizations
 - Scouts/Schools
 - Youth Conservation Corps
 - Prison Services
- Other Organizations
 - City of Rio Rancho Fire Department

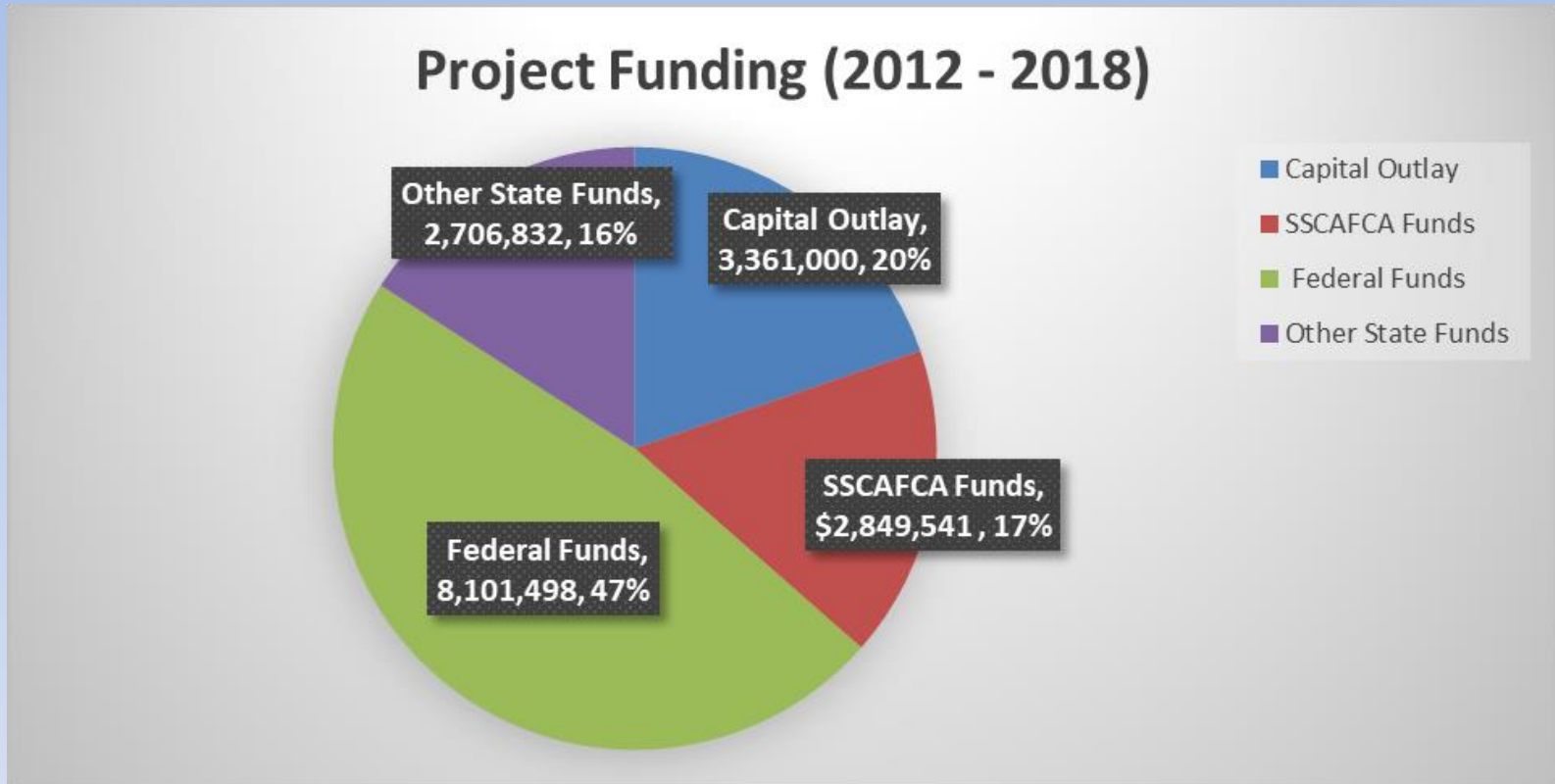


Funding Success: Federal



Southern Sandoval County Arroyo Flood Control Authority (SSCAFCA)

Funding Success: Local



QUESTIONS?



Southern Sandoval County Arroyo Flood Control Authority (SSCAFCA)