How Is That Working Out For You?

Street Level Examples Of Using Government Programs

David Myers, CECd
Executive Director
Ponca City Development Authority
dmyers@goponca.com
KEEP CALM AND SORT OUT YOUR PRIORITIES
Federal Programs Pursue National Objectives
- Benefitting low/moderate income (120%)
- Addressing blight
- Meeting an urgent need
- Assist economically distressed areas

In general, programs aimed at:
- Unemployment 1% over national average
- Household income at 70-80% of national average
- Major economic event
- Rural areas (non-metros)

What are Your Objectives?
- What can you handle? (What are your capacities?)
- Understand who your partners are (or could be)
- Be prepared to match (EDA)
- CEDS, SAM and other letters you will need to know
- Most programs try to leverage private investment
- State and Federal programs usually link with each other
- Strings will be attached
Infrastructure

Business Parks
Streets
Sewer
Water
Bridges
Airport Improvements

Example:

Plainview Texas, Regional Business Park
Agency: Economic Development Administration*
What was funded?: Water/Wastewater Lines
How Much: $1 million
Match: 100 acres plus the cost of streets, entitlements and telecommunications
Takeaway: Its good to have friends
Example:

Ponca City, OK  
Agency: Economic Development Administration  
What was funded?: Building Construction  
How Much: $1 million  
Match: Match of $1 million; Donation of building; Additional cash match by company  
Takeaway: Up front costs for engineering study  
Work with grantor staff ASAP
Example:

Ponca City, OK  
Agency: Department of Education*  
What was funded?: Extending Fiber Lines  
How Much: $5.0 million  
Match: Commitment of Existing Fiber  
Takeaway: Changing/Expanding goals is possible, but make sure your federal partner is on board
Revolving Loan Program

Example:

Guthrie, OK
Agency: USDA Rural Development*
What was funded?: Cash to Re-Lend
(Equipment, real estate, operating, etc.)
How Much: $626,000
Match: Management Capacity
Train (Freight) Off-Loading Facilities

Example:

Blackwell, OK
Agency: Economic Development Administration
What was funded?: Multi-Modal Freight Transhipment
Construction of docks and ramps
How Much: $500,000
Match: Right of way and commitment of existing short line railway access
Takeaway: If you build it….will they come?
### Example:

<table>
<thead>
<tr>
<th>Towanda, NY</th>
<th>Power Plant Closure Recovery Strategy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agency:</td>
<td>Economic Development Administration</td>
</tr>
<tr>
<td></td>
<td>Partnership for Opportunity and Workforce and Economic Revitalization</td>
</tr>
<tr>
<td>What was funded?:</td>
<td>University supported planning to overcome the closing of a coal fired power plant</td>
</tr>
<tr>
<td>How Much:</td>
<td>$160,000</td>
</tr>
<tr>
<td>Match:</td>
<td>None</td>
</tr>
<tr>
<td>Takeaway:</td>
<td>Know thy CEDS, Value of University partnership, Keep Fed Reps in the loop</td>
</tr>
</tbody>
</table>
Example:

Ponca City, OK
Agency: Workforce Investment Act
through State Discretionary Funds*
What was funded?: New Employee Wages During Training
How Much: $304,000
Match: $304,000 (by employer)
Takeaway: Not all employees are eligible.
Not always available
BLOCK GRANTS

(AKA: CDBG-Community Development Block Grants)

Benefitting Low and Moderate Income Households
Addressing Blight
Meet an Urgent Community Development Need

West Virginia Department of Commerce-Small Cities Block Grant Fund
There is help available
Details...Details...Details
It will take time
Programs are competitive
Job creation expectations vary
Work with your state and federal allies
Monitoring/reporting/compliance required
Some programs are grants...some are loans
Be able to tell the story (past, present and future)
All programs dependent upon appropriations
Thank You!