

Financial Sustainability

Glenn Barnes

Environmental Finance Center

University of North Carolina at Chapel Hill

919-962-2789

glennbarnes@sog.unc.edu



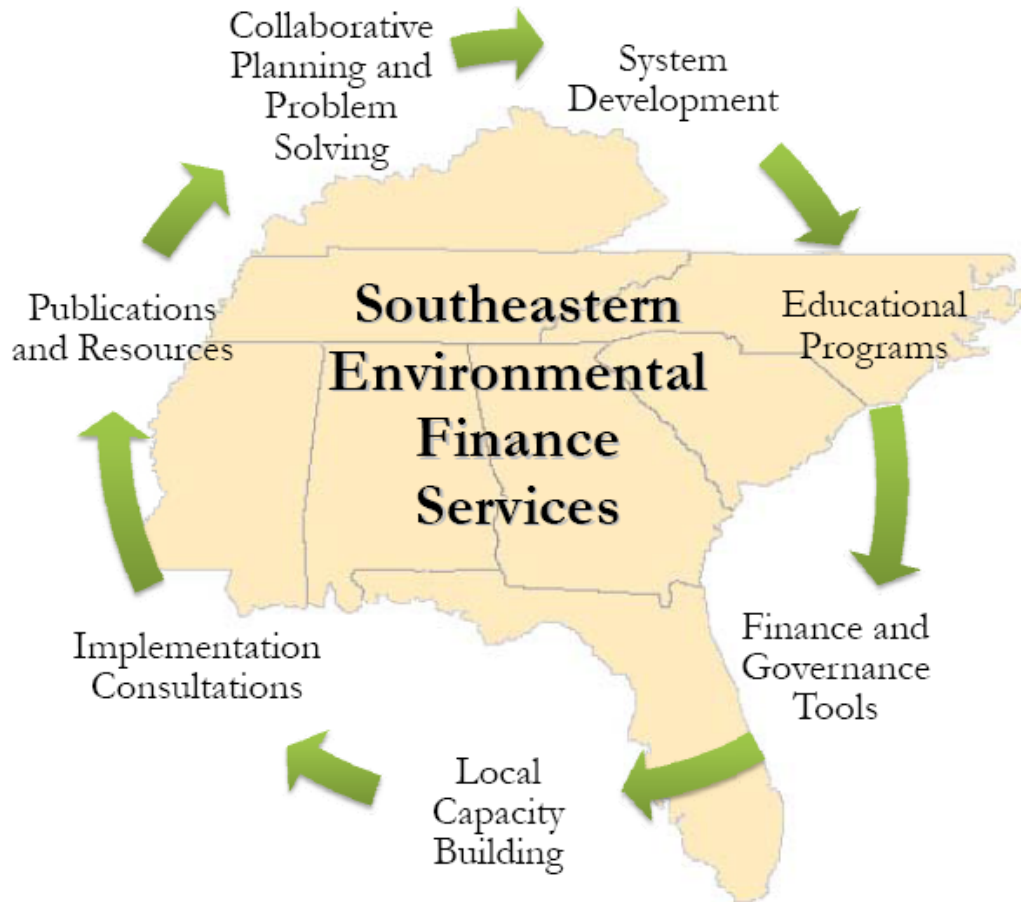
UNC
ENVIRONMENTAL FINANCE CENTER

www.efc.unc.edu



UNC

ENVIRONMENTAL FINANCE CENTER



Dedicated to enhancing the ability of governments and organizations to provide environmental programs and services in fair, effective and financially sustainable ways.



UNC

ENVIRONMENTAL FINANCE CENTER

Search for “wetlands”



Mission Statement

We work to enhance the ability of governments and other organizations to provide environmental programs and services in fair, effective and financially sustainable ways.

Project Tools

Federal Funding Opportunities for Wetlands

Tables, 12/01/2011 (MS Excel)

Federal grants provide an important funding source for state and tribal wetland programs. The purpose of this reference guide is to list all of the available federal grants that can be used by wetland programs.

Example of a Good Wetland Program Message

Guidance Document, 10/10/2008 ()

This video is an example of a good wetland program message. It is delivered as an "elevator speech" between a

PROJECT SUSTAINABLE FINANCE FOR WETLANDS PROGRAMS



Many state and tribal wetlands programs today are not able to meet all of their program goals because of insufficient or inconsistent funding. This is true both for small, emerging programs and larger, well-established programs.

The purpose of the sustainable finance project is to help state and tribal wetlands programs develop a stable and appropriate funding model to better meet their goals.

There are five key elements to sustainable finance:

- Know the projects you want to pay for
- Seek out all appropriate federal funding options
- Combine federal money with funds generated at the state/tribal level such as appropriations, fees or bonds
- Collaborate with other units of government such as state/tribal agencies and local governments to avoid

Session Agenda

- Sustainable Finance Process
- Ways tribes finance wetland programs
- Tips on effective grantwriting

Sustainable Finance Process

- Know the projects you want to pay for
- Seek out all appropriate federal funding
- Combine federal money with funds generated at the state/tribal level
- Collaborate with other units of government
- Partner with non-governmental organizations

Available Federal Funding

Interactive Excel List of Grants on Project Website

all federal funding opportunities for wetlands

Click + above to expand funding categories

Grant Program	Agency	Are States Eligible?	Are Tribes Eligible?	Scope	Can wetland program apply directly?	Regulation	Monitoring & Assessment	Restoration & Protection	Water Quality	Support
Wetland Program Development Grants (National)	EPA	Yes	Yes	National	Yes		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Wetland Program Development Grants (Regional)	EPA	Yes	Yes				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Clean Water State Revolving Fund	EPA	Yes	Yes	National			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
Drinking Water State Revolving Fund	EPA	Yes	Yes					<input checked="" type="checkbox"/>		
Clean Water Act Section 319 Grants	EPA	Yes	Yes			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			
Clean Water Act Section 106 Grants	EPA	Yes	Yes			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Indian General Assistance Program Grants	EPA	No	Yes	National	No, unless affiliated with Indian/tribe	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>		
National Coastal Wetlands Conservation Grant Program	U.S Fish and Wildlife Service	Yes	No-but can apply as cooperator with state					<input checked="" type="checkbox"/>		

Instructions Explore Find Summary Sheet Agency Abbreviations

Federal Grants from...

- Environmental Protection Agency
- Bureau of Reclamation, Department of Interior
- Department of Defense
- Department of Transportation
- Federal Emergency Management Agency, Department of Homeland Security

Federal Grants from...

- National Fish & Wildlife Foundation
- National Oceanic & Atmospheric Administration
- U.S. Department of Agriculture
- U.S. Fish & Wildlife Service

Other Strategies

- Wetlands as Endangered Species Habitat
 - Example: Pueblo of Santa Ana Tribe

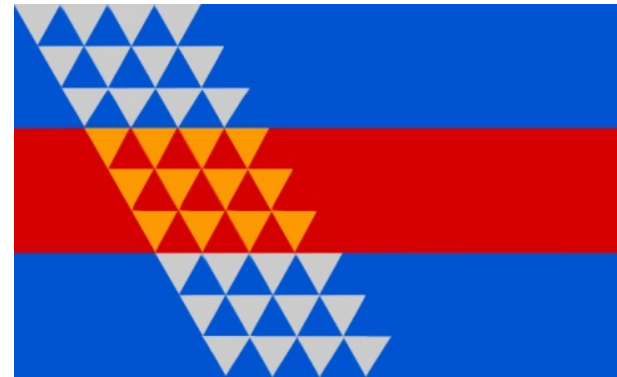


Other Strategies

- Wetlands as cultural resources
 - Example: Robinson Rancheria of Pomo Indians



Three sika by Luwana Quitiquit
Photo Source: newsblaze.com



Other Strategies

- Noxious Weed Eradication Program, Bureau of Indian Affairs
 - Examples: Saint Regis Mohawk Tribe, San Carlos Apache Tribe, Hualapai Tribe



EPA General Assistance Program

- <http://www.epa.gov/Indian/gap.htm>
- For planning, developing, and establishing environmental protection programs in Indian country, as well as for developing and implementing solid and hazardous waste programs on tribal lands

EPA Performance Partnership Agreements

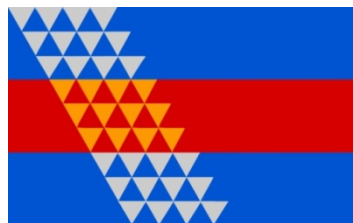
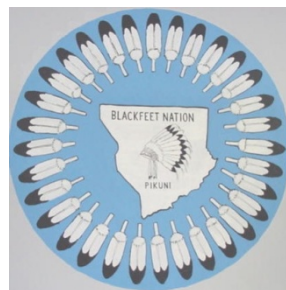
- <http://www.epa.gov/ocir/nepps/>
- Tribes can combine EPA grants into one single grant for administrative and reporting ease

Combine federal money with
funds generated at the
tribal level

Tribal-based Funding

- Tribal Casino Revenue

- Examples: Saint Regis Mohawk Tribe, Blackfeet Tribe, Robinson Rancheria of Pomo Indians, Grand Traverse Band of Ottawa and Chippewa Indians, many others



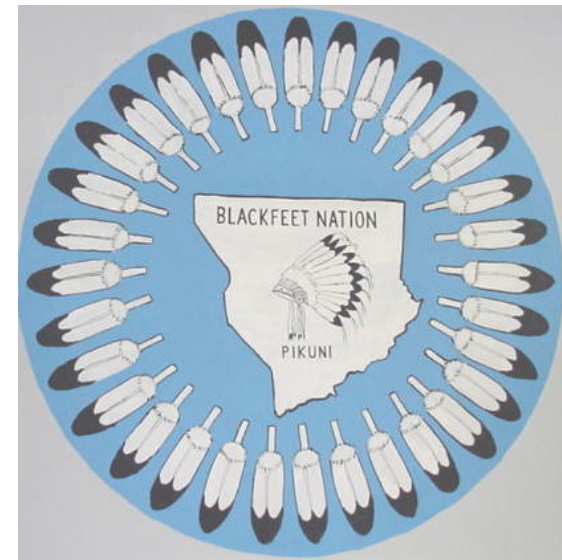
Tribal-based Funding

- Other Tribal Revenue
 - Example: Ohkay Owingeh
 - Hotel and Casino
 - RV Park rentals
 - Cattle grazing
 - Radio/cell phone tower



Tribal-based Funding

- Permit Fees
 - Blackfeet Nation
- *Also looking into setting up regulatory penalties*



Tribal-based Funding

- Mitigation Banks
 - Example: Lummi Nation



Tribal-based Funding

- Establish a “Friends of the Wetlands” program and solicit direct donations
 - Example: Torres-Martinez Tribe



Collaborate with other
units of government

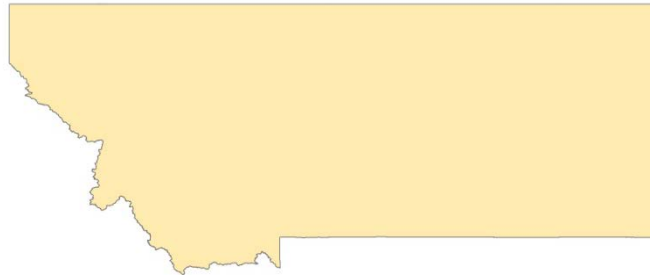
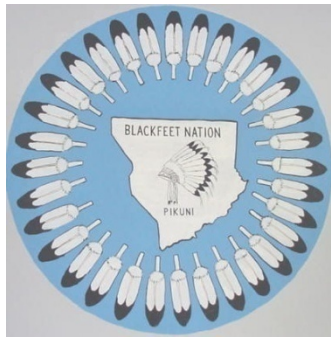
Collaborate with other units of government

- Share staff and expertise across many/all environmental programs
 - Example: Hualapai Tribe



Collaborate with other units of government

- Use federal SAFTEA-LU money to fund wetlands permitting for state highway projects
 - Example: Blackfeet Nation and Montana



Collaborate with other units of government

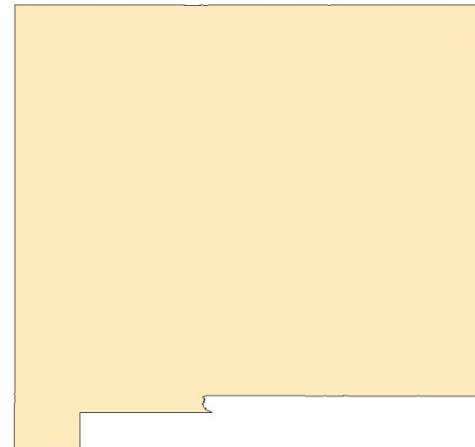
- Use federal FEMA money to fund wetlands that double as flood mitigation
 - Example: Kalispel Tribe



FEMA

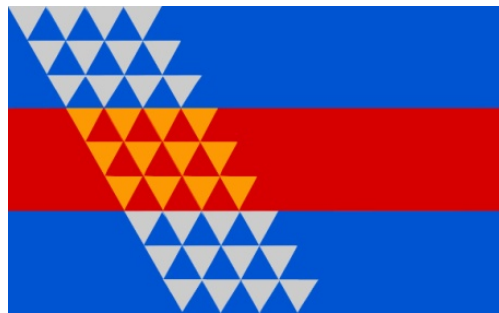
Collaborate with other units of government

- Tribes and states share financial resources
 - Example: Mescalero Apache Tribe and the State of New Mexico



Collaborate with other units of government

- Partner with local governments
 - Example: Robinson Rancheria of Pomo Indians & Lake County, CA



Collaborate with other units of government

- Assume EPA responsibilities through DITCA
 - Example: Fond du Lac tribe

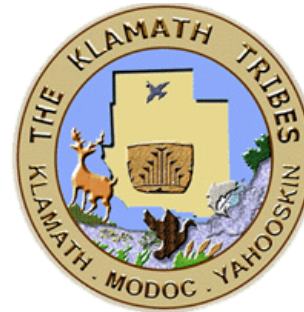


Partner with non-governmental organizations



Partner with non-governmental organizations

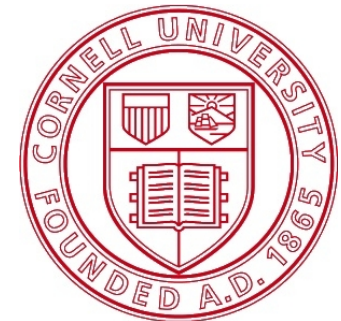
- Purchasing land for conservation
 - Example: The Nature Conservancy partners with the Klamath Tribes



To find your tribal contact: <http://www.nature.org/contactus/contact/>

Partner with non-governmental organizations

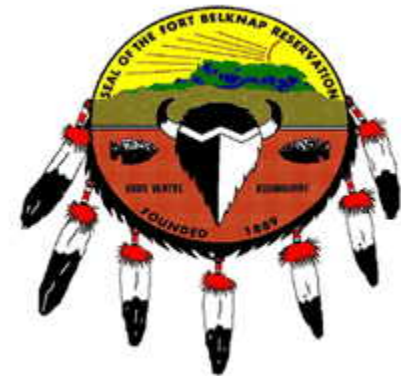
- Working with universities
 - Example: Saint Regis Mohawk Tribe & SUNY-Buffalo, Cornell University and Clarkson University



A Few Examples of Putting Funding Sources Together

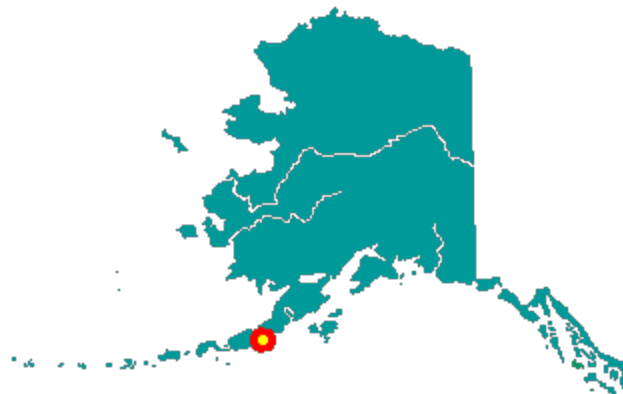
How Tribes Fund Their Programs

- Wetland Program Development Grants only
 - Example: Assiniboine Sioux and the Gros Ventre Tribes (together make up the Fort Belknap Indian Reservation)



How Tribes Fund Their Programs

- Wetland Program Development Grants and other EPA grants
 - Example: Chignik Bay Tribal Council



How Tribes Fund Their Programs

- Federal funds but no Wetland Program Development Grants
 - Example: Sokaogon Chippewa Community



How Tribes Fund Their Programs

- Tribal and state funds only—no federal dollars
 - Example: Pueblo of Taos Tribe



Funding Examples

- **Torres-Martinez Tribe Salton Sea Restoration**

Building TM Pilot Wetlands
Approximately \$3,000,000 to date

- Multiple grants used
- BOR – Engineering - \$325,000
- US EPA NPS Funds – Construction Costs \$1,400,000
- US EPA CWA 106 – Monitoring –various years
- State of CA 319 – Construction Costs \$550,000
- State of CA Prop 13 funds- Monitoring \$250,000
- US EPA 104(b) Funds – Inventory/Delineation of reservation
- BIA 630 Water Resources -Match
- Private Funding other sources - \$25,000 for other things



Some Quick Grantwriting Advice

Grantwriting tips

- Read the RFP thoroughly to make sure your project is appropriate for the funding
- Follow the suggested RFP outline if there is one
- Include maps and photos as appropriate
- Include letters of support from partner agencies, not from politicians

Grantwriting tips

- Be specific with your work plan and timeline
- Cite measurable goals
- Focus on the results from this funding source and not the work of your program as a whole
- Don't say that you are underfunded

Grantwriting tips

- If you are applying as a group, choose one agency as the lead agency. Pick either the agency with the most work or the agency with the best relationship with the funder.

- Apply on time

Grantwriting tips

- Ask the funder any questions you have during the application process. If they can't answer you, they will tell you
- If you are funded, report your results thoroughly and on time
- If you are not funded, ask the funders why

Grantwriting tips

- Seek help from your peers
- Look over the sample grant application
- Call us if you need advice

Step 1: Choose Grants

all federal funding opportunities for wetlands

Explore

Click + above to expand funding categories

Grant Program	Agency	Are States Eligible?	Are Tribes Eligible?	Scope	Can wetland program apply directly?	Regulation	Monitoring & Assessment	Restoration & Protection	Water Quality	Supporting Processes	CFDA Number
Wetland Program Development Grants (National)	EPA	Yes	Yes	National	Yes		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	66.462
Wetland Program Development Grants (Regional)	EPA	Yes	Yes				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		66.461
Clean Water State Revolving Fund	EPA	Yes	Yes	National			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	Apply through states
Drinking Water State Revolving Fund	EPA	Yes	Yes					<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	Apply through the
Clean Water Act Section 319 Grants	EPA	Yes	Yes			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>	66.460
Clean Water Act Section 106 Grants	EPA	Yes	Yes			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	66.419
Indian General Assistance Program Grants	EPA	No	Yes	National	No, unless affiliated with Indian/intertribal consortium	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	66.926
National Coastal Wetlands Conservation Grant Program	U.S Fish and Wildlife Service	Yes	No-but can apply as cooperator with state					<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	15.614
North American Wetlands Conservation Act - U.S. Standard Grants	U.S Fish and Wildlife Service	Yes	Yes					<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	15.623

Instructions | Explore | Find | Summary Sheet | Agency Abbreviations

Step 2: Find More Information on Those Grants from CFDA.gov

CATALOG of FEDERAL DOMESTIC ASSISTANCE

Home Programs Agencies Regional Agency Offices General Info Privacy

CFDA Statistics: Programs at a Glance

CFDA contains detailed program descriptions for **2,171** Federal assistance programs. The following chart shows the program distribution for the top five issuing agencies.

Agency	Program Count	Percentage
Department of Health and Human Services	432	36%
Department of the Interior	254	21%
Department of Agriculture	237	20%
Department of Education	150	13%
Department of Justice	125	10%

Last updated November 6, 2011

About CFDA

Catalog of Federal Domestic Assistance (CFDA) provides a full listing of all Federal programs available to State and local governments (including the District of Columbia); federally-recognized Indian tribal governments; Territories (and possessions) of the United States; domestic public, quasi- public, and private profit and nonprofit

Find Programs

Search now! You do not need an account to search the catalog and view Federal assistance programs.

Keyword or Program Number

Select Assistance Type...

- [Advanced Search Form](#)
- [Find Programs by Number](#)
- [Find Programs by Agency](#)
- [Added Programs \(since last publication date\)](#)
- [Archived Programs \(since last publication date\)](#)

Step 3: Apply at Grants.gov

The screenshot shows a Windows Internet Explorer browser window displaying the Grants.gov website. The browser's address bar shows 'http://grants.gov/'. The website header includes the Grants.gov logo and navigation links for Search, Contact Us, Site Map, RSS, and Home. A central banner features the slogan 'Find. Apply. Succeed.' and a paragraph explaining that Grants.gov is the source for finding and applying for federal grants, managed by the U.S. Department of Health and Human Services. A sidebar on the left lists navigation options for applicants and grantors. A 'RECOVERY.GOV' section highlights grant opportunities related to the American Recovery and Reinvestment Act. A 'Sign-up for our "Succeed" Quarterly Newsletter' box is on the right. A 'What's New at Grants.gov' section at the bottom mentions a July 2011 webcast on Grant Fraud.

Alert
Beginning August 9, 2011, Grants.gov will reject applications if applicant CCR registration is expired. View the [Grants.gov Blog](#) for more details.

FOR APPLICANTS

- Applicant Login
- Find Grant Opportunities
- Get Registered
- Apply for Grants
- Track My Application
- Applicant Resources
- Search, FAQs, Userguides and site information

APPLICANT SYSTEM-TO-SYSTEM

FOR GRANTORS

ABOUT GRANTS.GOV

HELP

CONTACT US

Find. Apply. Succeed.

Grants.gov is your source to FIND and APPLY for federal grants. The U.S. Department of Health and Human Services is proud to be the managing partner for Grants.gov, an initiative that is having an unparalleled impact on the grant community. [Learn more](#) about Grants.gov and determine if you are eligible for grant opportunities offered on this site.

Grants.gov does not provide personal financial assistance. To learn where you may find personal help, check [Government Benefits](#), [Student Loans](#) and [Small Business Start-up Loans](#).

RECOVERY.GOV

In response to The American Recovery and Reinvestment Act or Recovery Act, Grant-making agencies are posting Recovery Act specific grant opportunities on Grants.gov. [View all opportunities](#) >

Other information and opportunities regarding the Recovery Act is available. [Learn more](#) >

Update-to-date information on the state of recovery. [Learn more](#) >

[Feature Stories](#)

Recovery Act Grant Opportunities

Archived Webinars

Sign-up for our "Succeed" Quarterly Newsletter

Quick Links

Latest News!
[Grants.gov Blog](#)
[\[Exit Disclaimer\]](#)

FOR APPLICANTS

- Grant Search
- Grant Email Alerts
- Get Registered
- Applicant Login
- E-Biz POC Login
- Track My Application

FOR GRANTORS

- Grantor Login
- New Agency Users
- Resources

What's New at Grants.gov

Grants.gov July 2011 Webcast on Grant Fraud is now available online.

Sample, Annotated Tribal Grant

- <http://www.efc.unc.edu/projects/wetlands/index.htm>

Project title:	Developing a management and restoration strategy for the Manning Lake Wetland Complex	Comment [GB1]: Throughout this document, note how the authors make information easy to see. Visual cues are important to readability, and this first page is very easy to see.
Priority areas addressed:	National: Priority A: Regulation (Enhancing wetland protection) Priority B: Wetland monitoring and assessment Regional: Priority B: Watershed focus	Comment [GB2]: Linking grant proposals to the funder's priorities is key. Note how this information is presented at the beginning of the document and explained in greater detail later.
Applicant:	Fort Peck Tribes Fish and Game Department Manning Lake Wetlands Tribal Wildlife Refuge Project	
Key personnel:	Jeanne Spaur Project coordinator/wildlife biologist Phone: 406-768-5305 Email: jeannespaur@yahoo.com	
Geographic Location:	HUC: 1006006 Watershed: Big Muddy	
Project costs:	Total: \$260,860.00 Requested: \$195,627.00	Comment [GB3]: Note the clarity of the financial requirements. Audiences can figure out exactly what is being requested.
Abstract:	The Fort Peck Tribes are working toward the protection, management, and restoration of the	

Questions?

Glenn Barnes

Environmental Finance Center

University of North Carolina at Chapel Hill

919-962-2789

glennbarnes@sog.unc.edu



UNC

ENVIRONMENTAL FINANCE CENTER

www.efc.unc.edu