

Securing Federal Dollars for Your Economic Development Priorities

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GrantWorks.

Who We Are

1

GrantWorks. is the only **full-service** national grants management firm in the U.S.

2

Our History: Est. in 1979 – Headquartered in Austin, Texas

3

Our Reach: Nationwide Staff with 90 Satellite Offices

4

Our Stats: \$12 Billion, 6,000+ Grants, 625+ Communities

5

Proven Approach: 90% Economic Development Grant Approval Rate

6

Our Industries: Housing, Disaster Recovery, Planning, Broadband, Labor Compliance, Environmental, Economic Development

The Reality of Economic Development Deals

- Projects rarely “fund themselves”
- Funding gaps are the norm
- Increasing complexity:

Infrastructure



Workforce



Site Readiness

Public funding can be a difference maker.

Key Principle

Funding doesn't create deals—strategic alignment does.



The Deal Lifecycle



Stage 1: Prospect Identified



Key tip: Start thinking about eligibility immediately

Stage 2: Project Definition



Finding alignment: Identify a public need that serves a private goal

Stage 3: Funding Strategy

Grants might be offered by:

Governments

Non-Profits

Regional Agencies

It's important to understand what grants are **not**:



MATCH

Identifying Potential Grants

It can be difficult to find potential grants, but there are a few places you can look at:

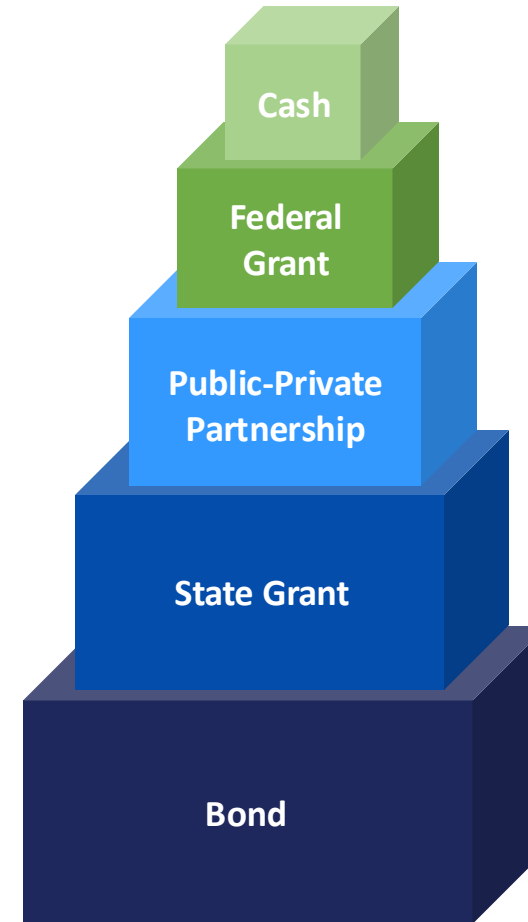
Grants.gov

USA.gov

Agency-specific portals (EDA, HUD, SBA, USDA. etc.)

Capital Stack

- Create more flexibility
- Decrease reliance on any one source



Timing & Alignment

- Grant windows vs. business timelines
- Procurement and approvals
- Political and board approvals



Key risk: misaligned timelines kill deals

Stage 4: Application

Grants are competitive.

The reality is that grants are competitive.

Taking the time to strengthen your grant application is important, because it may be a **small and simple mistake** that leads to someone *else* getting funding instead of you.

Asking for feedback when you get rejected for a grant is the best way to learn exactly what gaps might exist in your grant writing abilities and skills, but there are some techniques and practices you can implement to strengthen your grant application.

Align Values

Know Your Stuff

**Have a Good
Writer**

**Find More Than
One Funder**

Gather Evidence

Stage 5: Implementation

Grant Application

*The **Easy** Part*

- Alignment with Regional CEDS
- Environmental Review
- Preliminary Engineering Review
- Experienced Grant Writer with History of Success

Grant Administration

*The **Hard** Part*

- Monthly Progress Reports & Quarterly Financial Reports
- Labor & Wage Compliance (Davis Bacon)
- Track Job Creation for 5 Years
- Compliance, Compliance, Compliance
- Experienced Grant Administrator Familiar with Funder

U.S. Funding Snapshot

Infrastructure

- **Department of Transportation (DOT)** – Rebuilding American Infrastructure with Sustainability and Equity (RAISE) Grants
- **Environmental Protection Agency (EPA)** – Clean Water State Revolving Fund (CWSRF) & Drinking Water State Revolving Fund (DWSRF)
- **Economic Development Administration (EDA)** – Public Works Program

Community Development

- **Department of Housing and Urban Development (HUD)** – Community Development Block Grants (CDBG)
- **Appalachian Regional Commission (ARC)** – Area Development Program
- **U.S. Department of Agriculture (USDA)** – Community Facilities Direct Loan & Grant Program

Workforce Development

- **Department of Labor (DOL)** – Workforce Innovation and Opportunity Act (WIOA) Grants
- **EDA** – Good Jobs Challenge
- **Department of Education (ED)** – Perkins Career and Technical Education Act

Economic Development & Resilience

- **EDA** – Economic Adjustment Assistance (EAA)
- **Small Business Administration (SBA)** – State Trade Expansion Program (STEP)
- **Federal Emergency Management Agency (FEMA)** – Building Resilient Infrastructure and Communities (BRIC)

Energy & Environment

- **Department of Energy (DOE)** – Grid Resilience and Innovation Partnerships (GRIP) Program
- **EPA** – Environmental Justice Grants
- **USDA** – Rural Energy for America Program (REAP)

BEFORE PURSUING EDA GRANTS

Do you meet the following requirements?



30% Project Design

Or have engaged engineer who can complete 30% project design in next 60 days



20% - 50% Funds Match

To cover project cost with 50% - 80% being EDA



Private Company

Committed to sign letter to create jobs as a result of the project



Economic Distress

Demonstrate threat of private sector job loss; poverty rate or local unemployment rate higher than state rate; or similar evidence of need



Site Control

Have ownership, leasehold, or right-of-way

Current Funding Opportunities through EDA

Public Works and Economic Adjustment Assistance (PWEAA)

- ◀ Infrastructure projects including water, sewer, utility, roadway, rail spurs, etc...
- **IN SUPPORT OF NEW PRIVATE DEVELOPMENT, JOBS, and PRIVATE INVESTMENT**
- **50/50 Match Requirement**

FY2025 Disaster Supplemental

- ◀ PWEAA requirements, but.....
- **RESPONDING TO THE EFFECTS OF A FEDERALLY DECLARED DISASTER IN 2023 OR 2024**
- **80/20 Match Requirement**

Pitfalls

X	Waiting too late to consider funding
X	Forcing projects into programs
X	Weak partnerships
X	Underestimating timelines
X	Ignoring compliance

Final Takeaways

1

Funding is strategic, not transactional

2

Deals succeed when funding is integrated early

3

Systems differ, but principles are universal

Questions?



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