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Building the Right Team for Funding Success

This session explores how to assemble and align a multidisciplinary team capable of securing funding for community and economic development initiatives. Participants will learn practical strategies for defining roles, leveraging partnerships, and positioning their projects for competitive grants and investment opportunities.





GETTING TO KNOW ME...

A Little About Me

Helping South Carolina communities Plan, Partner, and Fund Projects that make a real difference.

- 10 Years as Manager of Economic and Community Development at the Appalachian COG 1992-2002
- 23 Years as a City Administrator for Landrum (2002-2005), Travelers Rest (2005-2018), and Simpsonville (2018-2025)
- 1 Year as the Director of Local Government Services for Alliance Consulting Engineers, Inc.








Key Partners


Councils of Governments

Regional partners who help communities plan, connect, and move projects forward.




Grants and Funding Sources

 <p>State Programs:</p> <p>SC Rural Infrastructure Authority- Fall, Spring</p> <p>SC Office of Resilience</p> <p>State Revolving Funds (SRF) - SCDEE (Principal Forgiveness/ Low Interest Loans)</p> <p>SC CDBG: Community Development Block Grant Spring = Infrastructure Fall = Community Projects</p> <p>South Carolina Parks, Recreation and Tourism (SCPART)</p>	 <p>Federal Programs:</p> <p>USDA Rural Development (USDA-RD)</p> <p>Economic Development Administration (EDA)</p> <p>FEMA</p> <p>South Carolina Emergency Management Division Hazard Mitigation Grant Program (SCEMD HMGP)</p>	 <p>Community & Local:</p> <p>Municipal Association of South Carolina - Impact Grant (MASC)</p> <p>Accommodations Tax</p> <ul style="list-style-type: none"> • Civic & Cultural Facilities • Restrooms, Parks, Parking Lots 	 <p>Land/Conservation:</p> <p>Land and Water Conservation Fund (LWCF)</p> <p>Outdoor Recreation Legacy Program</p> <p>Recreational Trails</p> <p>Local:</p> <p>Greenville County has Historic & Natural Resources Trust</p>	 <p>Special - Other:</p> <p>Community Investment Projects - SC State Earmarks</p>
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SC Rural Infrastructure Authority

- *Basic Infrastructure*
- *Economic Infrastructure*
- *Emergency Infrastructure for Tier 3 & Tier 4 Counties*
- *Regional Planning*






COMMUNITY DEVELOPMENT BLOCK GRANT




PUBLIC INFRASTRUCTURE IMPROVEMENTS

Construction, replacement, or rehabilitation of water systems, sewer systems, stormwater drainage, streets, sidewalks, and other essential public facilities. These projects often address aging infrastructure, public health concerns, and regulatory compliance.




HOUSING ACTIVITIES

Rehabilitation of owner-occupied and rental housing. In South Carolina, the focus is primarily on owner-occupied; the goal is to keep older adults and low-income residents in their homes.




ECONOMIC DEVELOPMENT

Assistance to businesses to support job creation or retention, particularly for LMI individuals. This may include grants or loans for building improvements, equipment, or infrastructure tied to economic growth.



PUBLIC FACILITIES AND COMMUNITY SERVICES

Improvements to facilities such as community centers, fire stations, healthcare clinics, and senior centers.



STATE REVOLVING FUND - SCDES

The State Revolving Fund (SRF) provides low-interest loans aimed at building or repairing wastewater and drinking water facilities, as well as stormwater quality improvement projects. This program is administered by the South Carolina Department of Environmental Services and the South Carolina Rural Infrastructure Authority (RIA).

Who Can Apply?



Eligible applicants for SRF loans include:

- Municipalities
- Counties
- Special Purpose Districts



SRF – PRINCIPAL FORGIVENESS



- Provides financial assistance for the planning, design, and construction of Clean Water and Drinking Water infrastructure projects.
- Projects must comply with environmental quality standards, protection of public health, and improve capacity.
- Long-term viability
- Regional solutions

Project Questionnaires are due in March of each year for principal forgiveness. Loan requests are evaluated as received throughout the year.



SOUTH CAROLINA PARKS, RECREATION & TOURISM



- Parks and Recreation Development
- Destination Specific Tourism Marketing
- Emerging Destination Marketing
- Sports Tourism
- Undiscovered SC
- Land and Water Conservation Fund
- Outdoor Recreation Legacy Program
- Recreational Trails Program

SCPRT works with applicants, but decisions are made at the federal level.



U.S. DEPARTMENT OF AGRICULTURE – RURAL DEVELOPMENT



• Community Facilities

Examples include community centers, fire stations, health care, public safety, and libraries.

Subject to population size and low/moderate income beneficiaries

• Water and Environmental Program

- Water
- Wastewater
- Solid Waste

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 Strom Thurmond Federal Building
 1835 Assembly Street, Room 1007
 Columbia, SC 29201
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ECONOMIC DEVELOPMENT ADMINISTRATION



EDA's Public Works program helps distressed communities revitalize, expand, and upgrade their physical infrastructure. This program enables communities to attract new industry, encourage business expansion, generate local investment, and create or retain long-term jobs through land acquisition, development, and infrastructure improvement projects that establish or expand industrial or commercial enterprises.

Public Works program investments help facilitate the transition of communities from being distressed to becoming competitive by developing key public infrastructure, such as:

- Business and Industrial Parks
- Water and Wastewater Facilities
- Brownfield Redevelopment



FEMA - SC Emergency Management Division
Hazard Mitigation Fund Grant Program



- Supports disaster recovery and hazard mitigation projects
- Focus on resilience, flood prevention, and infrastructure protection
- Competitive funding with strict eligibility requirements
- Requires coordination with local and state agencies



MUNICIPAL ASSOCIATION OF SC IMPACT GRANTS



- Problem Solver Grants
\$25,000
- Big Idea Grants
\$100,000

- City of Simpsonville received \$25,000 grant to construction downtown archway for festival street
- City of Chesnee received \$25,000 grant to improve downtown park
- Town of Campobello received funds to create a Municipal Facilities Master Plan
- City of Greenville received Big Idea Grant to create dedicated neighborhood space for resiliency center



TELLING YOUR STORY FOR GRANT FUNDING



- Tell a clean and compelling story.
- Define the need – What problem are you solving? Use data.
- Connect need to urgency – What happens without funding?
- Describe the solution – What exactly are you proposing?
- Demonstrate impact – Quantify outcomes and tie them to community benefits.
- Establish credibility – Show experience and capacity. Highlight any planning or studies and demonstrate readiness.
- Keep it simple and tell the human story – Avoid jargon. Make sure your story is felt.



LET'S TALK ABOUT TEAMWORK AND PARTNERSHIPS



- Shows Broad Support
- Leverages Resources
- Increases Project Feasibility
- Regional Impact
- Document the Partnership – Letters of Support/MOUs/Clearly Defined Roles
- Tell the Partnership Story



**Team Approach
to Projects**

Better Projects. Stronger Communities.



Listen
Discuss

Plan
