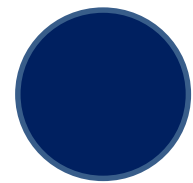


# DISCRETIONARY GRANTS

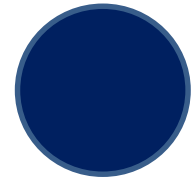
FY24 Update

Strategic and Legislative Affairs

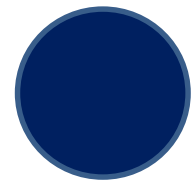
# OVERVIEW



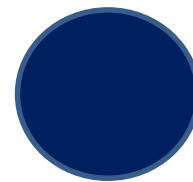
**Grants Program Description**



**FY24 Program Results**



**Debrief on Projects not Funded**



**FY25 Grants Strategy**



# GRANTS PROGRAM

The Discretionary Grants Program is a service housed at the Office of the City Manager that supports City departments in securing grant funds and state and federal appropriations

## Secure Funding

- Reducing the burden on the General Fund
- Replacing project debt with grant funding
- Reducing the cost of City programs and services
- Establishing Strategic Partnerships to reduce match pressure

## Build Capacity

- Training grant writers, administrators, and project managers
- Supporting City departments with grant project administration
- Supporting project development to make them “fundable”



# GRANTS PROGRAM

Existing relationships with Federal Funding Agencies:



# FY24 PROGRAM RESULTS

(Records: 8/31/24)

**FY24 Goal:** \$50,000,000

**Funding Secured:** \$100,469,662

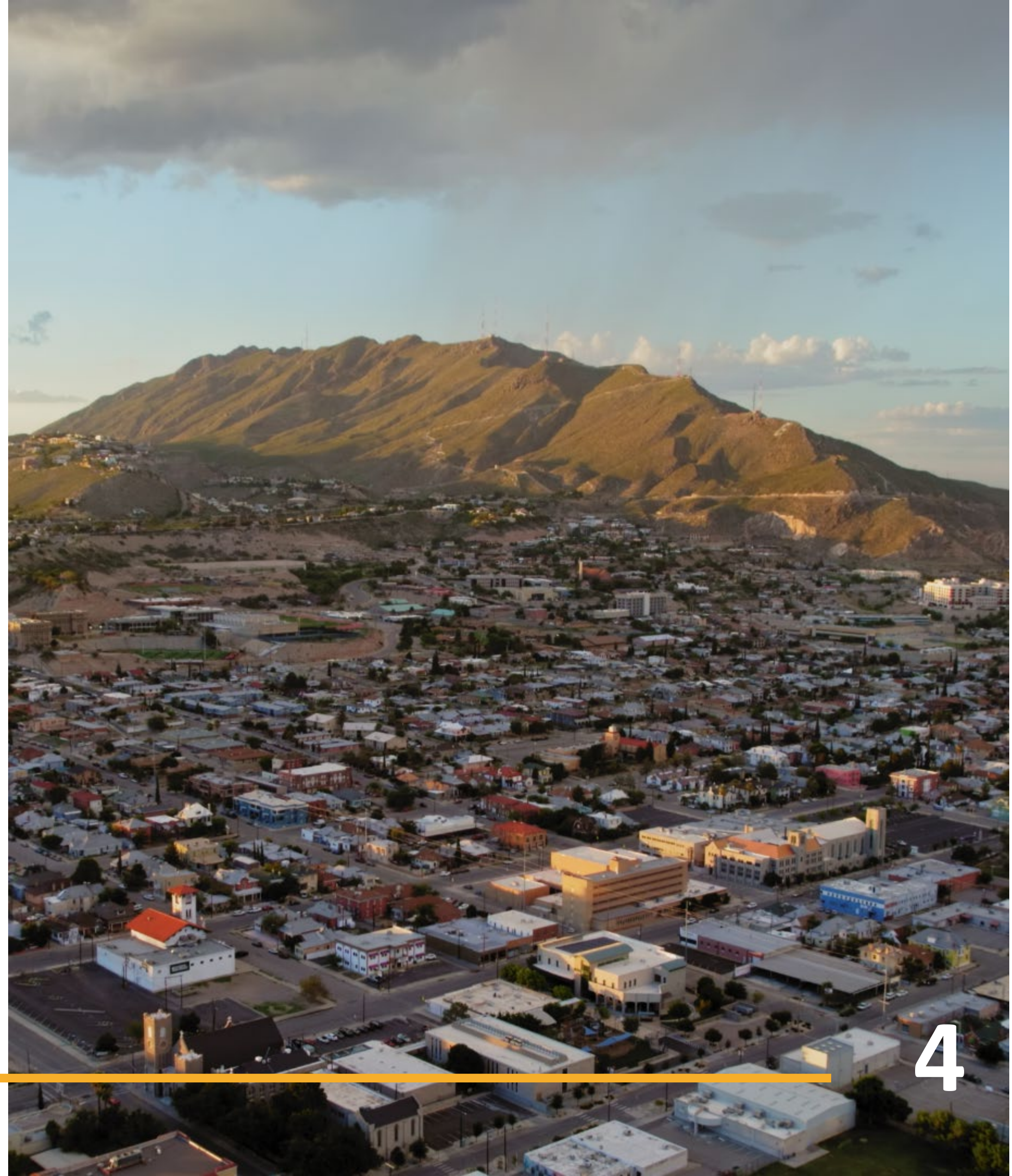
**City Match:** \$6,390,093 (6.36%)

**Projects:** 29

**Grants Pending:** \$56,719,600

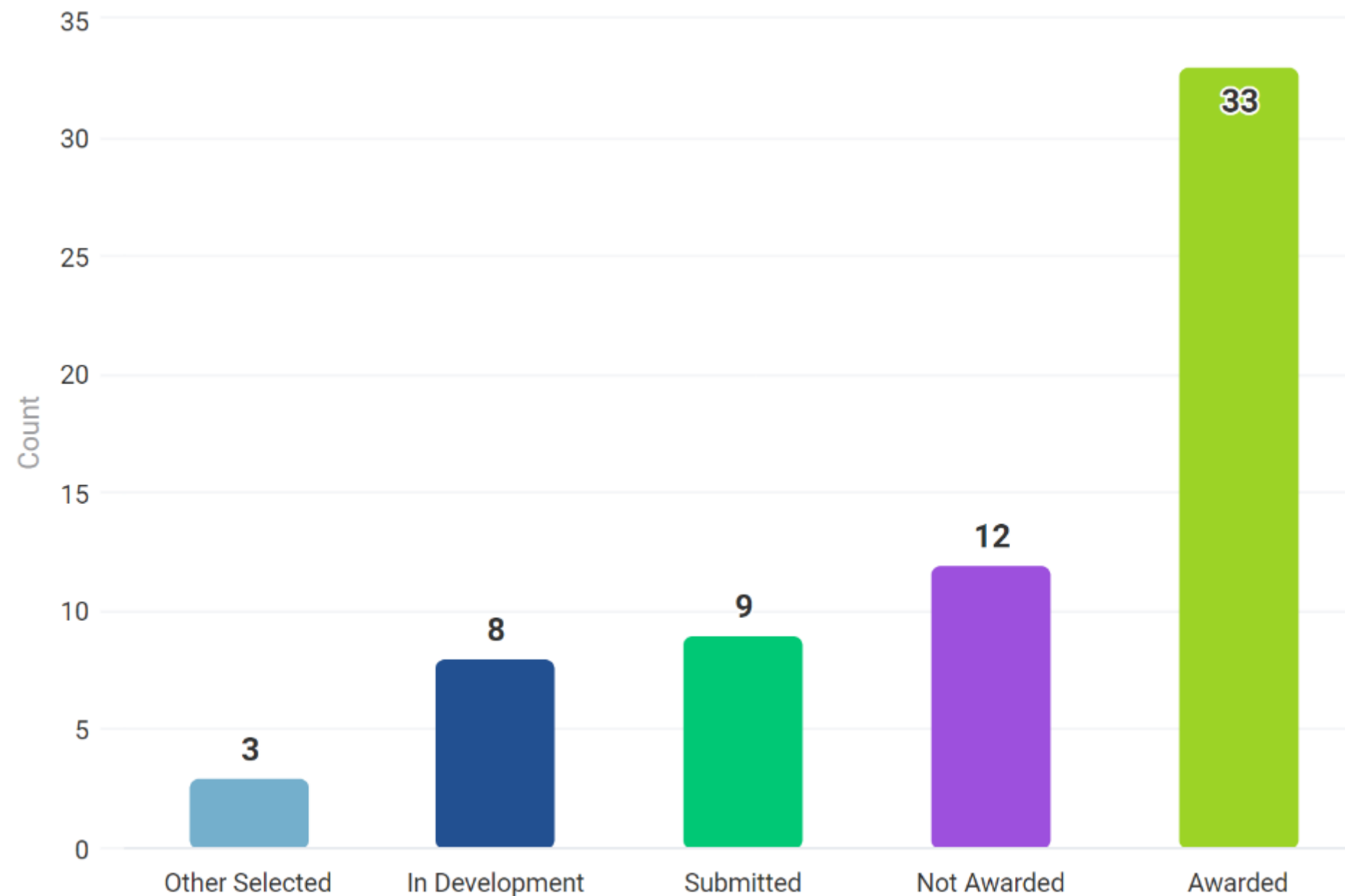
**City Match:** \$2,374,055 (5.8%)

**Projects:** 9



# FY24 PROGRAM RESULTS

## [Monday.com](#) Results Dashboard



### Grants Win Rate: **73.3%**

- Projects have minimal match requirements
- \$11.7 million in matching funds from partners in FY24
- Projects citing Council-approved planning documents were the most competitive

[Downtown + Uptown Plan](#): \$17.9 million

[Vision Zero El Paso Action Plan](#): \$9.9 million

Airport Capital Improvement Plan: \$14.3 million

Bridges Capital Improvement Plan: \$5.1 million

# FY24 PROGRAM RESULTS

## [Monday.com](#) Applications Dashboard

City of El Paso Grants Program

Integrate Automate +2 Invite

Main Table Timeline Shared GAAS +

New item Search Person Filter Sort Hide Group by ...

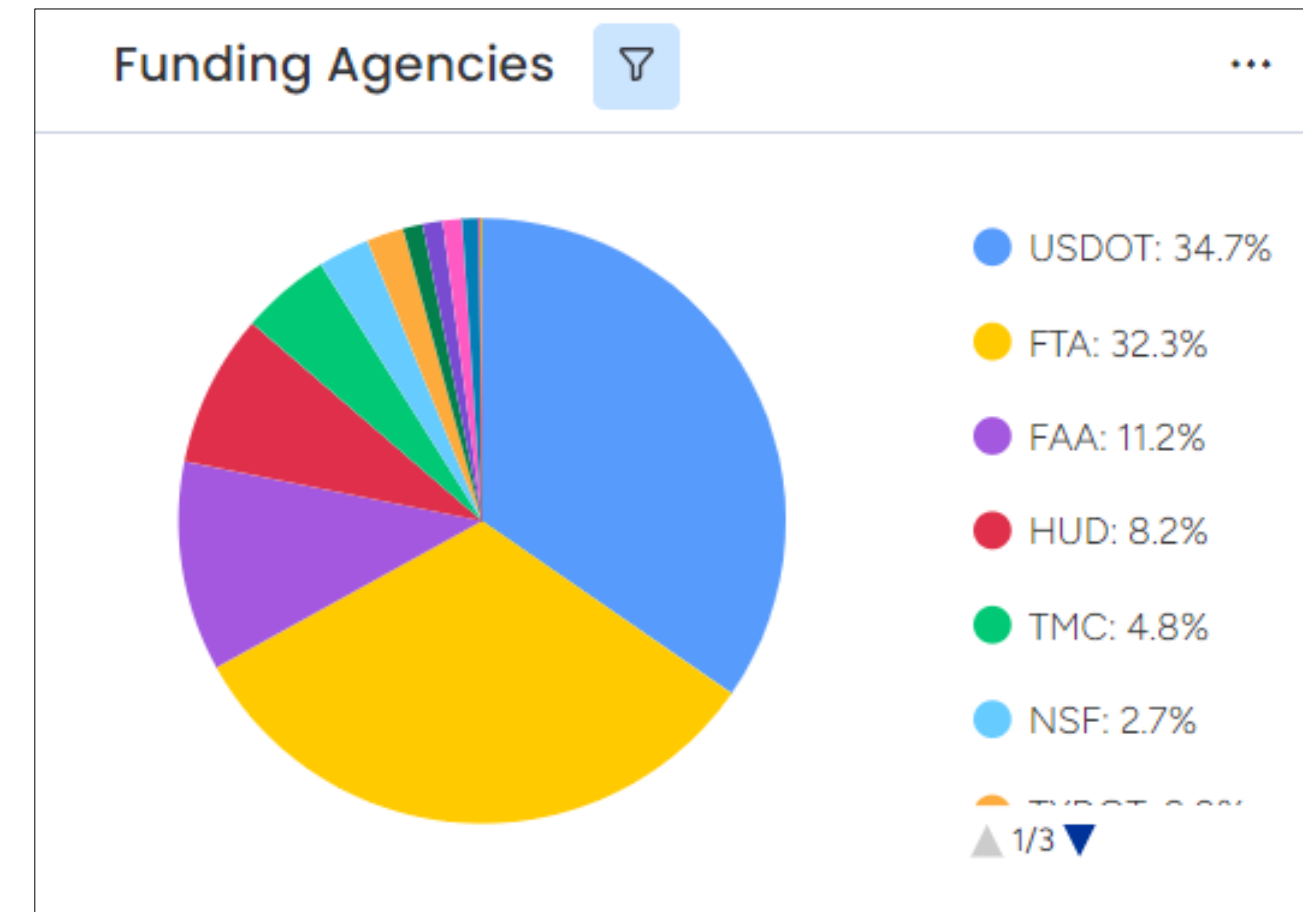
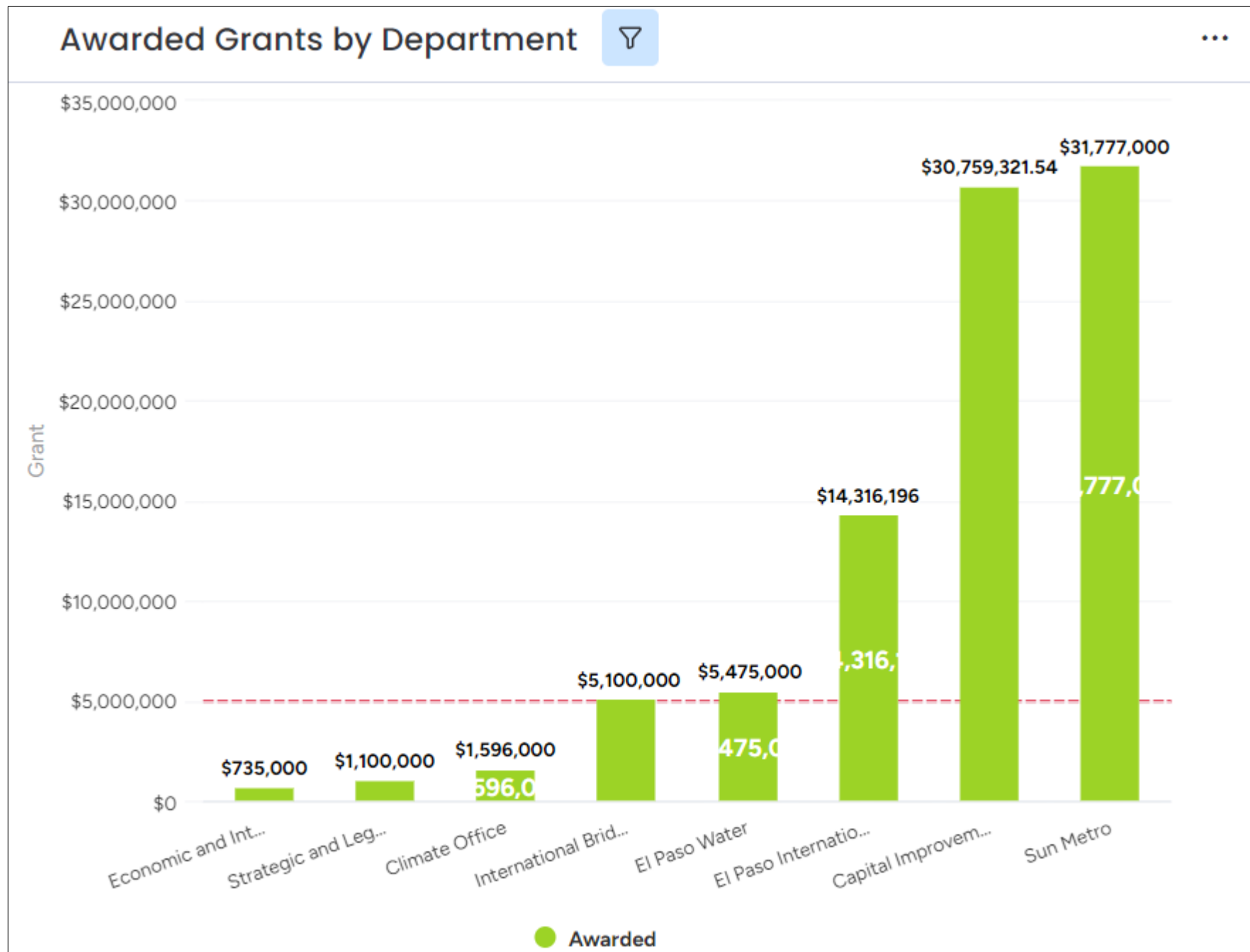
	Grant	Mat...	3rd P...	Total
> In Progress 7 Items	\$0 sum	\$0 sum	\$0 sum	\$0 sum
> Submitted Grant Applications 9 Items / 21 Subitems	\$56,719,600 sum	\$4,994,055 sum	\$3,564,000 sum	\$65,277,655 sum
> Competitive Grants 18 Items / 120 Subitems	\$75,352,065.5 sum	\$5,210,516.3 sum	\$11,725,400 sum	\$92,287,981.93 sum
> Technical Assistance Grants 6 Items / 14 Subitems	\$1,235,000 sum	\$0 sum	\$0 sum	\$1,235,000 sum
> Formula Grants 4 Items / 21 Subitems	\$14,071,452 sum	\$1,644,391 sum	\$0 sum	\$15,715,843 sum
> Philanthropic Grants 4 Items	\$70,000 sum	\$0 sum	\$0 sum	\$70,000 sum
> Partner-led Grants 5 Items / 9 Subitems	\$31,000,000 sum	\$750,000 sum	\$3,750,000 sum	\$35,500,000 sum
> Not Awarded 15 Items / 117 Subitems	\$149,583,117 sum	\$21,148,829 sum	\$205,525 sum	\$170,937,471 sum

## Types of Grants Secured

- Discretionary
- Formula
- Technical Assistance
- Partner-led
- Philanthropic

# FY24 PROGRAM RESULTS

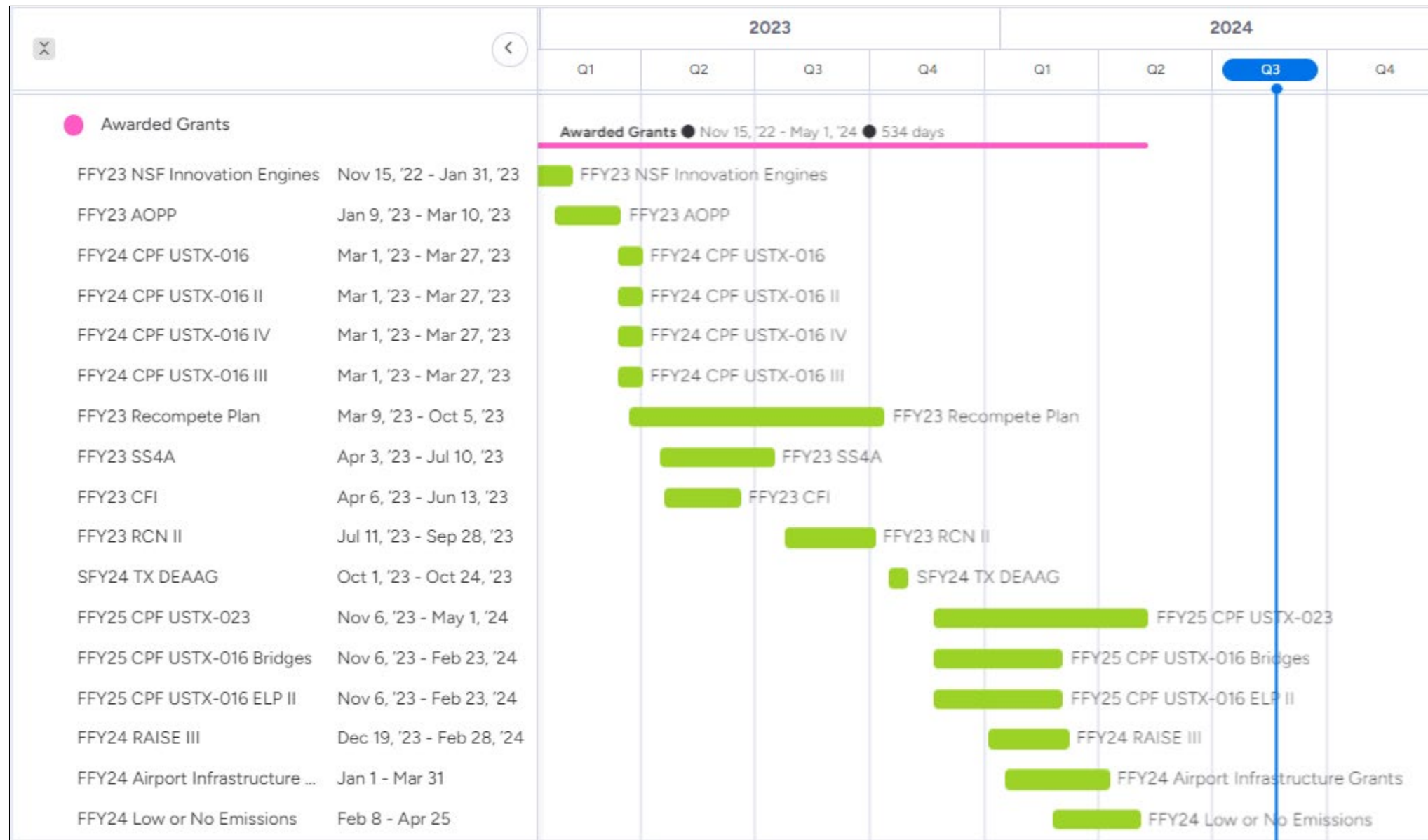
## [Monday.com](#) Results Dashboard





# PROGRAM RESULTS

## [Monday.com](#) Application Timeline Dashboard

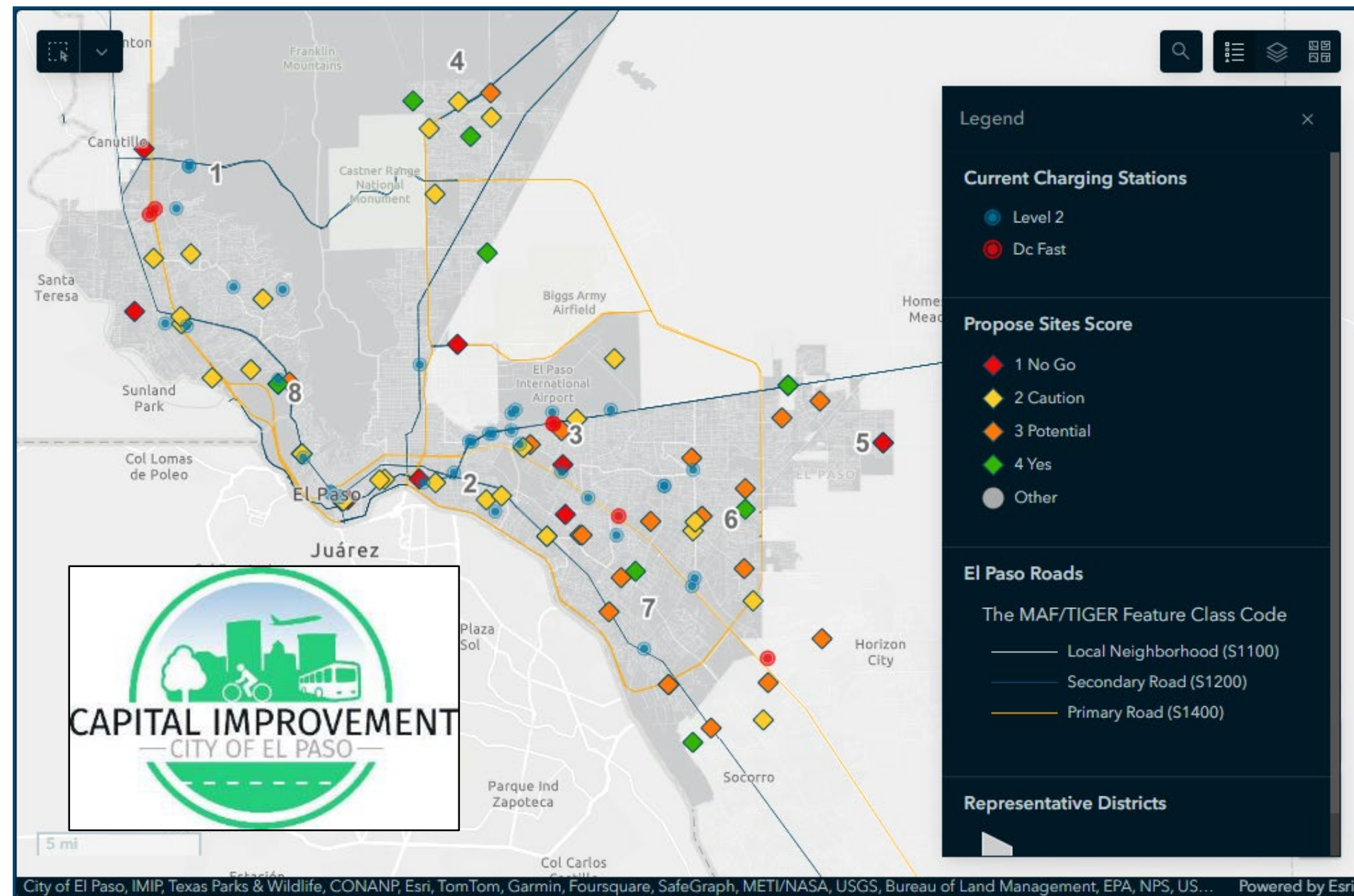


## Grant Project Management

- Grant application benchmarks are available on Monday.com Dashboards
- Dashboards available to the public (links):
  - [Grant Applications Dashboard](#)
  - [Win Rate Dashboard](#)
  - [Department Results Dashboard](#)
  - [Application Timeline Dashboard](#)

# EV CHARGERS NETWORK GRANT

\$15 million matched by \$3.75 from EPEC  
Network for public EV charging stations



## Project Status

- EV station sites are under review (Sep 24)
- Agreement with FHWA in progress (Dec 24)
- Grant will fund operations and maintenance for 5 years (including replacement)
- Partnering with EV service vendors can sustain the infrastructure beyond 5 years

# INTERNATIONAL BRIDGES

## Paso del Norte and Stanton International Bridges Feasibility Study

**Scope of work:** comprehensive evaluation for traffic, safety, and capacity improvements

**Grant:** \$2 million

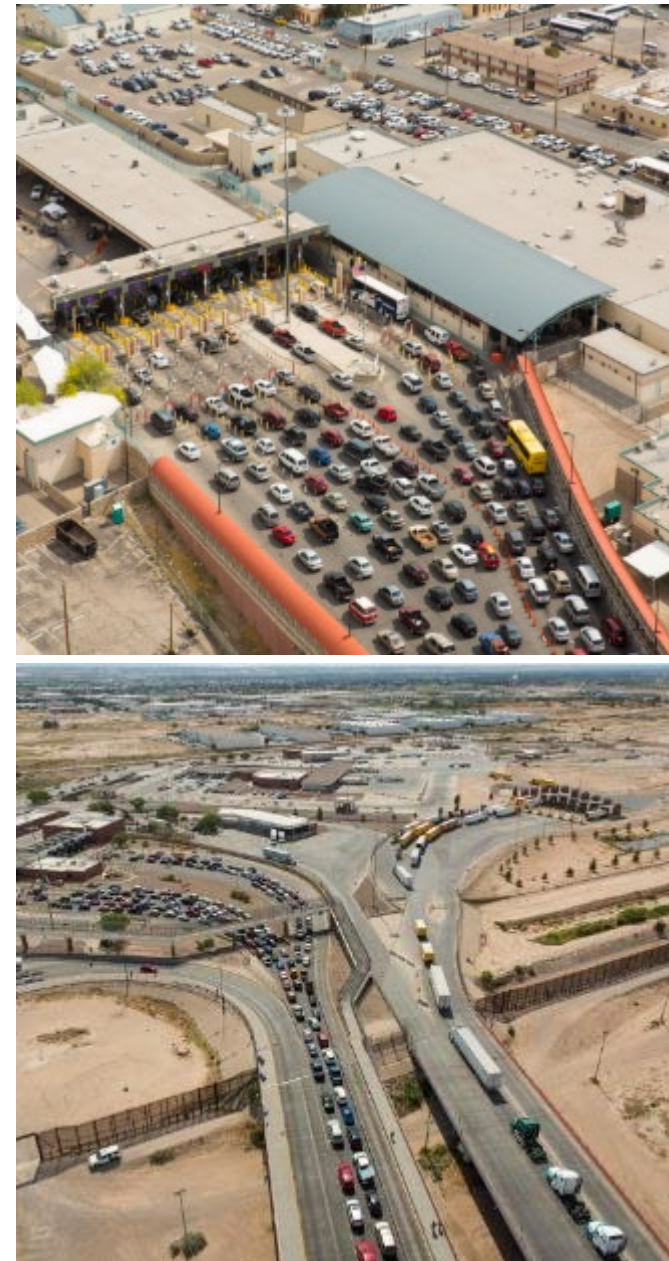
**Match:** N/A

## Ysleta Port of Entry Engineering Design Project

**Scope of work:** comprehensive evaluation for traffic, safety, and capacity improvements

**Grant:** \$3 million

**Match:** N/A



# SUN METRO

## FY2024 Sun Metro Bus Replacement and Facility Enhancement Project

**Scope of work:** Purchase 32 Compressed Natural Gas (CNG) buses and 4 canopies

**Grant:** \$30,597,000

**Match:** \$2,303,000

**State:** \$2,700,400

## TVC Fund for Veteran's Assistance

**Scope of work:** provide free transit services for veterans, surviving spouses, and dependents

**Grant:** \$100,000

**Match:** N/A



# EL PASO INTERNATIONAL AIRPORT

## FAA Airport Improvement Grants BIL

**Scope of work:** The improvements include reconstruction and rehabilitation of the general aviation ramp, U.S. Customs ramp, heavy ramp and corporate hangar taxilane

**Grant:** \$10.6 million

**Match:** \$1.6 million

## Terminal Bridge Reconstruction Project

**Scope of work:** Remove and replace Terminal Drive Bridge

**Grant:** \$850,000

**Match:** \$212,500



# ECONOMIC & INTERNATIONAL DEVELOPMENT

## Business One-Stop Shop (BOSS) Development Project

**Scope of work:** funding will be utilized to establish the BOSS (capital projects)

**Grant:** \$500,000

**Match:** N/A

### BOSS Philanthropy Grants

**Kauffman Foundation:** \$25,000

**Wells Fargo Foundation:** \$25,000

**National League of Cities:** \$20,000



# PROJECTS NOT FUNDED

## [Monday.com](#) Grants Not Funded Dashboard

City of El Paso Grants Program

Integrate Automate Invite / 7

Main Table Timeline Shared GAAS Depts Agencies NF

New item Search Person Filter / 1 Sort Hide Group by

Not Awarded

Item	A...	CoEP FY	Project	Deadli...	Grant	Mat...	3rd P...	Total	Sta...
> FFY24 DCIP 6	DOD	FY24	ADTech Training Center	Jun 17	\$7,000,000	\$3,000,0...	\$0	\$10,000,000	Not Awarded
> FFY23 Recompete Phase II 4	EDA	FY24	Borderplex Recompete Coaliti...	Apr 25	\$50,000,0...	\$0	\$0	\$50,000,000	Not Awarded
> FFY23 CPRG Phase II 1	EPA	FY24	Paso del Norte Trail: Chihuahu...	Apr 1	\$0	\$0	\$0	\$0	Not Awarded
> FFY23 Solar for All 2	EPA	FY24	Borderplex Solar for All	Oct 12, 2023	\$0	\$0	\$0	\$0	Not Awarded
> FFY23 SMART Phase I 8	USDOT	FY23	Airport Innovation Zone	Oct 10, 2023	\$2,000,000	\$0	\$0	\$2,000,000	Not Awarded
> FFY23 DMCSPP 8	DOD	FY23	Innovation Factory Phase II	Jun 26, 2023	\$5,000,000	\$1,500,000	\$0	\$6,500,000	Not Awarded
> FFY23 DCIP 9	DOD	FY23	Training Conference Center	Jun 23, 2023	\$20,000,0...	\$8,571,429	\$0	\$28,571,429	Not Awarded
> FFY22 CRISI 9	FRA	FY22	Zaragoza Rail Overpass	Dec 1, 2022	\$22,809,60...	\$5,702,400	\$0	\$28,512,000	Not Awarded
> FFY23 RAISE II 10	USDOT	FY23	Five Points Reconstruction Pr...	Feb 28, 2023	\$8,000,000	\$2,000,0...	\$0	\$10,000,000	Not Awarded
> FFY23 RAISE 11	USDOT	FY23	PDN Stanton Bridges Feasibilit...	Feb 28, 2023	\$1,500,000	\$375,000	\$0	\$1,875,000	Not Awarded
> FY23 DEAAG 15	TMC	FY23	HAWK System	May 12, 2023	\$205,524	\$0	\$205,525	\$411,049	Not Awarded
> FY23 BICI 10	Other	FY23	Pebble Hills Roundabout	Feb 3, 2023	\$400,000	\$0	\$0	\$400,000	Not Awarded
					\$116,915,124 sum	\$21,148,8... sum	\$205,525 sum	\$138,269,478 sum	

## Lessons Learned

- Project scope of work should be better aligned to funding programs
- Focus on projects with completed planning and design documents
- Improve relationships with federal and state funding agencies

# EDA RECOMPETE PILOT

## Phase II Finalist – Not Awarded \$50M

### Next Steps

- Next round of applications in May 2025
- 114 partners have been contacted
- Alternate funding opportunities identified

### Application Resubmission

- Only \$187 million awarded by EDA out of \$1 billion authorized
- City retains Phase II status in Round 2
- Need to consolidate links to Advanced Manufacturing District (AMD), Build Back Better, and NSF Innovation Eng. grants



#### Training

- Aerospace
- Defense
- Manufacturing
- IT and AI
- Healthcare Tech
- Cybersecurity
- Intelligent Infrastructure

#### Job Creation & Placement

- City of El Paso
- Workforce Solutions Borderplex
- Community Partners and NGOs

#### Wraparound Services

- Childcare
- Housing
- Transportation
- Access to existing social programs

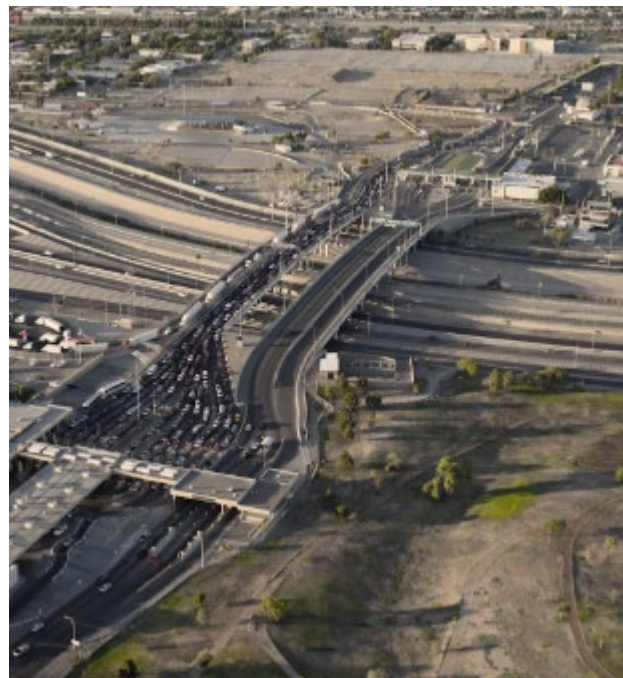


# FY25 GRANTS STRATEGY

**Goal: \$50 million for Federal Fiscal Year 25**

## Proposed Focus Areas:

- Increased Funding for Infrastructure
- Increased Public Health & Safety Resources
- Expanded Workforce Development Resources



# FY25 GRANTS STRATEGY

## Build Capacity and Support Departments

- More staff training and access to software
- Implementing Capital Improvement Plans (CIP)
- Implementing Department planning documents
- Grow external technical assistance (e.g., NREL)

## Leverage Competitive Advantages

- Utilize City staff as subject-matter experts
- Utilize City-owned assets (land and facilities)
- Increase DC and Austin advocacy and staff access
- Apply for grants with more partners



# FY25 GRANTS STRATEGY

## Establish New Sources for Matching Funds

- Public, private, and philanthropic partners
- Use awarded grants as match (state-federal)
- Utilize existing bonds and special funds for match

## 2025 Matching Sources

- \$2M 2012 Quality of Life Bond (Modesto Gomez)
- \$5M IMPACT fund (BOSS at Airport + AMD)
- Special-purpose funds including TIRZ 5



## MISSION

Deliver exceptional services to support a high quality of life and place for



## VISION

Develop a vibrant regional economy, safe and beautiful neighborhoods, and exceptional recreational, cultural and educational opportunities powered by a high performing government.



## VALUES

Integrity, Respect, Excellence,  
Accountability, People

