

Capturing Stimulus Funding

STORIES OF SUCCESSFUL APPROACHES





Today's Presenters



Thomas P. Koch

Mayor of Quincy, Massachusetts



John Drury

City Administrator, Tavares, Florida



William Wong

Director of Utilities, Modesto, California



Samantha Salvia

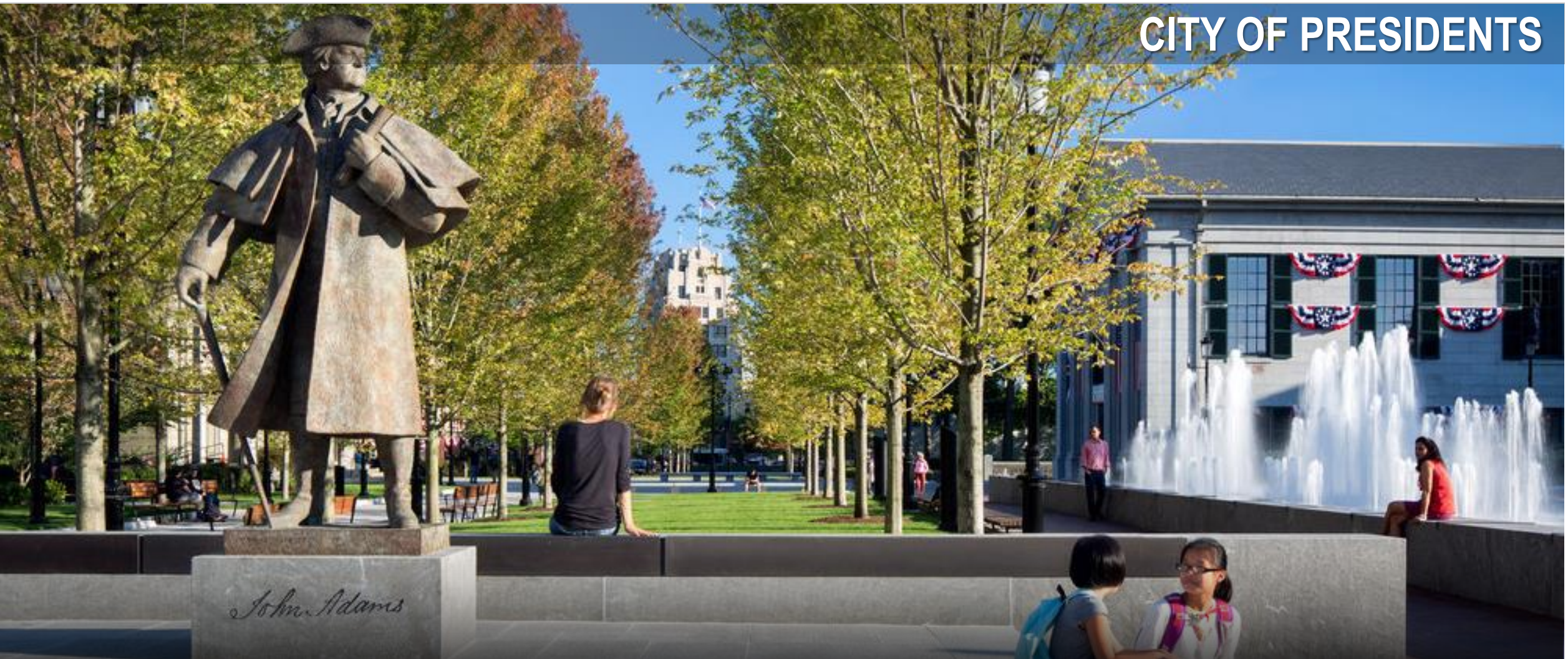
Senior Project Manager, Woodard & Curran (moderator)





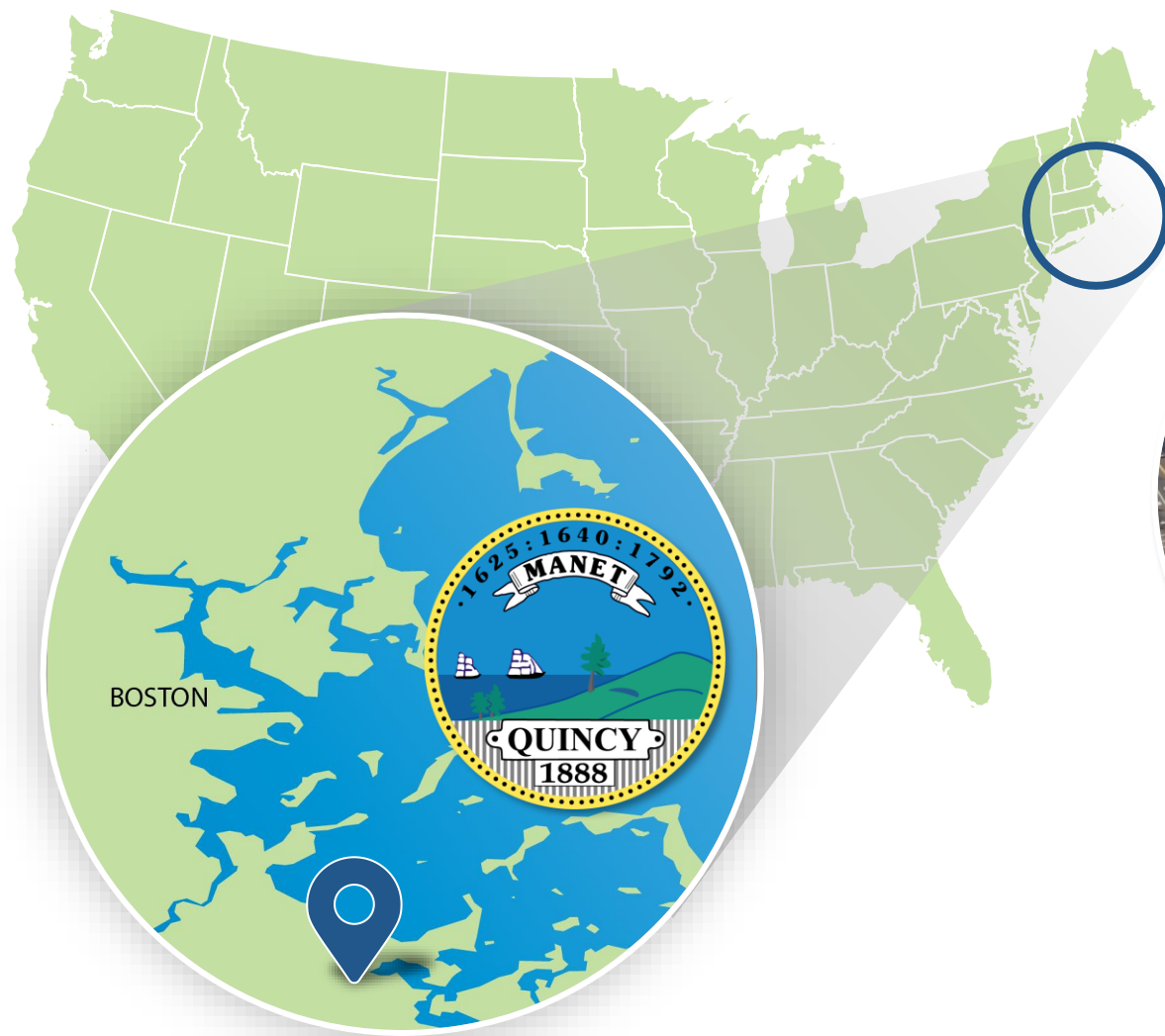
Quincy, MA

CITY OF PRESIDENTS





Community Background & History





Stimulus Funding Approach

- Comprehensive project identification & submittal diversification

What essential task was your staff working on?
Job creation & retention calculations.





Lessons Learned

- Key to success:
 - Relationship-building with funders. Connecting early with funding leaders to understand their approach
- Funders told us...
 - Wide-reaching use of different labor types helped our application
- Key challenges:
 - "Buy American" clause complicated procurement of advanced metering equipment

Outside expertise needed:

- Department communication/ integration
- Funding application development
- Program management





Short- & Long-term Results

- Long-term results

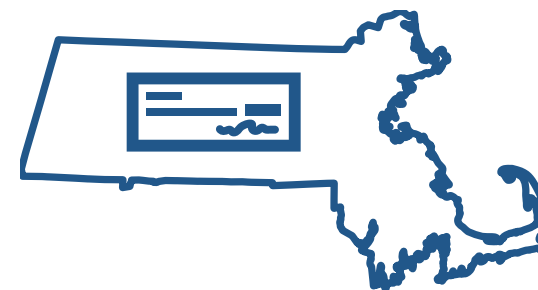
- City has retained earnings for more than a decade
- Water system modernization
- CDBG leveraged into new middle school and park



\$14.7 million loan with
significant principal
forgiveness



\$2.3 million grant



\$8M+ Increased State funding



Preparing for the Next Stimulus

Building on a strong foundation
allows us to be more ambitious



Tavares, FL

AMERICA'S SEAPLANE CITY





Community Background





Stimulus Funding Approach

- Work closely with funding agency
- Prioritize economic development downtown and lakefront amenities
- Invest in utility infrastructure to support redevelopment

What essential task was your staff working on?

Laying the foundation by focusing on planning work





Lessons Learned

- Keys to success
 - Recently completed Redevelopment Master Plan for downtown, with heavy community input
 - Utilities infrastructure was not yet shovel ready, but design was underway

Outside expertise needed:

- Engineering Support





Short- & Long-term Results

- The ripple effect – one small change can have a big impact!
- Tavares is now a destination
- Infrastructure investment enabled other projects: Pavilion, Seaplane Base, Ruby Street, Eco Park, and more
- Significant influx of new businesses



\$18M awarded for water and wastewater system projects



Short- & Long-term Results



Ecological Park



Wedding Pavilion



Seaplane Base

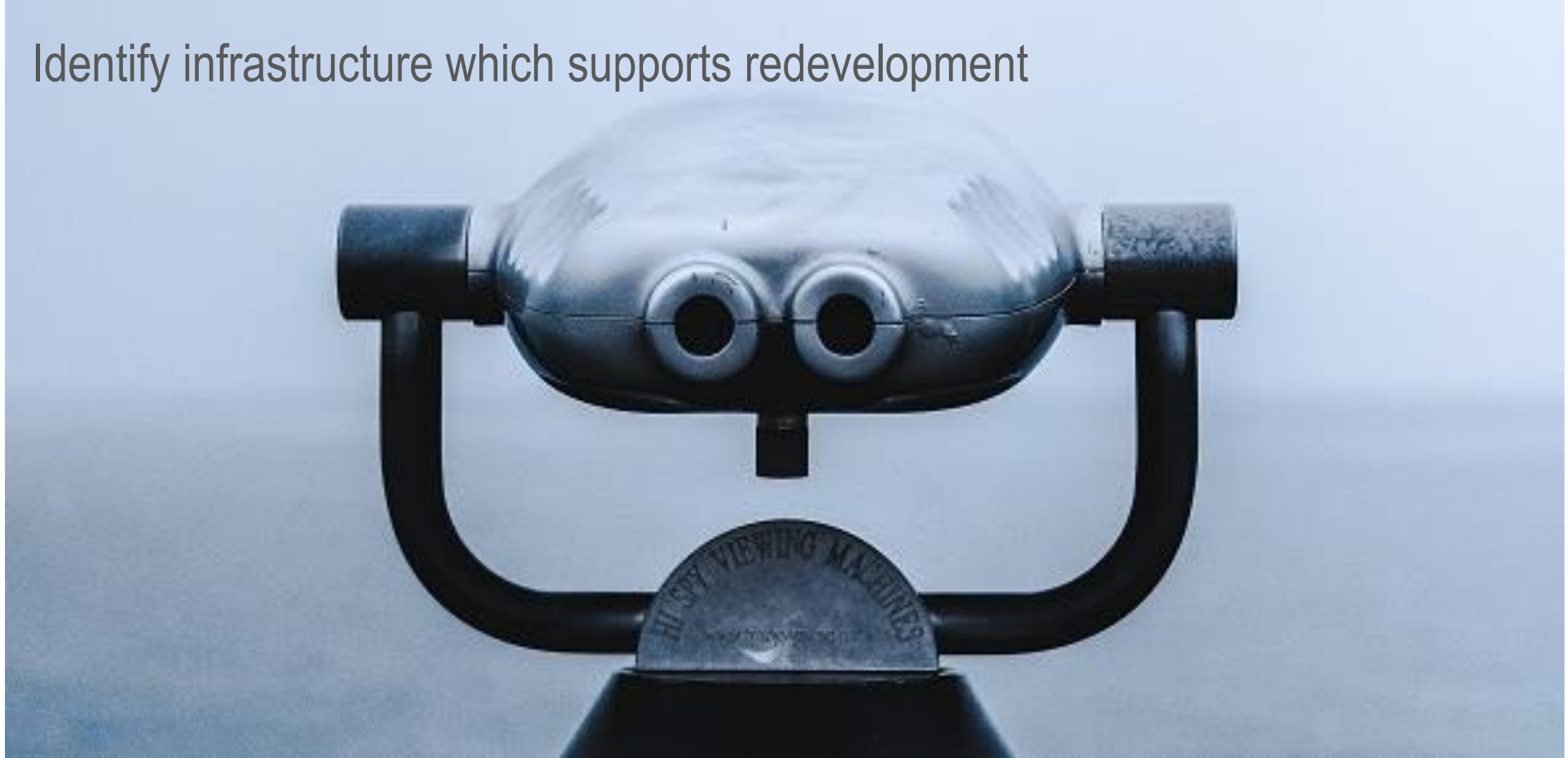


Florida Waterman Hospital Cardiology Center



Preparing for the Next Stimulus

Identify infrastructure which supports redevelopment



Modesto, CA

WATER, WEALTH, CONTENTMENT, HEALTH



Community Background



Stimulus Funding Approach

- Be ready to adapt quickly to emerging opportunities
- Application was underway, but needed to be accelerated significantly

What essential task was your staff working on?

Working with council and Board agendas to make sure long-lead approvals were lined up.



Lessons Learned

- Keys to success:
 - Attention to detail – strict application process, no discretion in scoring
 - Aggressively adapting to schedule requirements using design-build approach

Outside expertise needed:

- Water rights lobbyist
- Environmental work
- Engineering (design-build)
- Permitting



Short- & Long-term Results

- Economics report estimated 572 jobs created and \$29 million in total income, including increasing value of local land with a secure water supply
- Avoided land fallowing and supplemental water purchases with unpredictable pricing



\$35 million 30-year loan
at 1% interest



Preparing for the Next Stimulus

You must be ready to react and adapt





What To Do Next

1. Talk to your Woodard & Curran contact about your projects
2. Start preparing your projects so that you can enter the recovery as quickly as possible

Stay safe!