

St. Louis Economic Summit



Economic Development and Grant Training Workshop

Special thanks to:





Overview

•Presenters Forum

8:00 AM

- Grants & Economic Stimulus
- Small Business Opportunities

•Lunch on Your Own

12:15 PM

- Network/Visit Agency Information Tables

•Grant Research & Writing Seminar

1:30 PM

- Grant Writing for Non-Profits



What can we expect to learn today?

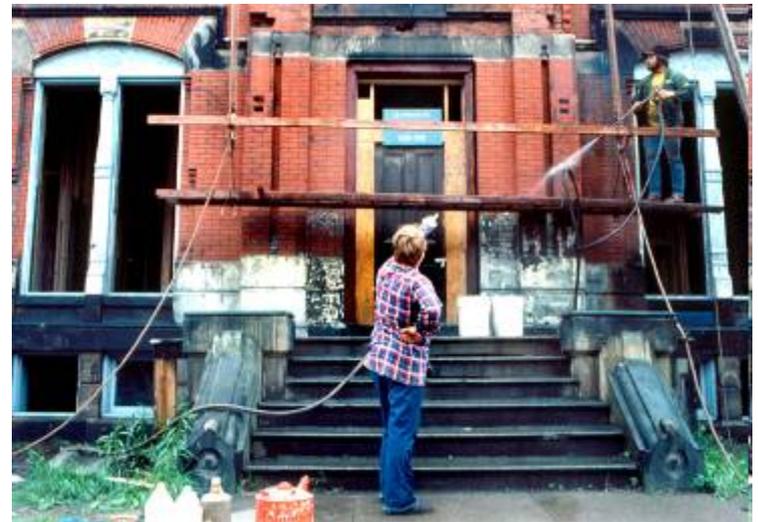
- Identify eligibility
- Identify grant opportunities
- Write grant applications
- Identify opportunities for business development
- Learn how the stimulus package works
- Learn how to do business with the federal government
- Connect constituents with resources

Doug Neff, Supervisory Housing Program Specialist

Dee Ann Ducote, Program Director, Community Planning and Development (CPD)

Contact: 314-539-6522

US Department of Housing & Urban Development (HUD)



USDA



Rural Development

Committed to the future of rural communities.



Committed to the future of rural communities.

Eligible Areas

- The loan and grant programs that we will touch on briefly this morning are available in the rural areas of our territory.
- In general, the rural eligible areas for our programs are located outside the St. Louis region with parts of Jefferson and St. Charles counties which are considered “non-rural” areas.
- To see if you would be located in a rural area, the agency maintains a interactive website @ the following address:

<http://eligibility.sc.egov.usda.gov/eligibility/welcomeAction.do>



USDA Rural Development

Building Communities From The
Ground Up



Committed to the future of rural communities.

Business Assistance

- 80 Percent Business & Industry Guaranteed Loans Available for Start-Up and Business Expansion
- Rural Business Enterprise Grants to Public Bodies & Not-For-Profits to:
 - Improve Infrastructure
 - Technical Assistance
 - Equipment for NFP
- Limited to Communities of 50,000 or Less

LIMIT
30

CITY LIMIT
TRUESDALE
POP. 397



WARREN CO.
SHELTERED
WORKSHOP, INC.
636.436.4800

EXIT



August 21, 2008

PAY TO THE ORDER OF

Sheltered Industries of the Meramec Valley, Inc. \$ 57,300.00

Fifty Seven Thousand Three Hundred and 00/100 DOLLARS

George W. Bush
United States President

Morris Westfall
Missouri State Director



SCRAP'N







Community Facility

- Examples Include:
 - Libraries
 - Fire Station/ Equipment
 - Nursing Homes
 - Ambulance Station/Equipment
 - Hospitals/Medical Clinics/Jails
- Direct Loans
- Guaranteed Loans
- Grants



A large, dark red rectangular sign with white text is mounted on a concrete base. The sign is situated in a grassy area with trees and utility poles in the background. The text on the sign reads "LINCOLN COUNTY" on the top line and "HEALTH DEPARTMENT" on the bottom line.

LINCOLN COUNTY
HEALTH DEPARTMENT





WELCOME TO
MONTGOMERY CITY

EST. 1859





LIBRARY







IRON COUNTY
HOSPITAL





WASHINGTON COUNTY 911

12252
WASHINGTON COUNTY
911
CENTRAL OFFICE

RESERVED PARKING
Handicap icon

RESERVED PARKING
Handicap icon



**MERAMEC REGIONAL
PLANNING COMMISSION**





4 INDUSTRIAL DRIVE

New Irondale Fire Station

Sponsor/Developer: Irondale Citizens Fire Group, Inc.

Architect: Taylor Engineering

Contractor: Brockmiller Construction



Committed to the future of rural communities.

Financed by United States Department of Agriculture (USDA) Rural Development and Community Development Block Grant.

This institution is an equal opportunity provider.

George W. Bush, President of the United States
Edward T. Schafer, Secretary of Agriculture



Water & Waste Assistance

- Direct Loans
- Grants
- Guaranteed Loans
- Population Limit – 10,000



PUBLIC WATER SYSTEM

Town of West Sullivan

P.O. Box 432, Sullivan, MO

Engineer....Cochran
Contractor... Schatz Underground
Contractor... Sewell Tank
Contractor... Ber Drilling



Committed to the future

Financed by the Department of Agriculture (USDA Rural Development)
Missouri DED /

East W. B...







CITY OF BERGER SANITARY SEWER SYSTEM

Developer : CITY OF BERGER
404 ROSALIE
BERGER MO 63014

Engineer : COCHRAN

Contractors : KJ UNNERSTALL
CONSTRUCTION CO.
ECKELKAMP EXCAVATING, INC.



Financed by United States Department of Agriculture (USDA) Rural Development
Department of Economic Development's CDBG Program
The Missouri Development Finance Board

This institution is an equal opportunity provider. Barack H. Obama, President of the United States
Tom Vilsack, Secretary of Agriculture



Rural Housing Loan and Grants

- USDA Guaranteed & Direct Loans for Home purchases
- Low & Moderate Income Families
- 30 -33 year fixed Interest Rate Loans
- Home Repair 1 Percent Interest Loans for Very Low Income Families
- Home Repair Grants for VL Income Families over 62 years of Age
- Limited to Communities of 20,000 population or less







HARDIN



Renewable Energy/Energy Efficiency

- Grants – May not exceed 25% of eligible Project Costs
- Farmers/Ranchers and Small Businesses
- Must be Located in Rural Area
- Farmers/Ranchers must obtain at least 50% of Gross Income from the Farm/Ranch
- Businesses must meet the SBA Definition of a Small Business



Y86-H9Y





Other Programs

- Value-Added Producer Grants
- Renewable Energy Programs
- American Reinvestment and Recovery Act
- Intermediary Relending Program

USDA



Rural Development

Committed to the future of rural communities.



Committed to the future of rural communities.

CONTACT:

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Donna Martin, Area Specialist

812 Progress Drive

Farmington, MO 63640

(660) 756 - 6413 Ext. 4

(573) 756 - 8037 Fax



Contact/Website

- USDA site – www.rurdev.usda.gov
- Missouri site – www.rurdev.usda.gov/mo/



EPA Region 7's Grants & CARE Resources

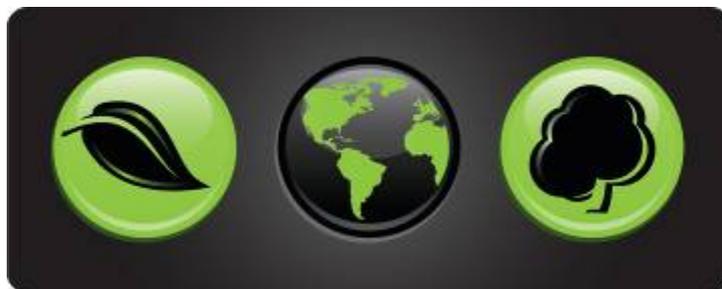
Kathleen L. Fenton

EPA Region 7's Grant Matrix

EPA CARE Program

EPA Region 7's Grant Matrix

http://www.epa.gov/region07/economics/r7_grant_opportunities.htm



Community Action for a Renewed Environment (CARE) Program

Four-process steps in CARE



1. Build a Partnership
2. Identify Problems and Solutions
3. Take Action
4. Sustainability

Resources

CARE grants bring EPA resources, personnel, expertise and voluntary programs to the grantee/community to help create a community-driven process.

CARE helps grantees, local leaders and the public-at-large (paid and volunteers) identify, understand and prioritize their environmental concerns.

CARE helps communities take local action to reduce environmental risks.

CARE helps communities build capacity for future environmental progress.



CARE is a two-level, highly competitive grant program.

CARE Level 1 projects (up to 100K)

The grantee, EPA and the community work together to build a local partnership that will identify their environmental issues, and work toward informing the community on the risks associated with the issues.

The required outcome of the Level 1 work will result in a prioritized list of the community's environmental concerns.



CARE Level 2 projects (up to 300K)

The CARE Level 2 project continues to work with the community partnership.

Level 2 projects create local plans where local solutions are implemented and environmental risks are reduced.

The additional hope is that the local CARE partnership has grown to the point of being a sustainable force in the community.





To find out more about CARE, visit:

HQ Website: <http://www.epa.gov/care>

CARE Grant Writing Tutorial:

<http://www.threestarenterprises.com/epa.asp>

CARE R7 Program Manager:

Kathleen L. Fenton

913-551-7874

fenton.kathleen@epa.gov

EPA Grants & Resources



Alma Moreno Lahm

May 15, 2009

EPA Brownfields Funding

EPA Brownfields Mission

- Empower states, communities, and other stakeholders in economic redevelopment **to work together** in a timely manner to **inventory, assess, safely clean up,** and **sustainably reuse brownfields.**
- Provides financial and technical assistance for brownfield revitalization, including grants for:
 - **Environmental Site Assessments**
 - **Site Cleanups (Direct Cleanups or Revolving**
 - **Loan Funds)**
 - **Job Training**



Brownfields Definition

“...**real property**, the expansion, redevelopment, or reuse of which may be complicated by the **presence or potential presence** of a hazardous substance, pollutant, or contaminant.”



The Brownfields Process

- **Identify** Property
- **Assess** Environmental Conditions
 - Phase I assessment
 - site visit, interviews, records search
 - Phase II assessment
 - sampling and testing
- **Cleanup**
- **Sustainable Redevelopment**



Who is Eligible to Apply for Brownfields Funding?

- **Assessment** - States, Tribes, Local Governments, Land Clearance Authorities, Regional Councils, Redevelopment Agencies & Other Quasi –Governmental Entities, Coalitions
- **Revolving Loan Funds** - Same as Assessment
- **Cleanup** – Same as Assessment + Non-Profits
- **Job Training** – Same as Cleanup + Universities & job training organizations



2009 Brownfield Funding

\$100 MILLION*
2009 ECONOMIC STIMULUS



\$78 MILLION*
COMMUNITIES

\$50 MILLION
STATES & TRIBES

***25% For Petroleum**

ASSESSMENT GRANTS

CLEANUP REVOLVING LOAN FUND GRANTS

DIRECT CLEANUP GRANTS

JOB-TRAINING GRANTS

TRAINING, RESEARCH AND TECHNICAL ASSISTANCE GRANTS

TARGETED BROWNFIELDS ASSESSMENTS

STATE & TRIBAL RESPONSE PROGRAM GRANTS



EPA Brownfields Stimulus Funds

\$100 Million Nationally

- **Clean Up, Revitalization and Sustainable Reuse of Contaminated Properties**
- **Stimulus spurs the cleanup of abandoned/underutilized properties**
- **Stimulus creates jobs**



Resources Available Now

Targeted Brownfields Assessments (TBA)

- State site specific assessments
- EPA funded contractor site specific assessments

Revolving Loan Funds

- Low interest rate cleanup loans and [subgrants](#)



Contacts

- **Missouri Site Specific Assessments**

Catherine Jones, (573) 526-4725

catherine.jones@dnr.mo.gov

- **EPA TBA Coordinator**

Ronald King, (913) 551-7568

king.ronald@epa.gov



Missouri

Revolving Loan Funds Contacts

State of Missouri

Kristin Tipton (573) 526-5555

kristin.allan.tipton@dnr.mo.gov

St. Louis

Chad Howell (314) 622-3400, x207

HowellC@stlouiscity.com

St. Louis County

Mark Brady (314) 615-7665

mbrady@stlouisco.com

Springfield

Olivia Hough (417) 864-1092

ohough@springfieldmo.gov

Kansas City

Andrew Bracker (816) 513-3002

andrew_bracker@kcmo.org



Brownfields Web Resources

- **U.S. Environmental Protection Agency (EPA)**
 - **National Brownfields and Land Revitalization**
<http://www.epa.gov/brownfields/>
 - **U.S. EPA Region 7 Brownfields Program**
<http://www.epa.gov/region7/cleanup/brownfields/index.htm>
 - **U.S. EPA Region 7 Targeted Brownfields Assessment Application**
www.epa.gov/region7/cleanup/brownfields/targeted_assessment.htm
- **Missouri Department of Natural Resources (MDNR)**
 - <http://www.missouribrownfields.com>





EPA Brownfields Contacts

Region 7 Brownfields Program Director

Steve Kovac, 913-551-7698

kovac.steve@epa.gov

Program Coordinator and FY09 Competition Lead

Susan Klein, 913-551-7786

klein.susan@epa.gov

Missouri Brownfields Coordinator

Alma Moreno Lahm, 913-551-7380

moreno-lahm.alma@epa.gov

Financial Assistance Opportunities



Missouri Department of Natural Resources

Marsha Boone
Director, Community Assistance

573-526-1318

www.dnr.mo.gov/assistance

contact@dnr.mo.gov



Missouri Department of Natural Resources
Outreach and Assistance Center



TRANSFORM.MO.GOV
TRANSFORM MISSOURI INITIATIVE

Jay Nixon
Governor



Missouri Economic Stimulus Team

Mark Reading



MissouriCareerSource.com

Workforce Development System Overview

Donny J. Carroll

Regional Manager

Missouri Career Centers

St. Louis City Region

Objectives

- Workforce Development System Overview
- Missouri Career Center Services
- Career Center Locations
- Questions



MissouriCareerSource.com

Workforce Development System



MissouriCareerSource.com

Workforce Investment Act (WIA) of 1998

- Established Workforce Investment Board in 2008.
- Local WIBs consist of representatives appointed by Chief Local Elected Officials (CLEO).
- At least 51% of the WIB representatives **must** come from private business
- Other positions filled by labor unions, educational institutions, community-based organizations, and WIA partners.



MissouriCareerSource.com

Missouri Career Center Services

- Comprehensive Resource for all Employment & Training Services
- Services for Job Seekers and Businesses
- Collaborative Partnership of Workforce Development Professionals



MissouriCareerSource.com

Job Seeker Services

- Resource Area with internet accessible computers, fax machines, telephones, copiers, and printers.
- Current Labor Market Information
- Workshops (Resume, Career Strategies, Interviewing, Networking Tips, etc.).
- Career Planning



MissouriCareerSource.com

Job Seeker Services (Continued)

- Veterans Services
- WIA Services (Adult, Dislocated Worker, Youth Training Programs)
- Job Search Assistance and Referrals
- Career Assessment Tools
- Access to missouricareersource.com website.



MissouriCareerSource.com

Business Services

- Recruitment
 - Advertise Job Opportunities
 - Access to Skilled / Professionals
 - Screen / Referral Qualified Job Applicants
 - Fully Equipped Business Service Center



MissouriCareerSource.com

Business Services (Continued)

- Financial and Training Incentives
- Missouri Customized Training Program
- Missouri Community College New Jobs Training program
- Work Opportunity Tax Credit
- Federal Bonding program



MissouriCareerSource.com

Business Services (Continued)

- Labor Market Information and Current Economic Trends
- Business Services Representative
- Website: missouricareersource.com



MissouriCareerSource.com

Missouri Career Center Locations

St. Louis City

St. Louis Central Career Center
4811 Delmar Boulevard
St. Louis, MO 63108
Bus: (314) 877 – 0916
Fax: (314) 877 – 0931

SLATE Missouri Career Center
1017 Olive Street
St. Louis, MO 63101
Bus: (314) 589 – 8000
Fax: (314) 231 – 7923



Missouri Career Center Locations

St. Louis County

St. Louis County Career Center
26 North Oaks Plaza
St. Louis, MO 68121
Bus: (314) 381 – 6700
Fax: (314) 381 – 7247

St. Louis County Career Center - Deer Creek
3256 Laclede Station Road
St. Louis, MO 63143
Bus: (314) 877 – 0001
Fax: (314) 877 - 0022

Florissant Career Center
4040 Seven Hills Drive, Suite 166
St. Louis, MO 63033
Bus: (314) 877 – 3010
Fax: 9314) 877 – 3020

St. Louis County Career Center – South
7545 South Lindbergh, Suite 140
St. Louis, MO 63125
Bus: (314) 416 – 2917
Fax: (314) 416 - 2915

LAURIE HINES

PROJECT SPECIALIST AND AGING COORDINATOR

MISSOURI DEPARTMENT OF HEALTH AND SENIOR
SERVICES

MEMBER, TRANSFORM MISSOURI PROJECT



Health Care Initiatives and Funding Opportunities in ARRA

- *“What do we want health care in America to look like?”*

Carolyn M. Clancy, M.D.

Director, Agency for Healthcare Research and Quality (AHRQ)

Health Resources and Services

\$500 M – grants to health centers (federally qualified health centers)

\$500 M – health professions workforce shortage

\$2 B – grant support for community health centers for renovations, repairs, and technology

DHSS will be the recipient of some of the funds to enhance the PRIMO (Primary Care Resource Initiatives for Missouri) program. This funding will allow DHSS to fund additional requests for loan repayment from doctors, dentists, psychologists, etc.

Comparative Effectiveness Research

\$700 M – to AHRQ, NIH, IOM

A Federal Coordinating Council, chaired by the HHS Secretary will make recommendations on research priorities, which could include:

- Treatments for chronic conditions
- Eliminating conflicts of interest
- Patient focused research
- Holistic medicine
- Disparities
- Prevention and wellness
- Pharmacogenomics
- Adverse drug events

Comparative Effectiveness Research (cont.)

Concerns:

- 1) How to get new data into the hands of clinicians and patients;
- 2) Legislation does not allow any of the research findings to be used to make coverage determinations;
- 3) Can cost be considered and if so, can it be considered without limiting access or benefits.

Listening sessions are being held around the country. AHRQ will be hosting a symposium on June 1 and 2.

DHSS will submit a grant proposal to upgrade the state cancer registry to add a survivor registry that will add more complete treatment data.

Prevention and Wellness

\$1 B – from which \$300 M will be used for the immunization program. \$650 M for clinical and community-based prevention and wellness strategies. \$50 M for health care associated infections reduction strategies.

Missouri will be the recipient of \$3,574,454 for immunizations operations and for vaccine purchases by the Section 317 grantees (local public health agencies). 25% of this amount will go to DHSS for operations. 75% will go to vaccine purchase.

DHSS may be the recipient of funds to develop strategies for reducing health care associated infections.

Health IT

\$2 B for the HHS Secretary to make investments in infrastructure through grants and loans, consistent with the strategic plan developed by the Office of the National Coordinator.

At least \$300 M for a variety of efforts, including:

- HIT implementation assistance, through funding HIT regional extension centers.
- State grants to promote technology and health information exchange. DHSS and DSS are working together to develop a process for submitting a competitive grant application that ensures all stakeholders interests are considered.
- Grants to states to develop a loan program to facilitate the adoption of certified technology.
- Integrating HIT into clinical and health informatics educational programs.

Health IT (cont.)

\$34 B (OBM scoring of the bill) for Medicaid and Medicare incentive payments to qualified health care providers who adopt and use (meaningful use) electronic health records.

- A CMS Medicaid Director's letter will provide more guidance to MoHealthNet.
- MoHealthNet will communicate regularly to its providers.



Q & A





U.S. Senator Claire McCaskill

St. Louis Regional Office
5850 Delmar, Suite A
St. Louis, Missouri 63112
(314) 367-1364

www.mcaskill.senate.gov



BREAK
10:35-10:45 PM

Please take this opportunity to network
and visit the agency tables.



U. S. Commercial Service Your Key to Export Success

Ken Walsh

International Trade Specialist

Ken.Walsh@mail.doc.gov

www.Export.gov



U.S. Commercial Service



*To protect and promote
American business interests
all over the world.*



INTERNATIONAL
TRADE
ADMINISTRATION





International Trade Benefits

- **New Customers**
- **New Revenue Streams**
- **Smooth Business Cycles**
- **Extend Product Lifecycle**
- **Product Innovation**



Missouri Jobs

- Missouri's Exports – \$12.8 billion
- 4,059 Missouri Companies Exported
- Missouri Jobs are Dependent on Exporting
 - One-sixth Manufacturing Jobs (17.2%)
 - 4.7 % of total private-sector employment



Source: International Trade Administration and Bureau of the Census, Foreign Trade Division: [Exporter Database](#).



U.S. Commercial Service Overview

Over 100 Offices Nationwide, 80 Countries Worldwide





We Help Make Trade Happen

How We Do What We Do

- **Business Counseling**
- **Market Research & Analysis**
- **Sales Leads & Trade Contacts**
- **Trade Promotion Events**
- **Advocacy**
- **Small Business & Trade Financing**
- **Strategic Partnerships**



Business Counseling

The U.S. Commercial Service will help you:

- **Identify best potential markets**
- **Highlight opportunities & challenges**
- **Find buyers & distributors**
- **Find information on how to do business**
- **Identify promising promotional events**



Market Research & Analysis

- Does my product or service have potential?
- Who are my competitors?
- How do I gain market access?
- What about comparable products or services?
- Are there any obstacles in this market?



Products & Services

- **Gold Key Service**
- **International Company Profiles**
- **Commercial News USA**
- **Trade Missions & Trade Shows**
- **Videoconferencing**
- **Webcasts & Webinars**



Contact Us

- **U.S. Export Assistance Center**
 - SBA Export Finance Programs
- **Visit our Booth**
 - **Ken Walsh**
- **www.BuyUSA.gov/stlouis**
- **Missouri Office:**
314-425-3302



**US Department of Commerce
Economic Development Administration**

Economic Development Administration (EDA) Programs and Guidelines



Economic Development Administration (EDA)



EDA provides **grant-based investments** to units of state and local government, non-profits, Indian tribes and colleges and universities. **Funding priority** will be given to investment proposals that support:

Long-term, collaborative regional economic development approaches

Innovation and competitiveness

Encourage entrepreneurship

Strategies and investments that connect regional economies with the global marketplace



Economic Development Administration



Investment Guidelines: Investment proposals are competitively evaluated on the extent to which they:

Are market-based and results driven

Have strong organizational leadership

Advance productivity, innovation and entrepreneurship

Look beyond the immediate economic horizon

Demonstrate a high degree of commitment (i.e., additional public/private support)



Economic Development Administration



Investments Types

Public Works

Supports the construction, expansion or upgrade of public infrastructure and facilities

Economic Adjustment

Assists in the design and/or implementation of strategies (e.g., strategy development, infrastructure construction, revolving loan fund capitalization) to assist communities or regions that have experienced or are under the threat of serious damage to the underlying economic base



Economic Development Administration

Investments Types

Research and National Technical Assistance

Supports research of leading edge economic development practices as well as information dissemination efforts to national audiences

Local Technical Assistance

Focused assistance provided to public and nonprofit leaders to help in economic development decision making (e.g., project planning, impact analyses, feasibility studies) -- also includes the *University Center Program*, which makes the resources of universities available to the economic development community



Economic Development Administration



Investments Types

Partnership Planning

Assists local and regional organizations (Economic Development Districts, Indian Tribes, and other eligible areas) with their short and long-term planning efforts

Trade Adjustment Assistance

Supports a national network of eleven Trade Adjustment Assistance Centers to help communities and regions affected by increased imports prepare and implement strategies to guide their economic recovery



Mid America Trade Adjustment Assistance Center

www.taacenters.org



Contact Information

Theresa M. Hauk

Director

664 SE Bayberry Lane, Suite 101

Lee's Summit, MO 64063

Phone: (816) 246-1555

Fax: (816) 246-9860

Email: haukt@taacenter.org



Economic Development Administration

Applying for Investments – Key Points

- Open application cycle is highly competitive
- Eligible applicants must be a state, a political subdivision of a state, district organization, indian tribe, institution of higher education, or a non-profit organization
- Eligible applicants must meet certain economic distress criteria (except Planning and Technical Assistance Program)
- Cost sharing or matching is required



Economic Development Administration

Applying for Investments-Key Points continued

- Investments seek to foster higher-skill, higher-wage jobs and private capital investment in areas of severe economic distress
- Public facilities such as schools, hospitals and other government buildings are not eligible projects
- Projects range from small, upfront planning efforts to multi-million dollar infrastructure improvements
- Proposals must be based on a locally developed Comprehensive Economic Development Strategy (CEDS)



For more information contact:

Mark Werthmann

Economic Development Representative

U.S. Department of Commerce

Economic Development Administration

Charles Evan Whittaker Courthouse

400 E. 9th Street, Suite 9353

Kansas City, MO 64106

(816) 471-2623 office

(816) 471-7867 fax

mwerthmann@eda.doc.gov

www.eda.gov





Passed in what is called the Recovery Act:

- a package of loan fee reductions,
- higher guarantees,
- new SBA programs,
- secondary market incentives, and
- enhancements to current SBA programs

Designed to help unlock credit markets and begin economic recovery for the nation's small business sector.



90 Percent Guarantee/Fee Reductions

U.S. Small Business Administration

- \$375 million will allow for temporary fee reductions or eliminations on SBA loans
- Will allow SBA to raise its loan guarantee from current levels to as much as 90 percent for some loans.
- *At present, SBA can guarantee loans to 85 percent up to \$150,000, and up to 75 percent on loans greater than \$150,000.*

Your small business resource.

Helping small businesses
start, grow and succeed.



RECOVERY.GOV



Business Stabilization Loans

- \$255 million to create a new SBA loan program to provide deferred-payment loans of up to \$35,000 to viable small businesses undergoing immediate financial hardship that need the money to make payments on an existing, qualifying loan
- Businesses may defer payment for up to six months
- Loans are 100 percent guaranteed by SBA
- Repayment would not have to begin until 12 months after the loan is fully disbursed

U.S. Small Business Administration

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Helping small businesses
start, grow and succeed.



Microloans

- Expands by \$30 million SBA's Microloan program, (*which provides small loans up to \$35,000 paired with technical assistance to start-up, newly established or growing small businesses*)
- Provides funding to increase lending by SBA to participating Microlenders by \$50 million through September 30, 2010, and,
- Adds \$24 million to pay for the technical assistance and training Microlenders provide to borrowers.

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Refinancing

- Gives the SBA the power to use the 504 Certified Development Company program to refinance existing loans for fixed assets
- Provides fresh support for small business expansion through this existing loan program

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start, grow and succeed.



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Guarantees for Loan Pools

- Authorizes SBA to deploy federal guarantees for pools of first lien loans, to sell to investors in a secondary market
- Provides liquidity for first mortgages to help encourage lenders to continue participating in SBA's 504 loan program
- May help address some issues facing the secondary market for SBA 7(a) loans

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Investment Program

- Helps SBA-licensed Small Business Investment Companies (SBICs) and SBIC fund families better leverage the capital they use to invest in small businesses.
- Sets maximum funding levels SBA can provide at up to three times the private capital raised, or \$150 million, whichever is less
- Raises the percentage any one

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Expands Surety Bonds

- Raises the maximum contract amount that can be covered by an SBA guaranteed surety bond from \$2 million to \$5 million and under certain circumstances, for contracts amounting to \$10 million
- Provides \$15 million in additional funds to recover the costs of expanding this

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Allows for Small Business Tax Provisions

U.S. Small Business Administration

New tax breaks for small businesses:

- Extends a provision allowing businesses to expense up to \$250,000 of new capital equipment immediately rather than over time through depreciation. ***The \$250,000 amount originally was established for 2008, nearly doubling the amount from 2007. The new amount now applies to all of 2009 as well.***
- Extends, through the end of 2009, the 50 percent bonus depreciation on some capital expenses. ***That provision had been slated to expire after last year.***
- Businesses with annual revenue, based on a three-year average of up to \$15 million, can now carry back their 2008 losses over a period of five years. ***This allows businesses to reduce their tax burden in those earlier years. Previously businesses could carry back their losses only two years.***

Your small business resource.

Helping small businesses
start, grow and succeed.



U.S. Small Business Administration

For more
information
about the SBA's
part in small business recovery
go to:

Your small business resource.

www.sba.gov/recovery

Helping small businesses
start, grow and succeed.



RECOVERY.GOV



SBA Budget Overview

SBA Gains in the Budget

- President Barack Obama's FY 2010 Budget Overview offers full support for the SBA's credit programs, authorizing SBA to support loan guarantees of \$28 billion.
- The FY 2010 Budget Overview provides a broad outline of the President's budget priorities, including an appropriation for SBA of approximately \$700 million. The full budget proposal with account level appropriation details is scheduled for release in April.
- The spending cited in the broad proposal would be in addition to the \$730 million funding provided for SBA credit programs in the Recovery Act.
- The bill also provides for \$1.1 billion in direct disaster loans and provides for the launch of a pilot program to test the use of SBA-guaranteed loans as part of the agency's response to disaster declarations.

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start, grow and succeed.



RECOVERY.GOV

Missouri Procurement Technical Assistance Centers (PTAC)

Selling to the Government

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State Director

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MO PTAC Mission

Help businesses obtain and perform federal, state, and local government contracts which will generate employment and improve the local economy.

PTAC Program History

- Created by Congress in 1985 to assist businesses entering into the government procurement arena.
- Funded by Department of Defense (DoD) Cooperative Agreements and University of Missouri
- Frequently hosted by universities with a cost sharing grant or cooperative agreement.

National Programs

- Approximately 90 Programs
- Statewide and Regional
- Native American
- Covering 46 States
- Find listing of all PTACS at:
- <http://www.dla.mil/db/procurem.htm>
- http://www.aptac-us.org/new/Govt_Contracting/find.php

PTAC Services

- Marketing to the Government
- Bidding Opportunities
- Bid/Quote/Proposal Preparation
- Federal & Military Specifications & Standards
- Procurement History
- Electronic Commerce
- Contractor Registrations & Certifications
- Procurement Counseling

Marketing to the Government

- Developing Marketing Strategies
- Identifying Buying Offices
 - Determine your Federal Supply Classifications (FSC/PSC)
www.usabid.com/resources/tables/pscs.
 - Federal Procurement Data Center Reports
 - Forecast websites
 - Federal Agencies:
 - www.pforecast.net
 - State Agencies: each purchasing website

Bidding Opportunities

- Electronic bid matching of Federal, state and local government bid leads by establishing your company profile consisting of:
 - Keywords
 - FSC/PSC
 - SIC/NAICS
 - States of performance (including international leads)

Types of Bid Matches

- Federal Government bid leads
- State and Local Government bid leads
- Electronic Commerce bid leads
- Contract Awards notices (useful for subcontracting opportunities)
- SUB-Net subcontracting bid leads
- Foreign bid leads
- Announcements

Bid/Quote/Proposal/GSA FSS Preparation Assistance

- Complete Representations and Certifications
- Understand Federal Acquisition Regulations and Clauses
- Complete Forms
- Review Offers
- Prepare Oral Presentations

Specifications and Standards

- Access to over 100,000 federal and military specifications and standards
 - Mil Spec 129: Marking (Bar Coding & RFID)
- Track by number or nomenclature

Procurement History Record

- Past pricing
- Previous quantities
- Dates purchased
- Contracted vendors
- Tracked by National Stock Numbers (NSN)

Electronic Commerce Consulting

- Internet sites
- Electronic Bulletin Boards (EBB)
- Electronic Data Interchange (EDI)
- Seminars/workshops
- Technical support

Government Registration Assistance

- Make vendors aware of the appropriate registrations
- Provide registration websites
- Assist in completing the registration

Government Certifications Assistance

- Make vendors aware of the available certifications and eligibility requirements
- Help determine if they are eligible
- Provide certification application websites
- Assist in completing the certification application

Procurement Counseling

One on one consulting

Pre-award:

- Government marketing
- Solicitation mailing list
- Review bid package
- Specs & standards
- Clauses

Training & Seminars

Post-award:

- Performance & delivery
- Quality
- Payment

Benefits of Utilizing PTAC Services

- Businesses:
 - Increase Bid Opportunities
 - Access to Conferences and Training
 - Increased Networking Opportunities
 - Win More Government Contracts

- Government Agencies:
 - Support Federal Contracting & Subcontracting Requirements:
 - Access to Qualified Small Businesses
 - Educate your Small Business Vendors on Government Contracting Process and Requirements

National PTAC Performance

Fiscal Year 2006:

- 99,000 contracts and subcontracts
- \$14.188 billion in contract dollars

Return on Investment:

- Over \$436 for every federal dollar invested

Cost for PTAC services varies by PTAC

- Missouri PTAC
 - \$300 per year
 - First 3 months free
 - No obligation to continue
- Complete a brief monthly client status report
- Complete an annual quality of services survey

How to Utilize PTAC Services

- Contact your local PTAC
- <http://www.dla.mil/db/procurem.htm>
- http://www.aptac-us.org/new/Govt_Contracting/find.php
- For MO PTAC:
 - Attend Selling to the Government
 - Set appointment to create search criteria profile for bid matching service
 - Create list of key words that describe products/services
 - Complete CCR, SBA Supplemental Information & ORCA registrations

MO PTAC

Thank You!

St. Louis Economic Development Workshop

May 15, 2009

Terry Maglich
Manager, Division of Business and Community
Services

Department of Economic Development

- Director – Linda Martinez
- Goals:
 - To facilitate economic development opportunities in the state with the outcome of:
 - New job creation, specifically jobs that pay above the county average wage and pay health benefits;
 - New business attraction
 - Existing business expansion
 - New business start up
 - Increased private investment;
 - An educated workforce;
 - Sustainable communities.

DED Structure

- Divisions of the Department
 - Business and Community Services
 - Workforce Development
 - Public Service Commission
 - Office of the Public Council
- Boards and Commissions
 - Arts Council
 - Tourism
 - Missouri Technology Corporation
 - Missouri Housing Development Commission
 - Missouri Development Finance Board

DED Programs

- Customers:

The types of entities that the DED works with directly:

- Local government
- Non-profits
- Developers
- Homeowners
- Businesses
- Community Colleges
- Workforce Investment Boards

DED Programs

- Program Types:

The different means to assist customers within state law:

- Technical Assistance
- Tax credits
 - Contribution tax credits
 - Investment tax credits
- Grants
- Tax increment financing
- Small business loans

DED Programs

- Program Categories:
 - Affordable housing
 - Business development
 - Community development
 - Infrastructure development
 - Redevelopment
 - Workforce development

Affordable Housing

Designed to support the development of new and rehab of existing affordable housing; both single family and multi-family

- tax credits
- Tax exempt bond allocation

Business Development Programs

Designed to incent job creation and private investment for new business location and existing business expansion

- Business Reps
- Business Partners
- Business Proposal process

Community Development

Designed to assist in the physical and social improvements of a community

- Volunteerism
- Youth Development
- Community and Neighborhood planning
- Community Facilities
 - Community Centers
 - Senior Centers

Public Purpose Infrastructure Programs

Designed to assist with the development of infrastructure to support community growth

- Water/Wastewater
- Industrial parks
- Downtown Streetscape

Redevelopment Programs

Designed to revitalize, remediate and rehabilitate buildings, infrastructure, neighborhoods, downtowns.

- Historic preservation
- Brownfield remediation

Worker Training Programs

Designed to educate and train workers both existing and new to the workforce

- New Job training
- Job retention
- Dislocated worker training
- Rapid Response

Thank you!



Q & A





LUNCH BREAK

12:15-1:30 PM

Local Restaurant List Available at Registration Tables



Economic Development & Grant Training Workshop

University of Missouri – St. Louis
Blanche M. Touhill Performing Arts Center
One University Boulevard
St. Louis, Missouri 63121

Friday May 15, 2009

Grant Writing in an Economic Whirlwind

Keys to Developing Quality Proposals

Nancy T. Kinney, Ph.D.

Public Policy Administration & Political Science,
University of Missouri - St. Louis

Goals for Session

- Basic elements of grant development
- Sources of information on funding opportunities
- Assess grant potential of American Recovery and Reinvestment Act of 2009 (ARRA) for nonprofit and community-based groups

Helpful Resources

- *Program Planning & Proposal Writing*, The Grantsmanship Center
 - <http://www.tgci.com/publications.shtml>
- *Guide to Proposal Writing*, The Foundation Center (also free online tutorials)
 - <http://foundationcenter.org/getstarted/learnabout/proposalwriting.html>

More Resources

- Special Grant Information Collections at area public libraries
 - St. Louis City, St. Louis County, St. Charles County
- Local Training Events
 - UMSL's Fundraising Institute, June 8-12

Sources of Grant Funding

- Government
- Foundations
- Organizations
- Corporations

Intense Competition for Funding

- Nonprofit organizations
- Local governments
- Public schools
- Research institutions

Formula for a Successful Grant:

- Research & Planning $2/3$
 - Writing $+1/3$
-
- = Success!

Basic Steps in the Grant Process

- Researching the opportunities
- Planning
- Writing and revising
- Submitting the proposal
- Receiving the grant award

Developing Your Proposal

- Assess your organization
- Assess your project
- Evaluate people-power
- Set a timetable
- Identify funder(s)
- Find the right “match”
- Create and execute the plan

Components of a Proposal

- Proposal summary
- Introduction of agency and establishing its qualifications
- Problem or needs statement
- Project objectives

Components of a Proposal, con't

- Project methods or design
- Project evaluation
- Future funding
- Project budget

Sizing up a Funder

- Support your type of organization?
- Support your type of project?
- Published guidelines?
- Average award range?
- Contact possible?

Prospects for Funding from ARRA

- Anticipated benefits for State of Missouri:
 - Infrastructure and Science
 - Education and Training
 - Energy
 - Services for low-income and unemployed
 - Homelessness Prevention
 - Law Enforcement

Source: <http://dpc.senate.gov/states/MO.pdf>

Advice from National Council of Nonprofits

- Previous government grant experience a “plus”
- Partner with State & Local governments
- Complete as much “pre-application” work as possible
- Register in advance to get notice of opportunities

Source: www.councilofnonprofits.org

More Ideas

To learn about funding opportunities, check websites of

- Members of Congress
- Regional, state and other Federal offices
- Missouri's Recovery website
- Governor's Office
- Mayor's Office

State of Missouri Resources

- Transform Missouri - proposals
 - <http://transform.mo.gov/>
- Stimulus Watch
 - http://www.stimuluswatch.org/project/by_state/MO



TRANSFORM.MO.GOV
TRANSFORM MISSOURI INITIATIVE

Submit Your Transform Missouri Project Proposal

Submitting a Proposal

Transformmo.gov is looking for projects and ideas that will create Missouri jobs and help transform our state's economy. If you believe you or your business, organization or governmental entity has such a project that might be eligible for funding under the federal recovery act, please submit the form on this page.

The purpose of this Web site is to gather information about projects that might be eligible for recovery funds and to make sure that the potential sponsors of those projects receive information on how to apply for recovery funds once such a procedure is in place. Once the application process is in place, eligible applicants will receive information on how to submit an official application for recovery funds. Use the form on this page to submit your project proposal. Again, the form on this page is NOT a formal application for recovery funds.

Instructions

Read and understand the [terms and policies](#).

* denotes required field

Contact Information

Your First Name *	Your Last Name *	
<input type="text"/>	<input type="text"/>	
Email Address*		
<input type="text"/>		
Cell Phone*	Work Phone	
<input type="text"/>	<input type="text"/>	
Your Title *		
<input type="text"/>		
Organization Name		
<input type="text"/>		
Organization Address		
<input type="text"/>		
<input type="text"/>		
Organization City	State	Zip
<input type="text"/>	<input type="text"/>	<input type="text"/>

Project Information

Project Name *

Avoid Common Pitfalls

- Misunderstanding your organization's priorities
- Disregarding the funder's application guidelines
- Being unrealistic in your approach to funders
- Failing to be clear and compelling in your request

Other pitfalls

- Forgetting that funders are people
- Giving up

Good luck!

For more information about UMSL's
Nonprofit Management and Leadership program,
go to
www.umsl.edu/npml



Thank you!

U.S. Senator Claire McCaskill

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