

TIFIA Rural Project Initiative

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Submit questions in the chat box at anytime

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Outline

- Introduction to ROUTES
- Overview TIFIA Rural Project Initiative
- Project Spotlight San Luis Obispo Regional Transit Authority
- **Project Spotlight** Monterey Salinas Transit District
- Panelist Q&A





R.O.U.T.E.S. Initiative's Priorities

The Rural Opportunities to Use Transportation for Economic Success (R.O.U.T.E.S.) Initiative aims to address disparities in rural transportation infrastructure and improve safety and economic competitiveness nationwide



R.O.U.T.E.S. is a USDOT initiative that is...

Engaging with stakeholders through listening sessions, requests for information (RFIs), and other events to gather feedback on rural infrastructure project needs and challenges

Providing user-friendly information and technical assistance to assist stakeholders in understanding funding opportunities and applying for USDOT discretionary grants

Collecting data and analyzing trends to better assess needs and benefits of rural transportation infrastructure projects, particularly related to enhancing safety and sparking economic growth in rural communities





Rural Transportation Challenges

Rural transportation networks are critical for trade, travel, and quality of life for all Americans, yet they face unique challenges related to safety, infrastructure condition, and usage



19% of Americans live in rural areas but 69% of our nation's total lane-miles are in rural areas



Urban areas have 1,064 lane miles per 100,000 residents



Rural areas have 9,925 lane miles per 100,000 residents RURAL Τ R A N S P O R T A T I O N CHALLENGES SAFETY INFRASTRUCTURE CONDITION USAGE

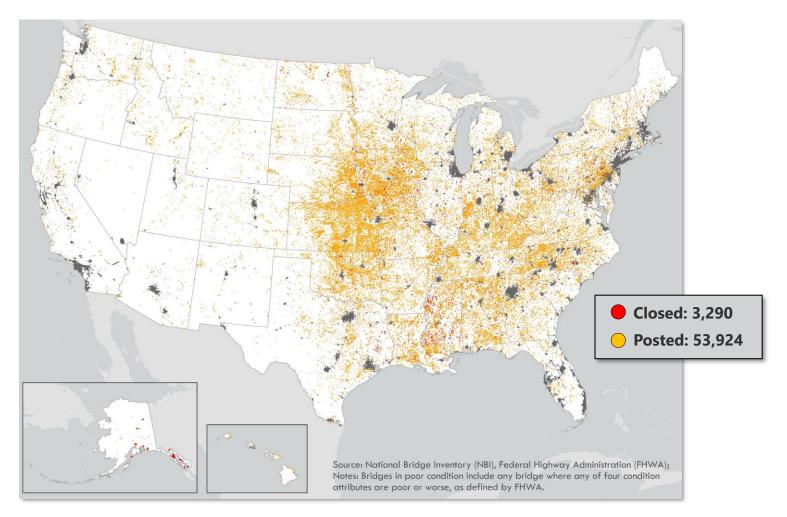
Notes: Urban refers to a Census-defined Urbanized Area and rural is defined as falling of a Census-defined Urbanized Area **Source:** R.O.U.T.E.S. website, www.transportation.gov/rural





Infrastructure Condition

80% of closed bridges and 90% of posted bridges are in rural areas, requiring detours that are 3 times longer in rural areas

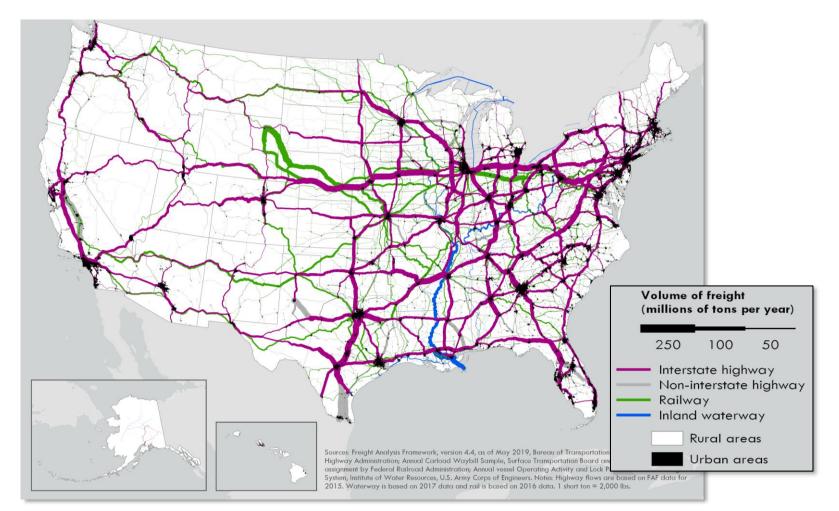






Usage | Freight

Large volumes of freight are transported through rural areas on the nation's highways, railways, and inland waterways, with 47% of truck vehicle miles traveled occurring in rural areas

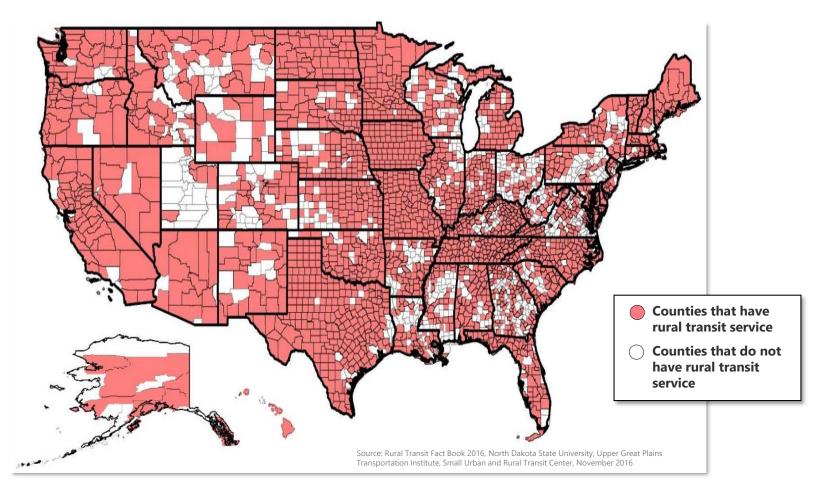




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Usage | Transit

81% of U.S. counties have rural transit service, with 62% providing on-demand service rather than fixed-route service







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TIFIA Rural Project Initiative



BUILD AMERICA BUREAU



About the Bureau

- US DOT's "one-stop-shop" for federal transportation finance programs and technical assistance
- **Delivering More Good Projects Faster**: The Bureau advances investment in America's transportation infrastructure by:
 - Mobilizing financial resources for urban, suburban, and rural projects;
 - Clearing roadblocks for credit worthy projects;
 - Encouraging best practices in project planning, financing, and delivery; and
 - Fully using available lending capacity while protecting taxpayer resources.



Bureau Programs

		RRIF	TIFIA	РАВ
General features	Туре	 Credit assistance at treasury rates 	 Credit assistance at treasury rates 	 Debt financing at tax-free market rates
	Products	Direct loans; loan guarantees	 Secured loans; loan guarantees; lines of credit 	Tax-exempt bonding authority
	Projects	 Railroad infrastructure and economic development 	 Surface transportation and public infrastructure 	Qualified highway or surface freight transfer facilities
	Credit Risk Premium	• Paid up front by borrower	Subsidized by government	• n/a
Eligibility requirements	Project Eligibility	 Projects to acquire, improve, or rehabilitate equipment or facilities Projects that need to refinance outstanding debt Projects to develop new facilities 	 Projects with total eligible costs > \$50 million or > \$10 million for ITS and local projects Projects with dedicated revenues for repayment Project's senior debt must be rated investment grade 	 Projects that receive or benefit from Federal assistance under Title 23, U.S. Code Projects must have a public conduit to issue the debt
	Applicant Eligibility	 Railroads, state and local governments; government- sponsored authorities and corporations; joint ventures; limited option freight shippers; interstate compacts 	 State and local governments; private firms; special authorities; transportation improvement districts 	• Entity receiving or benefitting from Federal assistance under Title 23, U.S. Code

Bureau Programs

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TIFIA

-Transportation Infrastructure Finance & Innovation Act of 1998

- Long-term repayment period
 - Up to 35 years
 - Can be deferred for five years following substantial completion
 - No pre-payment penalty



- Finance up to 33% of eligible project costs
- Draw funds as needed; only pay interest on drawn funds
- Highly customizable to meet borrower needs
- Also offer loan guarantees and lines of credit

TIFIA Rural Project Initiative (RPI)

- Rural: Outside a Census-defined urbanized area of population greater than 150,000
- Project costs between \$10 million and \$100 million
- TIFIA can finance up to **49%** of eligible project costs
- Fixed rate at ½ **Treasury** rate
- DOT can **cover borrower fees**



BUILD AMERICA BUREAU



Eligible Projects

- Highways and bridges
- Intelligent Transportation Systems
- Intermodal connectors
- Transit vehicles/intercity buses + facilities
- Freight transfer facilities
- Pedestrian/bicycle infrastructure networks
- Transit-Oriented Development
- Rural infrastructure projects
- Passenger rail vehicles and facilities
- Surface transportation elements of port projects

Eligible Borrowers

- State Governments
- State Infrastructure Banks
- Private Firms
- Special Authorities
- Local Governments
- Transportation Improvement Districts

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REGIONAL TRANSIT AUTHORITY

San Luis Obispo Regional Transit Authority



San Luis Obispo Regional Transit Authority

- The San Luis Obispo Regional Transit Authority ("RTA") operates a fixed route public transportation system that links San Luis Obispo to the outlying communities in San Luis Obispo County, and the local fixed route and dial a ride service in the City of Paso Robles
- The RTA also owns, operates, and administers the countywide ADA complementary paratransit service
- The RTA also oversees the administration of South County Transit ("SCT"), and provides maintenance of its fleet of buses



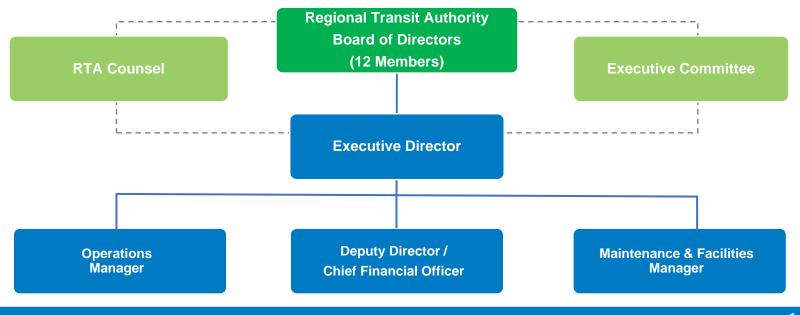






Governance and Organization Structure

- The RTA is managed by an Executive Director that has direct reports in three primary functions – Finance, Operations, and Maintenance & Facilities
 - The RTA has 98 authorized and permanent positions, including 57 bus operators and 8 technicians





San Luis Obispo Region

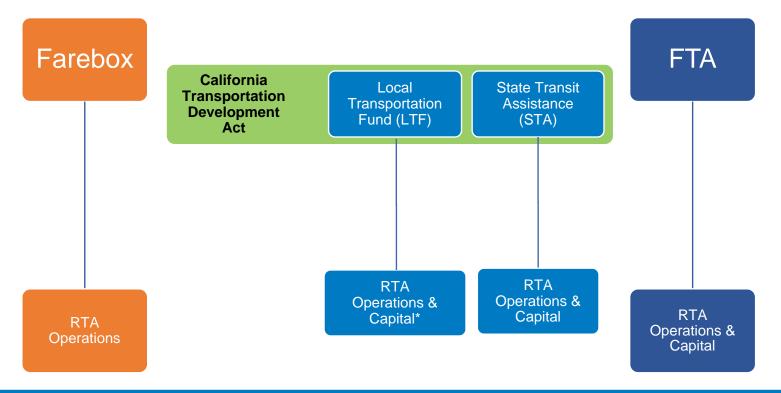


Source: San Luis Obispo Chamber of Commerce, 2018 Community and Economic Profile report.



Revenue Sources

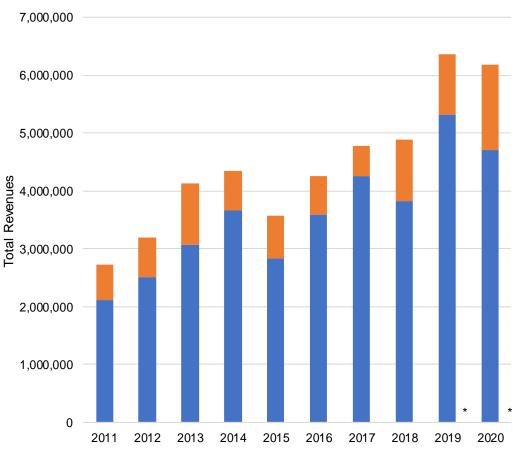
- Major sources of revenue for operations and capital include
 - Farebox revenues
 - Local Transportation Fund (LTF) funds
 - State Transit Assistance (STA) funds
 - Federal Transit Administration (FTA) capital and operating grant funds





Local Revenue Sources

- California Transportation Development Act revenues provide two sources for funding public transportation
- Local Transportation Fund ("LTF")
 - Established in 1972 no sunset
 - State ¼% sales tax revenues apportioned to San Luis Obispo County on the basis of taxable sales in the County
- State Transit Assistance ("STA")
 - Established in 1979 no sunset
 - State sales tax on diesel fuel
 - Senate Bill 1 in 2017 added a new 4% sales tax rate to the tax on diesel fuel, of which 87.5% is dedicated to STA funds



Historical Local Revenue Sources

Fiscal Year Ending



Federal Grant Funds

- FTA grant funds are a major revenue source for the RTA
 - The RTA receives funds as provided under Sections 5307 and 5311
 - The RTA has also been awarded discretionary Section 5309/5339 capital grants

Fiscal Year	FTA Operating Funds	FTA Capital & Planning Funds	Total	
2010-11	\$ 1,359,472	\$ 358,851	\$ 1,718,323	
2011-12 ¹	1,728,126	264,319	1,992,445	
2012-13 ²	2,535,579	490,148	3,025,727	
2013-14 ³	2,155,447	1,904,007	4,059,454	
2014-15	3,449,159	3,570,673	7,019,832	
2015-16	2,891,030	441,779	3,332,809	
2016-17	2,897,722	658,616	3,556,338	
2017-18	2,984,351	643,595	3,627,946	
2018-19	2,741,683	3,810,284	6,551,967	
2019-20 ⁴	3,265,026	933,180	4,198,206	

¹ The RTA also received FTA Section 5316 Operating Assistance of \$419,453.

² Increase due to the addition of the Arroyo Grande Grover Beach urbanized area. The RTA also received FTA Section 5316 Operating Assistance of \$400,000.

³ Increase due to first year of receipt of vanpool subsidy funds due to the reporting of vanpool miles which the Authority continues to be eligible to receive.

⁴ Projected. There can be no assurance that the amounts projected in future fiscal years will be equal to such amounts.

Source: The RTA



The Project



RTA New Bus Maintenance Facility

 The Project involves the construction of an approximately 28,650 square-foot, combined administration headquarters and bus maintenance building on the eastern portion of the approximately 6.5 acre project site

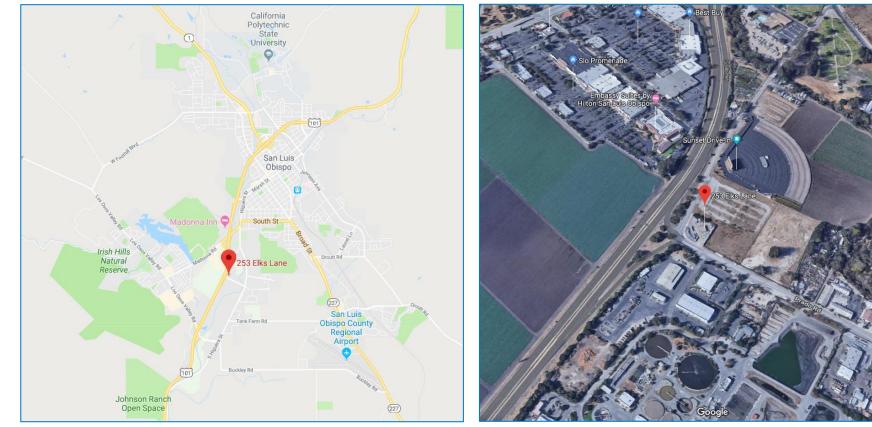






Rural Project Initiative Eligible

253 Elks Lane, San Luis Obispo, CA 93401



Location

Vicinity Map



Project Objectives

Facility Expansion

- Currently operating out of a leased facility
- Lease ends February 2022
- Insufficient space to efficiently support current services
- Inability to expand future services

Operational Efficiencies

- Bus operations and maintenance functions
 - Both storage and workspace
- Administration headquarters
 - Including offices, conference/training rooms, and employee facilities
- Outdoor circulation, storage, servicing, and inspection
- The City Corp Yard is located across the street from the Project, which will improve the sharing of bus parts and technician expertise between the RTA and SLO Transit (the municipal fixed-route operator)









Community Impact and Partnerships

- More Transportation Choices
- Support for New Development
- Enhanced Economic Opportunities









Bus Maintenance Facility Plan





Construction Status





Current Construction Status





Plan of Finance



- +:

Project Costs

- Total Project Costs: \$26.7 Million
 - Secured Funds: \$12.6 Million
 - Funding Gap: \$14.1 Million
- Funding Gap Addressed with Borrowing
 - TIFIA Loan
 - Commercial Bank Loan

	Total Esimtated	Secured Funding		
	Cost	Federal	State/Local	Funding Gap
		Amount	Amount	
Land Purchase	\$1,512,602	\$ 0	\$1,512,602	\$0
Environmental & Design	\$2,554,486	\$905,787	\$1,648,699	\$0
Construction				
Total Construction Cost	\$20,830,395	\$6,285,662	\$2,259,426	\$12,285,308
Furniture, Fixtures, and Expenses	\$1,422,412			\$1,422,412
Financing Costs	\$392,280			\$392,280
(RTA legal, advisor, trustee, and rating agency fees)				
Sub-Total Construction, FF&E, and Financing Costs	\$22,645,088	\$6,285,662	\$2,259,426	\$14,100,000
Total RTA Bus Facility Budgeted Costs	\$26,712,175	\$7,191,449	\$5,420,727	\$14,100,000



Plan of Finance

Sources of Funding	<u>\$</u>	<u>%</u>
Federal Grants	\$7,191,449	26.9%
State Grants	\$5,420,727	20.3%
TIFIA Loan	\$13,080,000	49.0%
Pacific Western Bank Loan	\$1,020,000	3.8%
Total Sources:	\$26,712,175	100.0%
Funding Allocation		
Total Federal Funding (FTA Grants & TIFIA Loan)	\$20,271,449	76%
Total Other Funding (State Grants & Bank Loan)	\$6,440,727	24%
Total Funding	\$26,712,175	100%



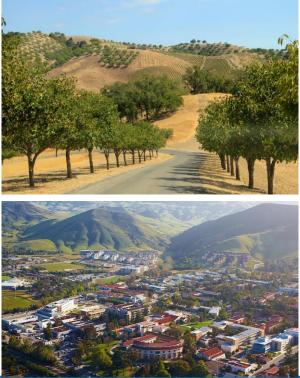
Local Economy & Demographics



San Luis Obispo County

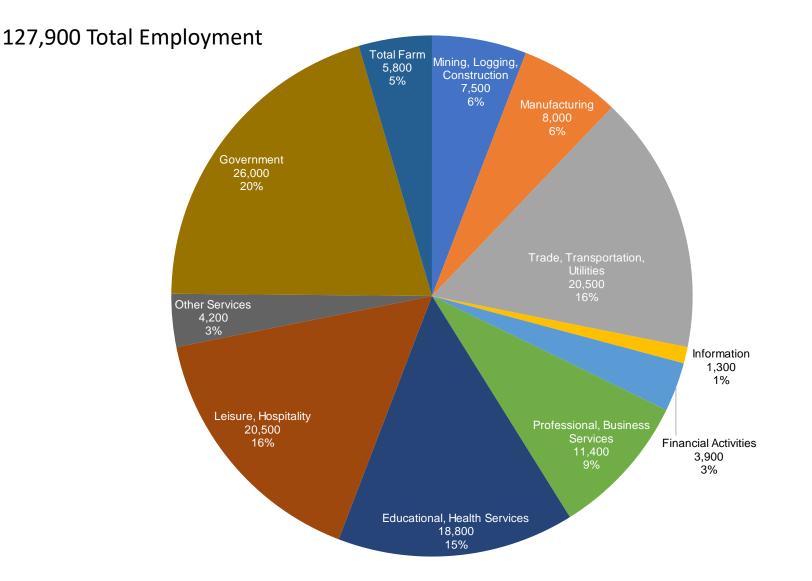
- San Luis Obispo County is located on the California Pacific Coast
 - Covers approximately 3,300 square miles
 - Situated halfway between Los Angeles and San Francisco
 - Bordered by Monterey County to the north, Kern County to the east, Santa Barbara County to the south, and 100 miles of Pacific coastline to the west
- The County is the 23rd largest county in the State
 - Population of 280,000
 - Comprised of seven cities as well as many unincorporated communities
- The County is home to major educational institutions
 - California Polytechnic State University
 - Cuesta Community College
- The County benefits from a varied geography
 - · Agriculture is prominent in the local economy
 - Numerous opportunities for recreation and tourism







Industry Employment Is Diverse

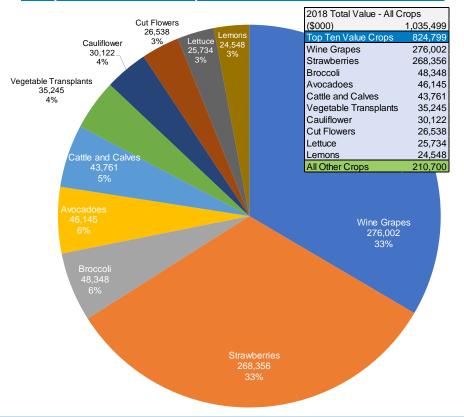




Agricultural Production

 In 2018, the total gross value of agricultural products and crops reached a record of \$1.035 billion, an increase of \$110.8 million or 12% compared to 2017

Top 10 Value Crops – 2018



Major Group Value – Past 10 Years





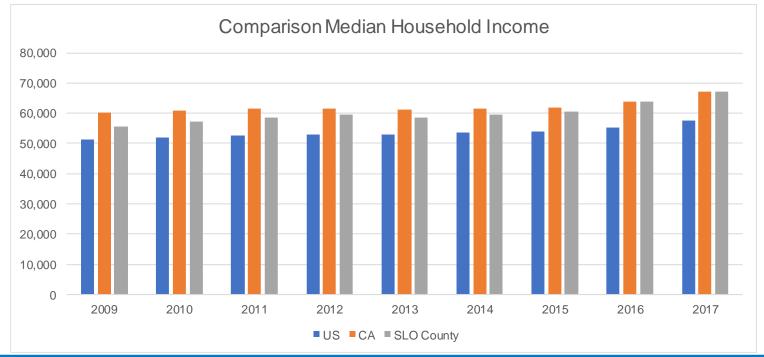
Source: 2018 County of San Luis Obispo Department of Agriculture/ Weights & Measures.

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Median Household Income

 The County's median household income is approximate to the State and stronger than the national median

Year	US	СА	SLO County	
2009	51,425	60,392	55,555	
2010	51,914	60,883	57,365	
2011	52,762	61,632	58,630	
2012	53,046	61,400	59,628	
2013	53,046	61,094	58,697	
2014	53,482	61,489	59,454	
2015	53,889	61,818	60,691	
2016	55,322	63,783	64,014	
2017	57,652	67,169	67,175	





Taxable Sales

San Luis Obispo Taxable Sales (CY 2007 – CY 2018)



Source: https://www.cdtfa.ca.gov/dataportal/dataset.htm?url=TaxSalesByCounty.





Monterey-Salinas Transit District Overview

Monterey-Salinas Transit District

Monterey-Salinas Transit District:

- California special purpose district
- Created by state law AB644 and formed July 1, 2010
- Originally formed under a joint powers agreement in 1972, which was revised in 1981 to include the City of Salinas

District Members:

 The cities of Carmel-by-the-Sea, Del Rey Oaks, Gonzales, Greenfield, King City, Marina, Monterey, Pacific Grove, Salinas, Sand City, Seaside, Soledad and the County of Monterey

District Mission:

 Advocating and delivering quality public transportation as a leader within our community and industry





Service Area

- Total Service Area: 295 square miles
- Population Served: 435,594 (98% of pop.)
- MST provides bus transit services across a four-county service area:
 - Monterey County
 - Santa Cruz County
 - Santa Clara County
 - San Luis Obispo County
- Service originates from two transit centers:
 - Monterey Transit Plaza
 - Salinas Transit Center





Transit Services

FIXED ROUTE

Regional Bus System*

Fleet Size: 128 Passengers Carried: 4,272,624 Farebox Recovery Ratio: 20% Stops in Service Area: 1,324 Revenue Miles Traveled: 4,684,476 Routes: 61 Employees: 256

MST

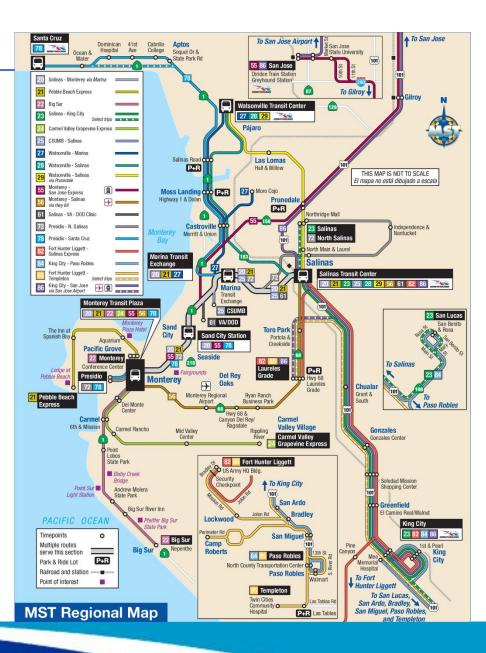
Demand-Response ADA Paratransit/Mobility Services* Fleet Size: 40

Passengers Carried: 205,138

Farebox Recovery Ratio: 4.5%

Revenue Miles Traveled: 1,287,264

*Data as of 2019.





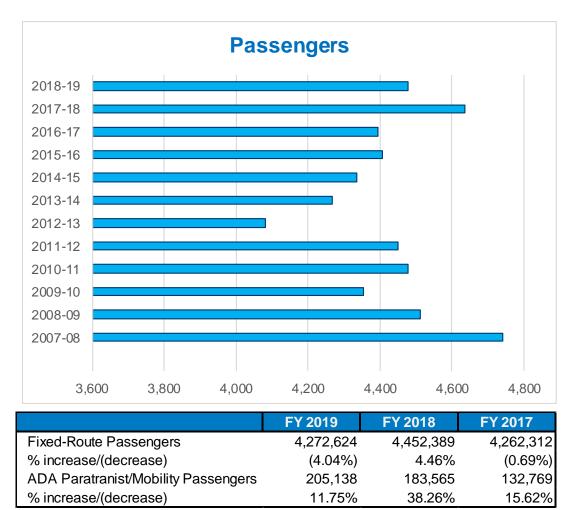
Ridership

Fixed-Route Bus

- Historical peak levels of 2007 impacted by economic downturn
- Financial and budgetary stress led to cuts in service in 2013
- Ridership began to rebound in FY 2014

ADA Paratransit/Mobility

- Between FY 2012 and FY 2013 paratransit demand decreased by nearly 10% after steadily increasing since 2008
- Demand began to increase in FY 2014 – FY 2016
- Significant jumps in paratransit demand and additional services in FY 2017 and FY 2018

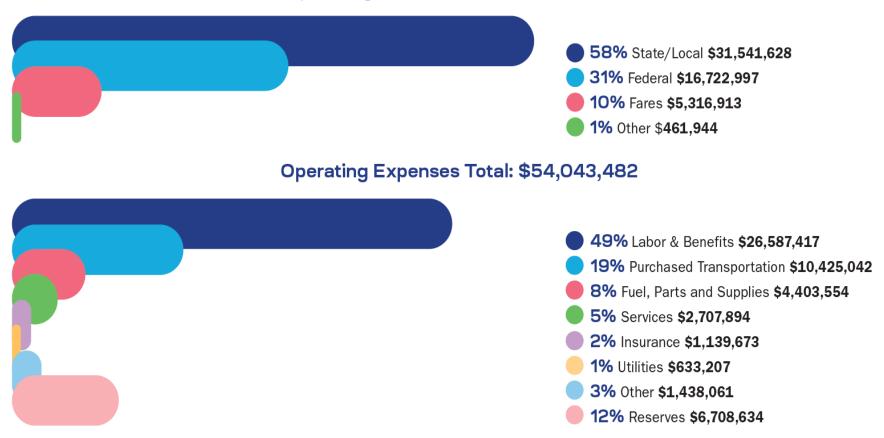


Source: The District



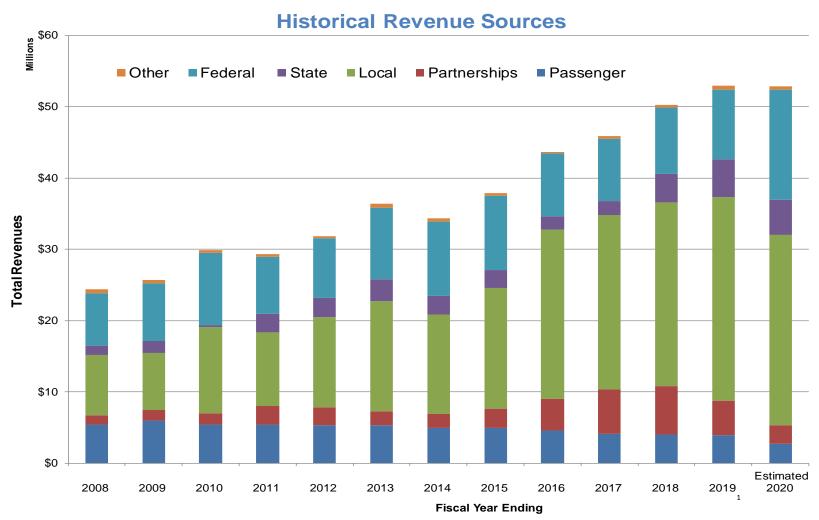
MST 2020 Financials

Operating Revenue Total: \$54,043,482





MST Revenue Sources

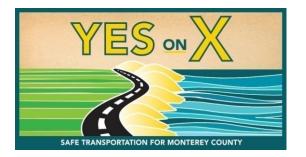


¹ Estimated actual. Federal includes \$5.6 million of CARES Act funding. Source: The District





- 1/8 of one-percent countywide sales tax to support transit services for veterans, seniors, and persons with disabilities for 15 years.
- Estimated dollars raised over the life of the tax: \$100 Million (2012 \$)
- Nov 2014 72.6% overall support
- 100% of funds go to MST
- First county-wide sales tax to pass ever



- 4th attempt for roads/transit sales tax
- 3/8 of one-percent countywide sales tax to support local roads, regional mobility, and transit services for youth seniors, working families and persons with disabilities for 30 year
- Estimated dollars raised over the life of the tax: \$600 Million (2015 \$)
- Nov 2016 67.7% overall support
- 60% goes directly to cities/county for streets and roads
- Approx. 7% to MST Monterey Bay BRT, Salinas Valley transit facilities.





MST Project and Budget

Project Overview

South County Operations and Maintenance Facility Project

 New O&M facility for transit vehicles that primarily serve southern Monterey County

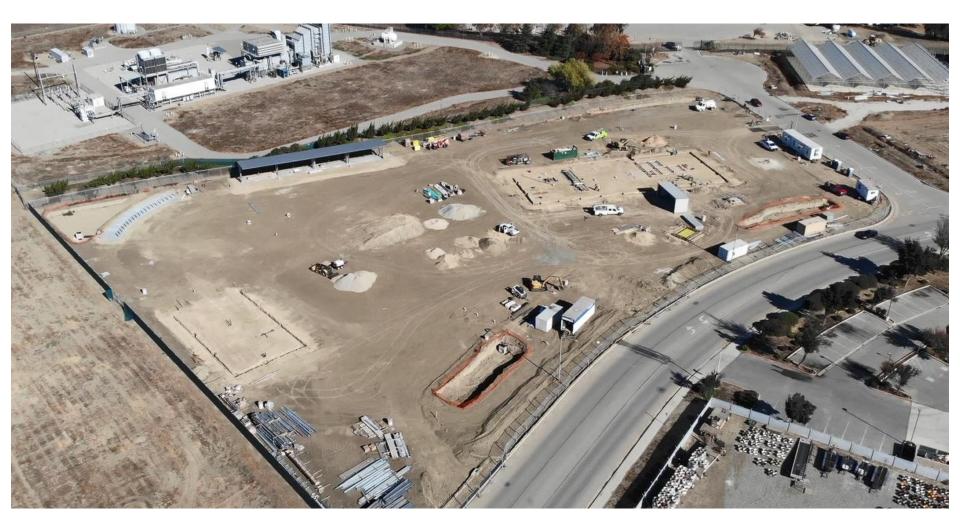
Objective

 Support existing and future bus maintenance and operations needs to sustain public transportation beginning and ending service in South County and along the Highway 101 corridor

Design-Build/Pre-Engineered Approach

Contract awarded with construction start in July 2020









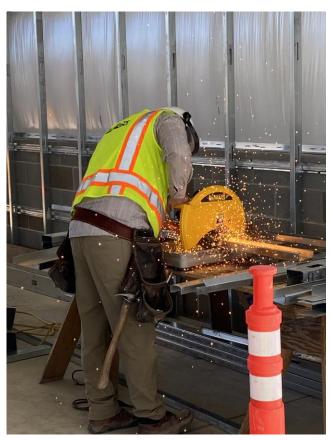














Timeline

Completed Milestones

- ✓ FTA NEPA CE Concurrence: Complete March 29, 2018
- ✓ Design Build RFP Start: Complete May 16, 2019
- ✓ Design Build RFP End: Complete October 1, 2019
- ✓ Learned about TIFIA RPI: October 2019
- ✓ Design Build Contract Awarded: Complete December 9, 2019
- ✓ Final Design Start: February 2020
- ✓ Final Design End: July 2020

Construction Timeline

- Construction Start: July 2020
- TIFIA RPI Loan Close: October 2020
- Substantial Completion: September 2021
- Start of Operations/Opening: December 2021



Federal funding: FTA 5339 - \$4,280,512 **TIFIA RPI - \$8,449,000**

State funding:

Various state programs - \$1,534,400

Local funding:

Local measure - \$2,399,695 MST Budget - \$580,025

Total: \$17,243,632





Rural Project Initiative Financing

How It Works

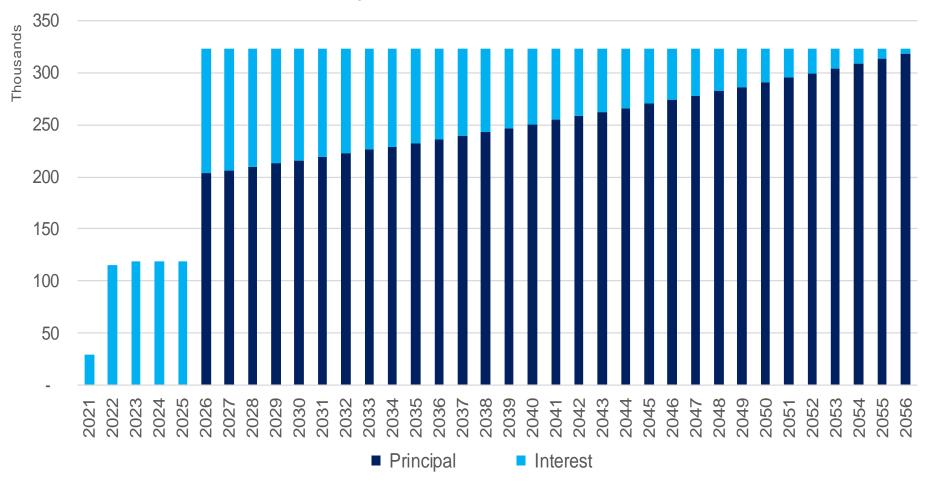
TIFIA RPI Loan Agreement

- MST USDOT Loan Agreement
- Establishes borrowing parameters with the US DOT, including but not limited to:
 - Term of borrowing 35 years
 - Repayment structure (principal and interest dates, interest deferral period, amortization)
 - Provisions for additional debt outside of RPI agreement
- Collateral Account and Security Agreement
 - Governs the application of Revenues to the TIFIA Loan repayment accounts
- Irrevocable Direction to Deposit MST Revenues
 - Deposit of LTF Funds (Monthly)



RPI Loan Amortization

Preliminary TIFIA Amortization Schedule



*Preliminary subject to change.

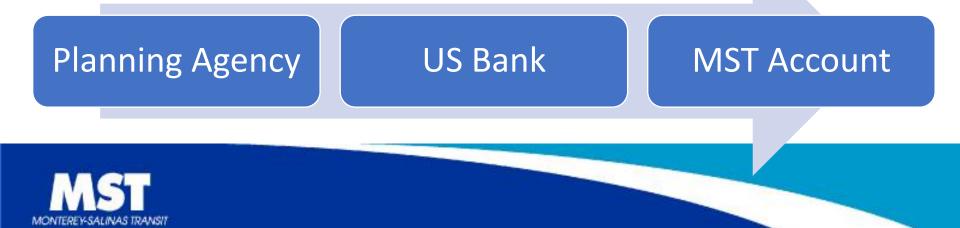


Flow of Revenues

 MST causes deposits of LTF into a Revenue Account established under a Collateral Account and Security Agreement (with US Bank):

Monthly Deposit of Local Transportation Funds (LTF) Funds

- MST issued an irrevocable direction letter to the regional planning agency directing the deposit of LTF Funds allocated to MST to a Revenue Account on a monthly basis.
- In a month, six-months prior to a semi-annual payment date (July 1 and January 1), LTF funds will be deposited in certain accounts to satisfy repayment requirements.





Lessons Learned

Lessons Learned

Keep it simple – Lisa Rheinheimer

Simple, consistent and strong repayment source/pledge desirable

Know your agency – Lisa Rheinheimer

- Make sure your paperwork is in order
- Make sure you know your financial history and impacts for a least 15 years prior

Hire advisors with experience – Lisa Rheinheimer

- Good financial advisors will help with cashflow analysis, financial projections, plan of finance
- Good legal advisors with municipal experience is a must

Know when to ask for help – Carl Sedoryk

 When you get stuck, ask for help from DOT and FTA partners and/or Congressperson





Applicant Toolkit



R.O.U.T.E.S. RURAL OPPORTUNITIES TO USE TRANSPORTATION FOR ECONOMIC SUCCESS

APPLICANT TOOLKIT FOR COMPETITIVE FUNDING PROGRAMS AT USDOT

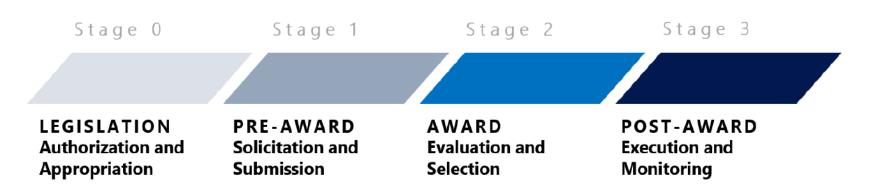


R.O.U.T.E.S. RURAL OPPORTUNITIES TO USE TRANSPORTATION FOR ECONOMIC SUCCESS



USDOT Discretionary Grant Process

This section illustrates applicant and USDOT activities during each stage of the discretionary grant funding lifecycle



Stage 0. LEGISLATION: Program authorization and funding appropriation by Congress

Stage 1. PRE-AWARD: Funding opportunity announcement, applicant solicitation, and application submission

Stage 2. AWARD: Application evaluation, award decisions, and grantee notifications

Stage 3. POST-AWARD: Project execution, monitoring, and closeout





Maximizing Award Success

This section provides additional guidance to support applicants through the grant funding process, including navigating applications and understanding evaluation criteria





Navigating Grant Program Applications

This section guides applicants through considerations when compiling an application, including navigating program NOFOs, writing a compelling story, and submitting the application

Review the Notice of Funding Opportunity

A program's Notice of Funding Opportunity (NOFO) includes details on the program's goals, funding, evaluation criteria, and how to submit an application, among other things.

Navigating Grant Program Applications

UNDERSTANDING PROGRAM NOFOs

NOFO structure is standardized. Contact the program point of contact about specific requirements. The sections of a NOFO are:

- Section A. Program Description
- Section B. Federal Award Information: Includes total funding amount, anticipated number and size of awards, and period of performance.
- Section C. Eligibility Information: Includes eligible applicants and any costsharing requirements.

Section D Application and

For an overview of common applicant types and funding activities, refer to the "USDOT Discretionary Funding Matrix" on page 17, Refer to page 76 for an introduction to evaluation criteria.

SUBMITTING THE APPLICATION

Many programs use Grants.gov to submit and receive applications. Make sure you (or the associated applicant entity) has an active Data Universal Number System (DUNS) number in the System for Award Management (SAM) of Grants.gov. A DUNS number is a

WRITING A COMPELLING STORY

Some programs may require an applicant to articulate the expected outcomes or impact the project would have on the community. This could also include examples of community support or desire for the project. Consider showing alignment to stated priorities of the program, agency, and/or Department.

COMPLYING WITH REGULATIONS

Compliance with local, State, and Federal regulations throughout the application process and after award is required and critically







USDOT Applicant Considerations

This section provides an overview and resources related to calculating a benefit-cost analysis, planning for environmental reviews, engaging with State Departments of Transportation, utilizing USDOT technical assistance, and considering potential accessibility issues

USDOT Applicant Considerations

BENEFIT-COST ANALYSIS (BCA) Quantify factors that could affect a project's impact in the benefit-cost analysis to provide a clear and full picture of the project to the application reviewers.

A benefit-cost analysis (BCA) is a systematic process for identifying, quantifying, and comparing expected benefits and costs of an investment. BCA may be used to evaluate whether a project provides significant economic benefits to users, relative to the resources required to implement that project. In other words, the goal of BCA is to help determine phase or time period should be thoroughly described in the supporting documentation for the BCA. Additionally, even though some transportation improvements could be justified by describing their merit in relation to a more costly alternative that would accomplish roughly the same goal, these avoided costs should not be included in a BCA.

BENEFITS COULD INCLUDE:

- Value of travel time savings
- Vehicle operating cost savings
- Safety and emissions reduction benefits
- Benefits to existing and new users of the project

Consider Potential Benefits and Costs

This section of the Toolkit highlights factors to consider in conducting your project's benefit-cost analysis, including sample benefits and costs.





USDOT Discretionary Grant Funding Matrix

USDOT Discretionary Grant Funding Matrix				State Governments, Agencies, and Authorities (2/2)				
		PLANNING (Includes project design, site assessments, environmental reviews, and/or analysis)	CONSTRUCTION (Includes asset and facility development, repair, replacement, rehabilitation, and/or expansion)	EQUIPMENT AND MATERIALS (Includes acquisition, purchase, and/or leasing of vehicles and machinery)	OPERATIONS AND MAINTENANCE (Includes program management expenses, system management and performance, and compliance)	TECHNOLOGY DEMONSTRATIONS AND DEPLOYMENT (Includes installations and system integration)	TECHNICAL ASSISTANCE, WORKFORCE DEVELOPMENT, AND TRAINING (Includes skills development, public awareness campaigns, and information sharing)	RESEARCH AND DEVELOPMENT (Includes prototyping, testing, and modeling)
	<u>Capital Investment Grants (CIG)</u> (page 53)	\checkmark	\checkmark	\checkmark				
¥.	Innovative Coordinated Access and Mobility Pilot Program (ICAM) – Mobility for All (page 53)	✓	\checkmark	\checkmark			\checkmark	
ш. Г	Low or No Emission Grant Program (page 54)	\checkmark	\checkmark	\checkmark			\checkmark	
	Passenger Ferry Grant Program (page 54)	✓	\checkmark	\checkmark			\checkmark	
AD	America's Marine Highway Grants (page 58)		\checkmark	\checkmark				
MAR	Port Infrastructure Development Program (page 58)		\checkmark	\checkmark				
NHTSA	911 Grant Program (page 62)				\checkmark	\checkmark	\checkmark	
	State Notification to Consumers of Motor Vehicle Recall Status (page 62)				\checkmark			
PHMSA	Hazardous Materials Emergency Preparedness Grants (HMEP) (page 65)	✓		\checkmark			\checkmark	
	One-Call Notification Systems Grants (page 66)				\checkmark		\checkmark	
	State Damage Prevention Program Grants (SDPP) (page 66)			\checkmark	✓		\checkmark	







Questions?

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