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# Grant Application Tips

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# Presenter



**Aurah Landau**  
**Senior Financial Consultant,**  
**Grant Program Lead**

# Results of FY22/23 Award Analyses & Debriefs

- Alignment of project with grant program criteria
- Readiness
- Policy priorities
- Merit criteria by section
- Local context
- Data-rich narrative
- Complete and realistic schedule and budget
- Engineering products
- BCAs
- Subject matter expertise
- Partnerships
- Readability and quality visuals

# Common Barriers to Award

## External Factors

Competition

Review

## Controllable Factors

Strategy

Quality,  
including:

- Timely & Complete
- Community Support



# 7 Strategies to Maximize Application Success

1. Apply with single best project
2. Ensure alignment of project with grant program eligibility and merit criteria
3. Address project readiness criteria
4. Include complete and realistic project schedule and budget
5. Demonstrate financial commitment, political support, and partnerships
6. Plan ahead
7. Develop grant team

# Tips and Tricks for Producing Top Grant Applications



Clear description and statement of benefits



Engage funders, political/stakeholder support



Data-driven content



NEPA is appropriately scheduled



Easy to read text, maps & graphics



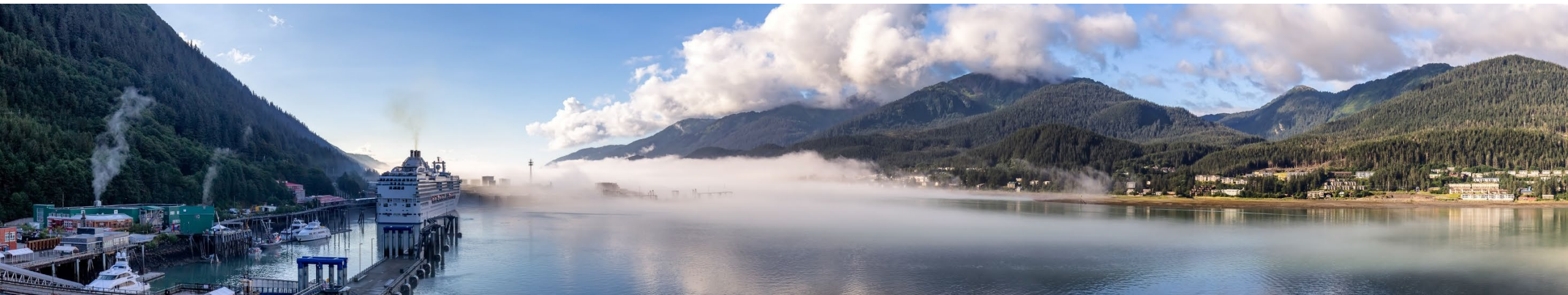
Project is scoped to fit the grant criteria



BCA in alignment with latest guidance



Application is complete and submitted on time





# Pre-Positioning is Key to Grant Success

- Evaluate projects for match to grants
  - Prioritize projects for application: ***Readiness, Eligibility, Merit***
  - Develop multi-year application strategy
  - Position individual projects to pursue grants
- ***Data analysis is the centerpiece***





## Application Team

- Mode/Sector – often engineering
- Grant – policy and program, writing, BCA
- Local

# USDOT Equity Action Plan



## WEALTH CREATION

technical assistance to small disadvantaged businesses, enabling them to more effectively compete for USDOT contracting opportunities and build wealth



## INTERVENTIONS

provide direct, hands-on technical support with local impact—providing targeted assistance in areas of planning, project development, grant applications, and project delivery



## POWER OF COMMUNITY

re-emphasizing agency reviews to prevent disparate impacts on protected classes and empower communities in transportation decision-making



## EXPANDING ACCESS

address barriers to accessing affordable transportation options and help bring measurable transportation benefits to disadvantaged communities per Justice40

# Adding Equity into BCA

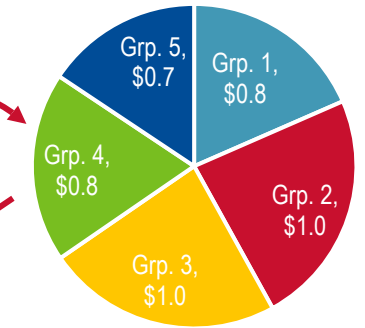
- Builds upon the BCA to incorporate additional perspective
  - Weights benefit based on income
  - Results generate distributed, equity value
  - Methodology aligns with research and economic theory

*\$ means more to lower income persons than higher income persons*

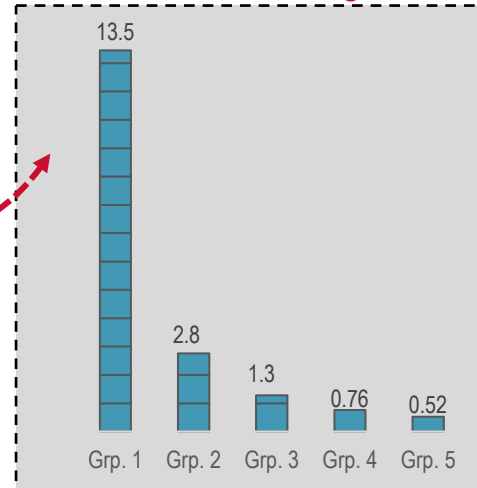
## Analytical Outline

### Standard BCA

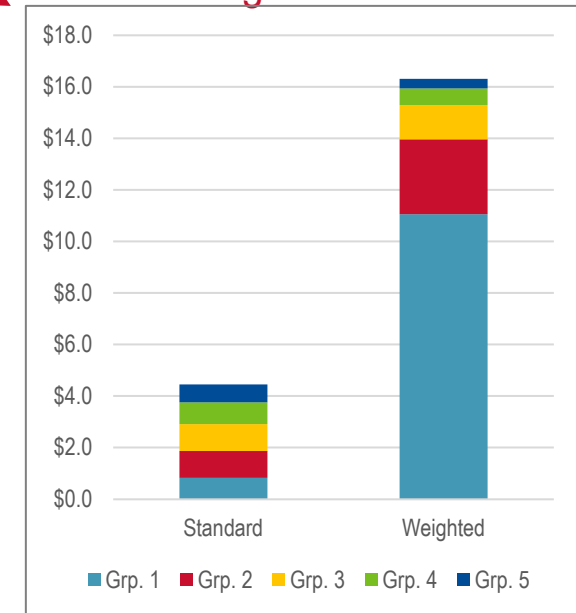
Category	Present Value
Time Savings	\$6.5
Cost Savings	\$4.46
Safety	\$1.80
Emissions	\$0.80



### Income-based Weights



### Weighted BCA





# Potential Match Sources

- State or Congressionally designated spending authorization
- Local sales tax or bonds
- Loans – i.e., state revolving loan fund, federal loans
- Business investment
- In-kind contribution – personnel, goods, services, space, and utilities contributed by applicant or a non-federal third party
- Atypical options
  - Environmental mitigation credits
  - Donated ROW
  - Value of equipment necessary for project
  - Pre-award activities funded through non-federal sources
  - Philanthropic or individual donations

# Contact



**Aurah Landau**

907.205.6573

[Aurah.Landau@hdrinc.com](mailto:Aurah.Landau@hdrinc.com)



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