

Port of Alaska & Grant Opportunities April 21, 2022

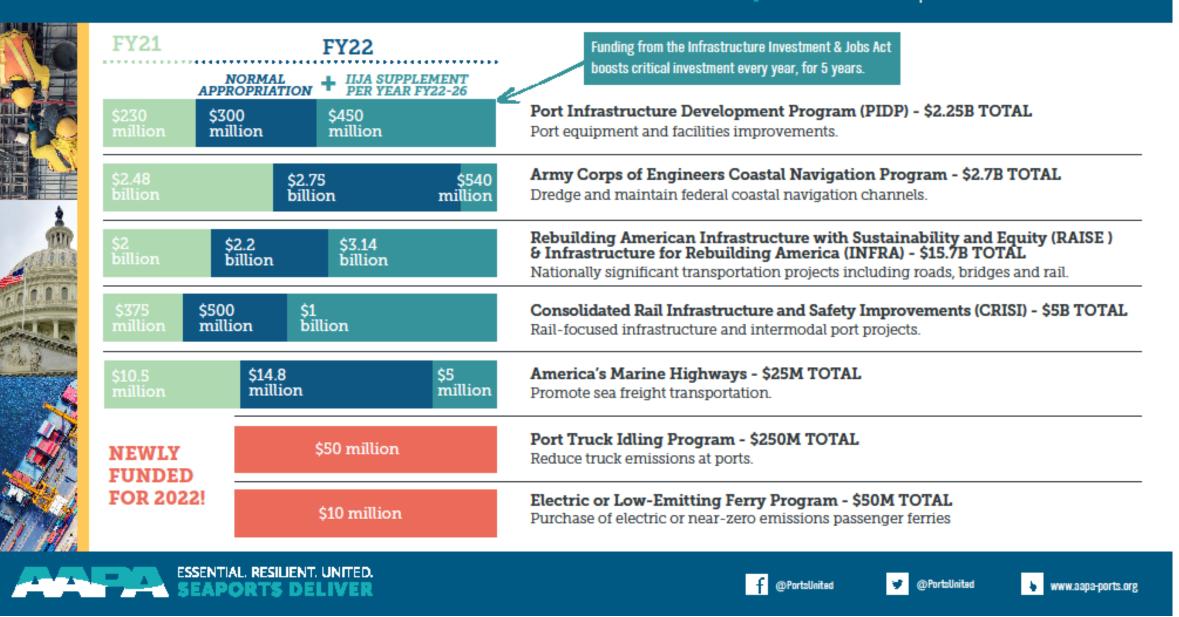


Your Port & Grants

- What's really in the IIJA law for ports?
- What opportunities are we going after?
- How are we going about applying, and how do we manage grant awards?

AAPA Urges Congress to Pass Sustained Infrastructure Investment

America's seaports are doing their part, investing \$31 billion in port-side infrastructure, but it's not enough. The U.S. needs major, long-term, infrastructure investment to keep American trade and commerce competitive and on the move.





Applications

PIDP

- (\$30 million) 16 May*
- NES
- INFRA/Mega
 - (\$40 million) 23 May*
 - NES
- Port Security Grant Program
 - NOFO will be out in May
 - Earmarks are back! 22 Apr (\$40M)
 - NES 1 specifically (1 year to commit funds)

NOTE: NES is a \$250 million effort (NES 1 = \$120M / NES2 = \$130M)

*Confirming if MARAD will agree that litigation proceeds will not be considered as a federal contribution to any grant award

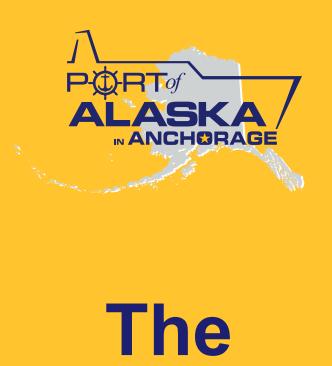


The Process

- <u>The Team</u>:
 - The Port staff
 - Grant writing contractor Moffatt & Nichol
 - PAMP PMC Jacobs Engineering
 - Blank-Rome (MOA's D.C. lobbyists)

<u>Three Rules of Thumb:</u>

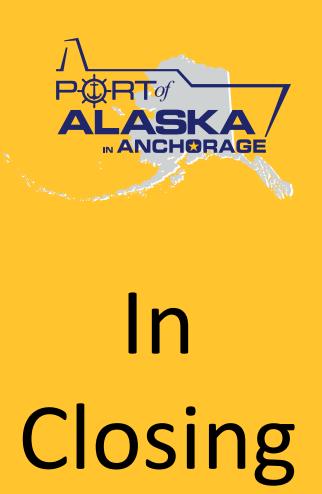
- We don't compete against ourselves (i.e., only one PoA project per grant opportunity)
- 2) We only target grants that provide good opportunity of winning a good return on our grant writing investment (i.e., given that award opportunity aligns with our project need – optimize cost of grant writing with potential award size, competition for award, timing, opportunity costs, etc.)
- We don't submit grant applications before they are ripe because they are likely to fail and may poison future applications for the same or related projects.
- Must confer with PMC to determine for which grants we have a defendable case...to include a viable Benefit-Cost Analysis (BCA) <u>and a clear WBS</u>



Process

(cont'd)

- Have a Grants.gov account, through which all applications are submitted
 - Step 1 Submit the application package on time
 - Step 2 Wait for application content review and approval by the lead DOT agency (for us, it's MARAD)
 - Step 3 When notified of application approval, document goes to SECTRANS' desk and the vetting begins
 - This is where the delegation will be contacted for input
 - Need does not always = award!
- Post Award: Work with the MOA Grants Management team to keep the local process for reimbursement requests on track
- Post Award: Work with the MARAD grant managers to navigate their process(es)...and be persistent and patient!



- The Port staff has 15+ years of experience applying for federal grants, and a grant writing contractor for support
- IIJA opportunities for port infrastructure \$\$ do not compare to what is available for the other transportation modes
- The best strategy is to pick the grant opportunities for which we believe we can make the best case for a successful application, which is different than an "apply for everything" strategy