



June 2, 2020

AIANTA Webinar Series



- **Jodi Duncan -  
Economic  
Development  
Specialist, Denver  
Regional Office**

**(303) 844-4901 or  
[jduncan@eda.gov](mailto:jduncan@eda.gov)**

## ***Mission:***

To lead the Federal economic development agenda by promoting innovation and competitiveness, preparing American regions for growth and success in the worldwide economy.

## ***Leading the Federal Economic Development Agenda:***

As the only Federal agency with economic development as its exclusive mission, EDA drives collaborative regional economic development initiatives that lead to job creation.

EDA provides **grant-based investments** to units of state and local government, universities, tribes, and non-profits in communities and regions suffering from severe economic distress.



US Department of Commerce  
Economic Development Administration

## EDA Regions



EDA Regional Offices/University Centers

Atlanta Austin Chicago Denver Philadelphia Seattle



# PROGRAMS

## EDA Investment Programs



Economic Adjustment



Public Works



University Centers



Research & National  
Technical Assistance



Planning



Local Technical Assistance



Trade Adjustment  
Assistance for Firms



Special Initiatives

## Who is eligible to apply for EDA grants?

- Eligible applicants: States, units of local govt., economic development districts, universities, tribes and tribal organizations, and non-profits working in collaboration with a political subdivision of a State.

## What is the eligibility criteria?

### (Public Works & EAA only)

- Based on the level of economic distress;
- Basic grant rate is 50%, but can go up to 100% depending on the level of economic distress;
  - 24-month unemployment (at least 1% above the national average)
  - Per Capita Income (PCI-less than 80% of the national average)
  - “Special Need” : Includes closures/layoffs of major employers and military installations, presidentially declared disasters or other emergencies, Opportunity Zones and other special situations described in the FFO

## Public Works

- Helps communities revitalize, expand and upgrade their physical infrastructure to promote job creation and private investment
- Traditional public infrastructure, fiber optic and telecommunications, multitenant manufacturing facilities, industrial parks, business incubators, skill-training facilities
- Typical investment: \$200K - \$1.25M    Average \$1.4 M
- Typical annual allocation: \$118,500M

## Economic Adjustment Assistance

- Assistance to regions experiencing adverse economic changes that occur suddenly or over time
- Most flexible program: economic studies, planning or strategy grants, implementation/construction grants, revolving loan funds
- Typical investment: \$100K - \$1.25M    Average \$820K
- Typical annual allocation: \$37M

## Planning Program

### Partnership Planning

- Annual grants (from \$51K to \$70K) to build capacity and assist in economic development planning
- Annual allocation - \$33M (including Short Term funds)

### Short Term Planning

- Assistance for developing a CEDS
- Short term planning activities & economic dev. strategies

## Local Technical Assistance

### Local TA

- Feasibility Studies, preliminary to implementation funding
- Annual allocation - \$9.5M (including Univ. Center program)

### University Center Program

- Builds on resources located within colleges and universities to support economic development strategies in regions



## University Centers

- Expertise and technical assistance may address, for example, workforce training programs, applied research centers, technology commercialization, feasibility studies, market research, economic impact analyses training, and other technical assistance to help communities foster vibrant economic ecosystems.
- EDA regional offices have open competitions every 5 years.

## Build to Scale (BS2) Program formerly known as Regional Innovation Strategies (RIS)

- The National program Build to Scale Program includes three competitions (1. Venture Challenge, 2. Capital Challenge, and 3. Industry Challenge) supporting entrepreneurship, acceleration of company growth and increased access to risk capital across regional economies. Available to eligible entities to build regional economies through scalable startups.
- Allocation \$35M million

## Trade Adjustment Assistance for Firms

National Program run out of Washington, DC

- A national network of 11 Trade Adjustment Assistance Centers to help strengthen the competitiveness of American companies that have lost domestic sales and employment because of increased imports of similar goods and services.
- Annual allocation - \$13M

## Research and National Technical Assistance

National Program run out of Washington, DC

- Supports research of leading edge, world class economic development practices and information dissemination efforts.
- Annual allocation - \$1.5M

## 2018/2019 Disaster Supplemental

### Support for Disaster Recovery

- EDA published the FY19 Disaster Supplemental Notice of Funding Opportunity making \$587 available to eligible grantees serving communities with a Presidentially declared major disaster in 2018, and Floods and Tornadoes in 2019.
- Allocation - \$587M for each year

## COVID-19 Supplemental

### Coronavirus Aid, Relief, and Economic Security Act (CARES Act)

- Economic Adjustment Assistance (EAA) Program funds to assist communities impacted by the coronavirus pandemic in 2020
- Allocation - \$1.5B

Congress provided EDA with **\$600 Million** in additional funds for disaster relief and recovery. EDA anticipates awarding:

**\$ 587 Million** to assist communities experiencing economic distress or economic harm resulting from:

- Hurricanes Florence, Michael and Lane
- Typhoons Yutu and Mangkhut
- Wildfires, volcanic eruptions, earthquakes and other Federally-declared natural disasters occurring in calendar year 2018
- Tornadoes and floods occurring in calendar year 2019

Objective - facilitate long-term economic recovery strategies through a variety of non-construction and construction projects, including:

- Development of disaster recovery strategies
- Implementation of recovery projects:
  1. Rebuilding damaged infrastructure/construction projects
  2. Capitalizing revolving loan funds to assist companies impacted by disaster
  3. Disaster resilience activities
  4. Other activities eligible for support under the Economic Adjustment Assistance (EAA) program, as long as assistance is related to the area's disaster recovery



## Projects

- Resiliency
  - CEDS, Economic and Disaster Resiliency
- Strategic Planning
  - Mitigation, recovery and resiliency plans (local, regional or statewide)
  - Disaster recovery coordinators
- Revolving Loan Funds
- Infrastructure
  - Roads, bridges, storm drainage
  - Diversification of economies

Competitive Disaster projects increase the ability of a community to **anticipate**, **withstand**, and **bounce back** from future economic injuries and disasters, such as:

- redundancy in telecommunications and broadband networks
- promoting business continuity and preparedness
- industrial diversification
- economic diversification
- employing safe development practices in business districts and surrounding communities
- relocating development and services from flood-prone areas

All projects must have a **logical nexus** with:

- At least one of DOC's Disaster Recovery Investment Priorities

- ❖ Recovery and Resilience
- ❖ Critical Infrastructure
- ❖ Workforce Development and Manufacturing
- ❖ Exports and Foreign Direct Investments
- ❖ Opportunity Zones

<https://www.eda.gov/about/investment-priorities/>



- Disaster Recovery and Resilience

*The nexus between the proposed project scope of work and disaster recovery and resilience efforts.*

Eligible Projects are those **located in, or serving**, one or more communities impacted by the relevant disaster declaration

- Eligible locations are **federally declared major disasters, per the Stafford Act, as listed on FEMA's website.**
- Construction projects (including design and engineering) must be located within an eligible county
- Non-Construction projects :
  - ✓ Must have a scope of work that primarily benefits eligible counties, and
  - ✓ Stakeholders representing those eligible counties must be directly engaged in the project

A complete FY19 Disaster Supplemental award proposal package must include a:

## Disaster Nexus Narrative

Describes the nexus between the proposed scope of work and the disaster recovery and resilience efforts planned or underway in the affected area(s)

- Demonstrates the connection between the consequences of the disaster (damage/disruptions), and the project's intended outcomes that fulfill the community's specific post-disaster needs.
- Narrative, not to exceed one page, must be attached to the Form ED-900



## Grant Rate (specific to the FY2019 disaster NOFO)

- EDA generally expects to fund **80%** of approved project cost
- Grant rate may be less than 80% based on:
  - Scale of project, extent of impact, total project cost, relative distress of the community, or geographic distribution of funds
- Can be increased by EDA up to a **maximum of 100%**, on a case by case basis (rare)
  - Based on whether the applicant has exhausted its effective taxing or borrowing capacity or meets other threshold for elevated need.
- Contact the **EDA Disaster POC** for more information

Eligible projects include **infrastructure construction** – including restoration of damaged infrastructure, new high performance and resilient infrastructure and infrastructure enhancement.

## Types of Infrastructure:

- Transportation – Roads, Rail, Bridges
- Stormwater and Flood Control - Flood Risk Mitigation, Detention, Stormwater Collection, Drainageway Improvements,
- Water and Sanitation Infrastructure
- Industrial/Business Park infrastructure/relocations
- Publicly owned Utility and Broadband
- Workforce Training Centers
- Business/Innovation/Entrepreneurship Facilities
- Other – owned by eligible applicant, aligns with EDA Investment Priorities, provides economic resiliency – Contact EDR

☐ Check out grants EDA has made through the FY2018 Disaster Supplemental <https://www.eda.gov/disaster-recovery/supplemental/2019>



## **Cedar Rapids, Iowa 2008 Floods**

### **Revitalization of Downtown - US Cellular Event Center**

**Total Project \$67  
Million  
EDA \$35 Million**







## **Minot, North Dakota 2011 Floods**

### **Redevelopment of Downtown Infrastructure**



**Total Project \$29  
Million  
EDA \$18 Million**



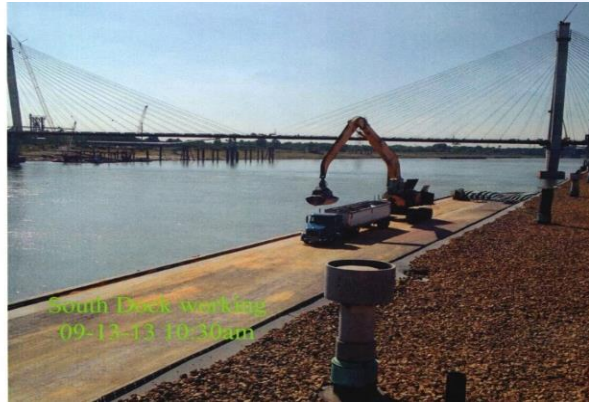
## Iowa City, IA 2008 Flooding

**Dubuque Street Elevation  
Design/Engineering only  
EDA \$3M**

**Construction completed - 2018  
\$40 Million (no EDA funding  
requested)**







**St. Louis Port, St. Louis,  
MO**



**New pumps in Waterloo will help  
prevent replay of 2008 floods**



**Judith River Trestle,  
Near Lewistown, MT**



**Franklin Technology  
Center  
Joplin, MO**

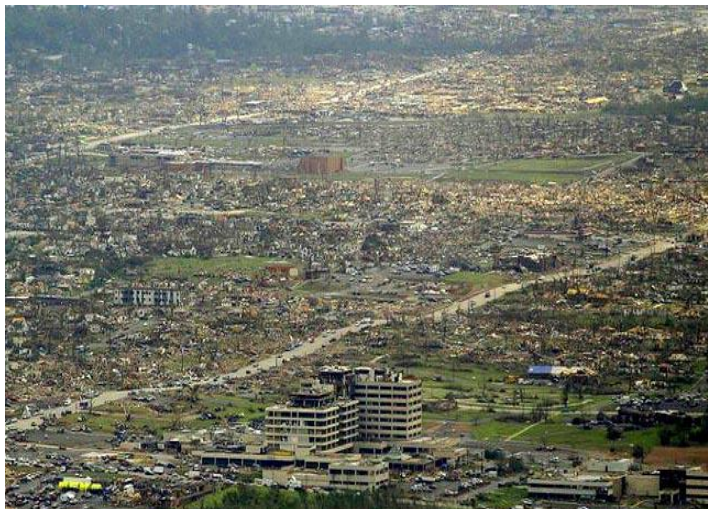


**New Bourbon Port,  
Perryville, MO**





**Joplin, MO, 2011**



**Estes Park, CO 2013**



**Cedar Rapids, IA 2008**



**2008 – 2012**

**DRO - \$157 Million for Disaster Assistance**

# EDDA Disaster Resiliency Projects

U.S. ECONOMIC DEVELOPMENT ADMINISTRATION



County Road X99, Near Oakville, IA



North Hill Infrastructure, Minot, ND



Judith River Trestle, Near  
Lewistown, MT



Cedar Falls Industrial Park, Cedar Falls, IA



## Valuable Websites

- **FY19 Disaster Supplemental NOFO, FAQs and resources:** (linked to EDA homepage)

<https://www.eda.gov/disaster-recovery/supplemental/2019>

- **To verify counties in 2019 Declared Disaster Areas,** consult FEMA website:

– Searchable data base: [www.fema.gov/disasters](http://www.fema.gov/disasters)

- Additional EDA Disaster Recovery Resources: [www.eda.gov/disaster-recovery](http://www.eda.gov/disaster-recovery)
- NIST Resources: Community Resilience Economic Decision Support Guide <https://www.nist.gov/topics/community-resilience/economic-decision-guide>
- 100 Resilient Cities: <http://www.100resilientcities.org/>
- USDOE Websites: <https://www.energy.gov/articles/how-microgrids-work> and <https://www.energy.gov/science-innovation/energy-sources/renewable-energy/solar>



## EDA Investment Priorities

1. Recovery & Resilience
2. Critical Infrastructure
3. Workforce Development & Manufacturing
4. Exports & Foreign Direct Investment (FDI)
5. Opportunity Zones

- **Recovery and Resilience**
  - Projects that assist with economic resilience (including business continuity and preparedness) and
  - Long-term recovery from natural disasters and economic shocks
  - Lead Coordinating Agency for Economic Recovery Support Function
- **Critical Infrastructure**
  - Generally: broadband, energy, roads, water, sewer
- **Workforce Development and Manufacturing**
  - Support the planning and implementation of infrastructure for skills-training centers and related facilities that address the hiring needs of the business community.
  - Also includes projects that encourage job creation and business expansion in manufacturing and enhancing manufacturing supply chains.
- **Exports and Foreign Direct Investment**
  - Primarily infrastructure projects that enhance community assets (e.g., port facilities) to support growth in U.S. exports and increased foreign direct investment—and ultimately the return of jobs to the United States.



The Public Works Program provides resources to help applicants **revitalize, expand, and upgrade their physical infrastructure to attract new industry or encourage business expansion** which will generate or retain long-term, private sector jobs and investment and support economic diversification.



- Water and Sewer System Improvements
- Transportation (road, rail, ports)
- Industrial Parks & Science and Research Parks
- High-Tech Shipping and Logistics Facilities
- Workforce Training Centers
- Incubators & Accelerators
- Technology-Based Facilities & Wet Labs
- Telecommunications Infrastructure





Ogden Business Exchange  
Site Water Line, Ogden, UT



Regional Energy  
Park Infrastructure,  
Minot, ND



Discovery Drive  
Reconstruction, Troy, MO



Bottineau Entrepreneurial Center  
for Horticulture, Bottineau, SD



Waste Water Treatment Plan  
Upgrades, Windsor, CO



Northeastern Renewable Energy  
Park Infrastructure, Brighton, CO

**Over the past five years EDA has awarded *111* grants providing over \$8 million in assistance to Indian tribes for business creation, road construction and other infrastructure as well as the creation of economic development plans.**





1991 – EDA awarded the Sisseton-Wapeheton Sioux Tribe a \$657,216 to construct an industrial building to house a new tribal business, Dakota Western Corporation.

1996 – EDA awarded the Tribe a \$500,000 grant to double the size of the facility.

Dakota Western employed 40 employees. 80 percent are Native American.



[Our Story](#)

[Capabilities](#)

[Contact Us](#)

[Home](#)

## The Dakota Western Story

The Great Plains of northeastern South Dakota are home to the Dakota people of the Sisseton-Wahpeton Oyate. Here on the prairie stands Dakota Western Corporation, a success story set on the Lake Traverse Sioux Indian Reservation.

Dakota Western reflects today's business culture and standards. The 25,000 square foot manufacturing plant was constructed in 1988. Another 25,000 square feet added on in 1997 doubled the capacity to 50,000. Equipment is modern. A skilled labor force, competitive pricing and quality control contribute to an enterprise that typifies the best of small business America.

Dakota Western was established in 1988 as part of the Tribe's aggressive economic and industrial development program. A primary goal of this program has been the creation of meaningful employment opportunities for tribal members and residents of northeastern South Dakota.



Poverty and lack of opportunity have been a way of life for most of the nation's Indian reservations. The unemployment rate at the Lake Traverse Reservation has historically been well above 50%. Unfortunately, public assistance has been the mainstay for the majority of the population.

Moving people from welfare to work is a goal nearly everyone embraces. But it is also an enormous challenge. Individuals with limited work experience must be trained in job skills and productive work habits. Dakota Western has achieved success in this difficult area. It provides entry-level positions, training and personnel support for unskilled workers. Advancement opportunities reward effort and experience.

Today, Dakota Western has a total of 40 employees. Of those employed, 80% are Native American, working in all aspects of the business, including management, marketing, production, quality control and packaging. That strength coupled with the fact that the company is an equal opportunity employer, creates a production atmosphere reflected in the company's service to its customers.

Dakota Western supplies customers in the government, private industry and service business communities. These customers receive and deserve a quality product at a competitive price.



# Tribal Projects



## Standing Rock Sioux Tribe North Dakota

- In 2010, EDA awarded \$820,550 to the Standing Rock Sioux Tribe to fund the acquisition of high speed broadband and backhaul equipment. The project provided fully provisional, mobile and fixed wireless broadband service to the population of the Reservation.
- By providing voice and broadband services for small and home-based businesses, educational institutions, health care facilities and government, the project provided an opportunity to build the tribe's economy through business development, while also building out infrastructure that provides critical communication services to residents, schools, government, healthcare facilities and public safety.







## Blackfeet Tribal Business Council - Browning, Montana



- In 2016, EDA awarded \$977,110 to the Blackfeet Tribal Business Council to construct a new commercial building to house offices, retail space and equipment to support the administrative headquarters for the tribally-owned business.
- The project is a critical component of the Tribe's broadband project. The facility enhances the Tribe's goals of leveraging the Federal government's \$13.8 million ARRA Broadband investment made to Montana that included a fiber optic corridor from Missoula, Montana through the Blackfeet Reservation.



The Economic Adjustment Assistance program provides resources to **help communities experiencing severe economic dislocation that may occur suddenly or over time**. Such a dislocation may have occurred or may be pending.

- Construction or Improvements to Public Assets
- Design and Engineering
- Technical Assistance
- Economic Recovery Strategies
- Capitalization or Recapitalization of Revolving Loan Funds





## ***Incubators and Workforce Training***

### **Incubators/Accelerators**

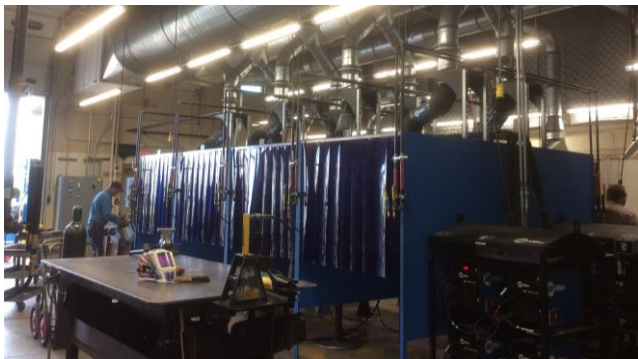
- Feasibility Study establishing market demand for companies proposed for incubation
- Financial Pro-Forma
- Management Plan
  - Incubator Performance Plan
  - Business Assistance Policy
  - Tenant Selection Policy
  - Tenant Graduation Policy
  - Tenant Lease Agreement
  - Staffing Plan and key partners/roles
- Anticipated Economic Impact (JOBS!!!!)
- All other Application Materials

### **Workforce Training Centers**

- Link to needs of regional employers and commitment of these employers to job creation
- Skills development is important, but has to tie back to needs of industry in region to hire additional workers or retain existing workforce







Industrial Trades Building,  
Great Falls, MT



Keokuk Industrial Maintenance  
Technology Building, Keokuk, IA



MTI - Wind Tech Training  
Tower, Near Mitchell, SD



Robotics Laboratory  
Wichita State University,  
Wichita, KS



Met Training Center, St. Louis, MO

# *Incubators & Innovation Centers*



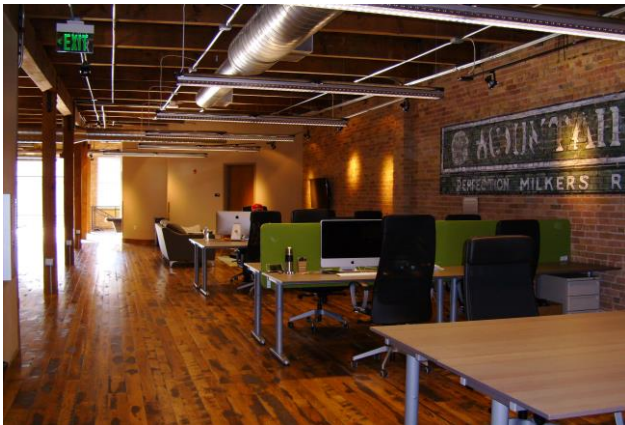
E2 Factory,  
Springfield, MO



Brookings Innovation Center,  
Brookings, SD



Montana Technology Enterprise Center, Missoula, MT



Mobile Apps Lab, Ogden, UT



Wyoming Technology Business Center, Casper, WY



## Assiniboine and Sioux Tribes of the Fort Peck Indian Reservation Poplar, Montana

In 2016 EDA awarded \$33,000 to the Assiniboine and Sioux Tribes for a workforce assessment study to develop a strategic plan based on Tribal workforce capacity and alignment with regional economic opportunity, including on-reservation private sector investments.

The “**State of the Workforce Study**” provides a model for high-quality job creation and public/private investment through integrated and collaborative partnerships.







## **EDA RLFs established for business lending.**

– Economic Adjustment Assistance Grants to capitalize or recapitalize RLFs most commonly fund business lending, but may also fund public infrastructure or other authorized lending activities. [see 13 CFR § 307.7]

- Approximately 558 EDA-funded RLFs nationwide
- EDA investment of \$555M
- Combined capital base of about \$843M
- Current Total Available for Lending – \$250M
- Over 27,000 loans made
- More than \$12B non-RLF dollars leveraged (22:1)
- Reported 340,000 jobs created, 307,000 jobs retained







## EDA RLF guiding principles

- ★ Gap financing for economic development purposes
- ★ Job creation (RLF \$ lent per job created/saved)
- ★ Leverage Private capital (private : RLF :: \$2 : \$1)
- ★ Fixed Assets, Working Capital
- ★ Start-up, Expansion, Retention
- ★ Use of RLF Income for administrative costs
- ★ Capital Utilization Standard (75% or greater)

**Federal Interest remains in perpetuity**





## **Region 9 Economic Development District of SW CO**

- ★ \$325k of \$435k RLF Grant (Awarded in 1995)
- ★ Manages a loan portfolio with USDA RD
- ★ Collaborates with Southwest Colorado Accelerator Program for Entrepreneurs
  - ★ Mentoring/training program for start-up businesses.
  - ★ Region 9 has made loans to 3 of their 15 graduates.

### **What Can I Use the Fund For?**

The BLF funds can be utilized for the following primary uses:

- Capital Equipment
- Inventory
- Working Capital

Other secondary uses are allowed with approval from the BLF Loan Committee.





EDA provides resources to support development in key areas, such as currently available ACC initiative.

- The ACC initiative is a collaborative, multi-agency effort designed to provide Federal resources to help communities experiencing negative impacts due to changes in coal industry and related supply chain.
- Regions need to be able to document their impact – no predefined eligible areas, but communities must make clear linkage back to changes in coal industry and/or supply chain.



EDA provides resources through the RIS program to spur innovation capacity-building activities in regions across the nation. Resources available include:

- **Seed Fund Support grants** to offer technical assistance and operational costs that support the feasibility, planning, formation, launch, or scale of cluster-based seed funds that will invest their capital in innovation based startups with a potential for high growth
- **i6** to support proof-of-concept and commercialization centers
- Projects do not have to be located in distressed areas, but emphasis on regional connectivity and applicability to ensure benefits will occur to greatest possible area

**INNOVATION AND  
ENTREPRENEURSHIP**







- The University Center program provides resources to connect assets of Universities with surrounding regions to support economic development.
- EDA is committed to facilitating collaboration between EDDs and UCs to ensure maximum benefit of both investments and ensure greatest possibility of facilitating sustainable long-term regional prosperity.

## *Technical Assistance & Short-Term Planning*

The Technical Assistance and Short-Term Planning investments are **designed to provide applicants resources to obtain, analyze, disseminate, and coordinate efforts that will lead to more informed economic development decision-making.**

Projects can take many forms, including: feasibility studies, economic impact or cluster analysis, regional best practice and dissemination efforts, and collaborative regional projects.





- EDA's Partnership Planning Program is designed to provide resources to help regional entities:
  - **Convene and lead** regional partners
  - **Develop** Regional Plans
  - **Implement** Initiatives to achieve development goals
  - **Evaluate** progress towards strategic regional goals
  - **Revise** Plans and activity as appropriate



## Examples of supported Promise Zone activity:

- Oglala Sioux Tribe – Wastewater treatment study; feasibility study for Organic Gardening and Livestock project; Comprehensive Economic Development Strategy (CEDS)
- Turtle Mountain Band of Chippewa and Spirit Lake Nation – Promise Zone Coordinator



## COVID Funds under the CARES Act

*The CARES Act provided EDA with \$1.5 billion. EDA published its Notice of Funding Opportunity (NOFO) on May 7, 2020 and began soliciting CARES Act applications under the authority of its Economic Adjustment Assistance (EAA) program, which is its most flexible and responsive program designed to support the economic development needs and priorities of local and regional stakeholders. Using its CARES Act funding, EDA will make grants that provide a wide-range of financial assistance to eligible entities, including Tribal groups, as they work to prevent, respond to, and recover from the impacts of the coronavirus pandemic.*

## OVERVIEW – FY 2020 CARES ACT SUPPLEMENTAL

Under the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) (Public Law 116-136), EDA was appropriated \$1.5 billion in additional Economic Adjustment Assistance (EAA) Program funds to assist communities impacted by the coronavirus pandemic

- After taking account of implementation and oversight costs, EDA anticipates awarding \$1.467 billion in grants to assist communities in responding to and recovering from the impacts of the coronavirus pandemic
- The supplemental funds are available for a limited period of time and must be awarded by EDA no later than September 30, 2022.

# NOFA ADDENDUM

- EDA is making the majority of the CARES Act funds available through an addendum to the FY 2020 Public Works and Economic Adjustment Assistance Notice of Funding Opportunity (PNOFO)

- These awards will be made using two parallel processes:

## 1. EDA's usual competitive process

\* For the competitive process, the procedures from the FY 2020 PWEAA NOFO generally apply to the CARES Act funds.

\*Certain special rules apply, however.

\*For more information, see EDA's webinar for competitive applicants.

## 2. A non-competitive process open to certain existing EDA grant recipients

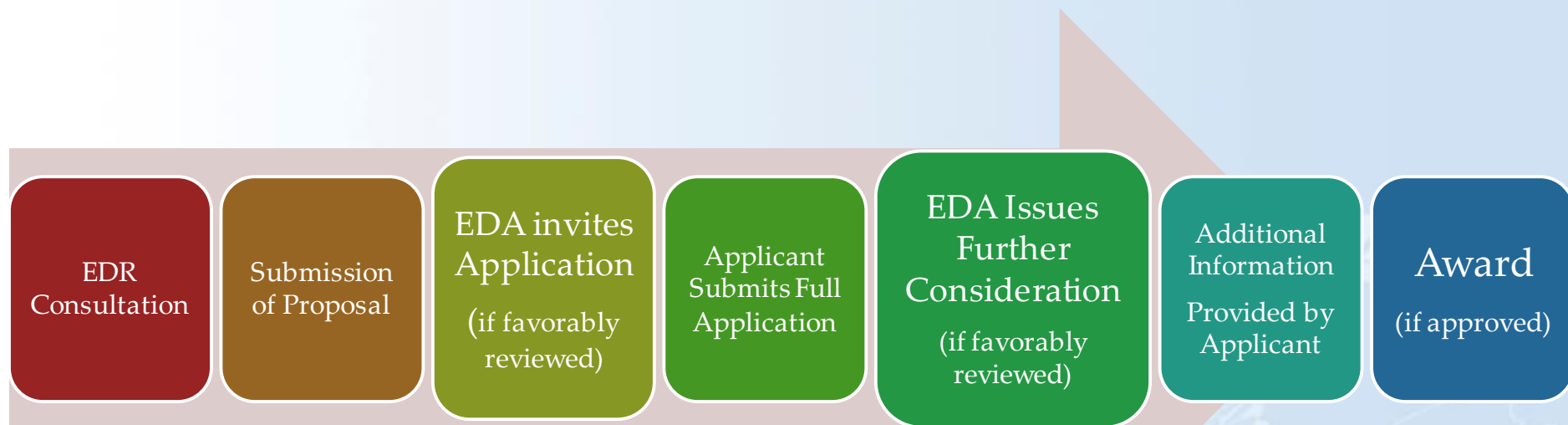
\* This process is open by invitation only.

CARES-Act information can be found on EDA's website at the following location: <https://www.eda.gov/coronavirus/>

CARES-Act RLF flexibilities are also on EDA's website:  
<https://www.eda.gov/files/coronavirus/CARES-Act-RLF-FAQ.pdf>



## Public Works & Economic Adjustment Assistance Process



**Jodi Duncan**

Economic Development Specialist

Email: [jduncan@eda.gov](mailto:jduncan@eda.gov)

Phone: (303) 844- 4901

## QUESTIONS?

