



How To Apply Workshop 2025 Virginia Appalachian Regional Commission Program

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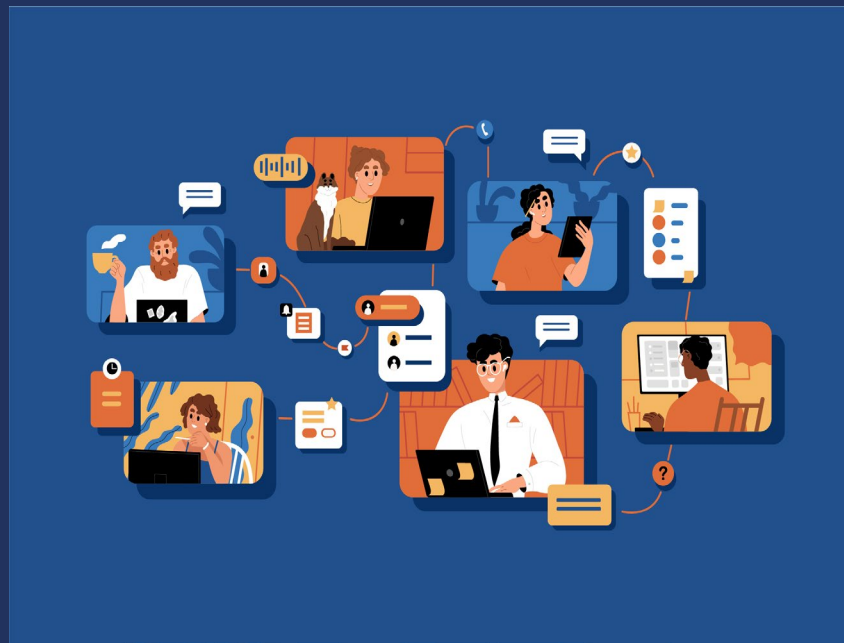
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January 16th, 2025



**VIRGINIA DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT**
Partners for Better Communities





Agenda

- I. Welcome
- II. ARC Background and Introduction
- III. CAMS Application
- IV. Virginia Project Case Studies: Project Intersection
and Millwald Theatre
- V. ARC Federal Review Process
- Project Case Study: Southern Gap
- VI. Group Breakout
- VII. Question and Answers



ARC Background

Special Federal-State Regional Partnership

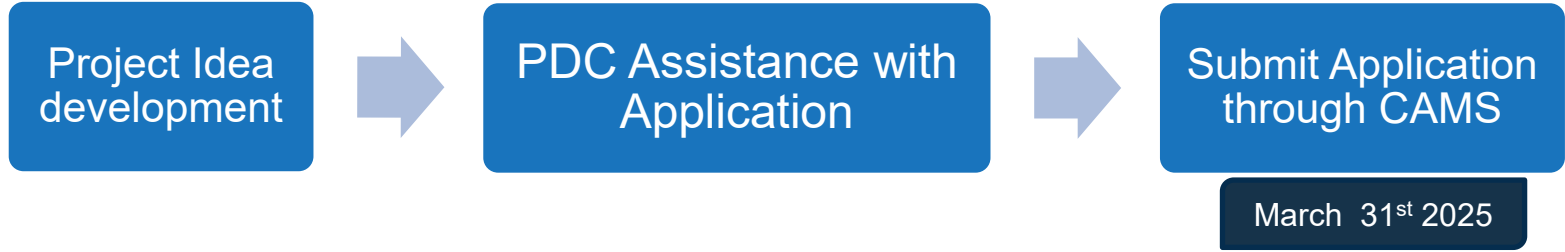
- Created in 1965 to address disparities between the Appalachian region and the rest of the nation.
- Employs a flexible “bottom-up” approach, enabling local communities to tailor federal assistance to individual needs.
- Emphasis on Distressed Counties
- Thirteen Member States
- 420 counties included
- www.ARC.gov





Overview of ARC Application Process

Local Level



State Level



Federal Level





Step 0: Deciding to Apply

ELIGIBLE APPLICANTS

- Non-profit organizations, educational institutions, Planning District Commissions (PDCs), and state and local governmental entities are eligible to apply for Virginia ARC funding. Private organizations or for-profit businesses are not eligible to apply.
- Nonprofit organizations must demonstrate adequate capacity to be an eligible applicant for ARC funds. To show adequate capacity, an applicant must have full-time staff, a track record with managing comparable projects, and a current 501(c)3 status.
- Eligible funding requests must meet the following criteria:
 - Applicant clearly describes the proposed project with achievable performance outcomes,
 - Applicant has the capacity to implement the project,
 - Non-ARC resources are in place to leverage the requested funds,
 - Project will be implemented using a collaborative approach, and
 - The project is sustainable.
- Make sure you reach out to ARC partners like the State ARC Program Manager or Planning District Commissions



ARC Strategic Goals

Goal 1: Building Appalachia's Businesses

- Strengthen and diversify the Region's economy through inclusive economic development strategies and investments in entrepreneurship and business development.

Goal 2: Building Appalachia's Workforce Ecosystem

- Expand and strengthen community systems (education, healthcare, housing, childcare, and others) that help Appalachians obtain a job, stay on the job, and advance along a financially sustaining career pathway

Goal 3: Building Appalachia's Infrastructure

- Ensure that the residents and businesses of Appalachia have access to reliable and affordable utilities and infrastructure in order to successfully live and work in the Region.

Goal 4: Building Regional Culture and Tourism

- Strengthen Appalachia's community and economic development potential by preserving and investing in the Region's local, cultural heritage, and natural assets.

Goal 5: Building Community Leaders and Capacity

- Invest in the capacity of local leaders, organizations, and communities to address local challenges by providing technical assistance and support to access resources, engage partners, identify strategies and tactics, and conduct effective planning and project execution.



Virginia Targeted Investment Priorities

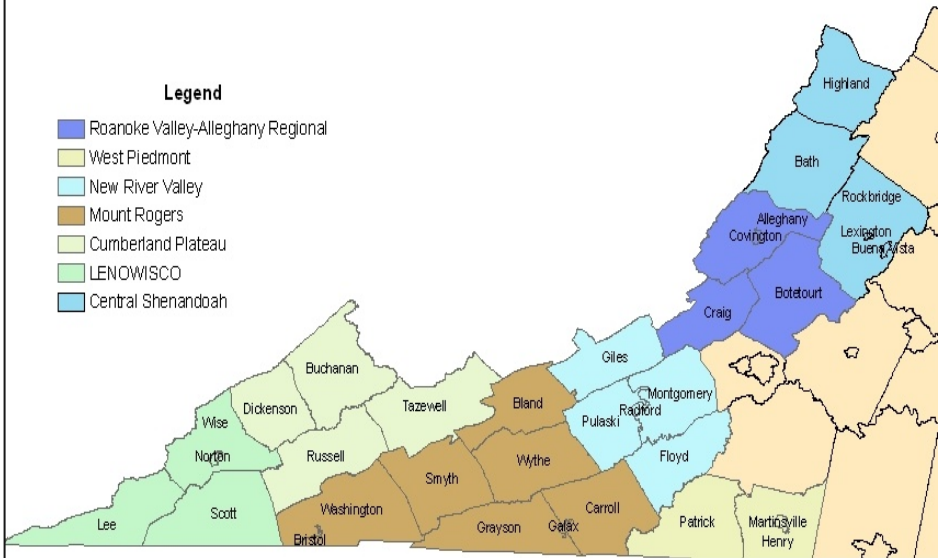
- Support efforts to reinvigorate the small business and entrepreneurial ecosystem, create jobs, train workers, and attract talent in Virginia.
- Support planning and assessment efforts, along with workforce training for housing construction related careers initiatives, to address unmet housing needs by strengthening the housing economy and ensuring the availability of quality housing in coordination with economic development efforts.
- Support the deployment of broadband infrastructure to enable universal access in unserved areas of the region.
- Create opportunities to expand energy sources and ensure Virginia has a reliable, affordable, and sustainable supply of power.
- Support the development of regional solutions to address water/wastewater infrastructure needs, economic and entrepreneurial priorities, asset-based development, and large-scale environmental projects.
- Create opportunities to strengthen local and regional capacity and promote strong partnerships among local leaders, stakeholders, investors, and community builders.



Virginia's ARC Local Development Districts

Legend

- Roanoke Valley-Alleghany Regional
- West Piedmont
- New River Valley
- Mount Rogers
- Cumberland Plateau
- LENOWISCO
- Central Shenandoah



Virginia ARC Programs

- ✓ Area Development Program
 - ✓ Construction projects
 - ✓ Non-Construction projects/planning grants
- ✓ Access Road Program

Federal ARC Programs

- ✓ ARISE
- ✓ POWER
- ✓ INSPIRE

Virginia 2025 ARC Funding Caps



Project Type	Current
Construction	Up to \$700,000 Up to \$1,000,000 for regional projects \$1,000,000 for Access Road
Non-Construction/Planning Grant	Up to \$100,000
Planning Grant	Up to \$50,000 for single and \$100,000 for regional
Regional Non-Construction Projects	Up to \$300,000



ARC State Funding Allocation

Program Category	2024	2025 Estimates
Area Development	\$2.9 million	\$2.82 million
Distressed Counties	\$2.6 million	\$2.63 million
Central Appalachian Distressed County Infrastructure	\$2.5 million	\$2.77 million
Local Development Districts	\$632,000	\$632,000
Access Road	\$4.8 million	4.8 million
IIJA Special Appropriation	\$10 million	\$ 4.2 million carryover
Total	\$23.4 million	\$17.2 million

ARC Application Process and Timeframe



Process	Timeframe
ARC Applications Due	March 31 st , 2025
Funding Announcement	<i>Tentatively May 2025</i>
DHCD Submission to ARC	June/July 2025
Anticipated ARC Approval	September 30, 2025
DHCD Contract Negotiations Meeting <i>Construction Projects Only</i>	Starting in December 2025

Non-Construction Projects:

Strategic Project and Budget Development



ARC Non-Construction Project Application Checklist

All applicants requesting ARC investment funding should use this checklist to develop a complete project application. The framework for the checklist is based on [ARC's 2022-2026 Strategic Plan](#), which emphasizes strategic focus, collaboration, sustainability, and measurable impact. Words in bold identify materials that should be included as supporting materials.

List the page in your application where the required information can be found in the blank space next to each section and subsection. Submit completed applications to your state's ARC program office.

SECTION 1: Transmittal Letter (usually provided by the state upon recommendation to ARC).

SECTION 2: REQUIRED APPLICATION FORMS, Pages #___

**Please Note: Applicants must be registered in System for Award Management (SAM) and have an active Unique Entity Identifier (UEI). UEIs need to be renewed every year; any lapse may result in deactivation which may take months to remedy. See <https://sam.gov/content/duns-uei> for more information.*

- Federal Standard Form 424: Application for Federal Assistance (include ARC funds and all matching funds; applicant match must be placed in the "local" line item)
- Federal Standard Form 424A: Budget Information for Non-Construction Programs
- Federal Standard Form 424B: Non-Construction Assurances
- ARC Memorandum of Understanding (MOU) (see <https://www.arc.gov/resource/memorandum-of-understanding/>)
 - Broadband as a Service (BaaS) applications require a project-specific MOU in addition to the standard ARC MOU. Both forms may be found at the link above.
- Any forms required by state ARC program offices (ARC Form 3 may be required)

Find all required forms on ARC's website <https://www.arc.gov/resource/standard-forms-for-non-construction-applications/>

SECTION 3: EXECUTIVE SUMMARY, Page #___

- Provide a short executive summary of project goals and strategies, purpose, key activities, strategic rationale, collaborative partnerships, project sustainability and capacity, and performance measures. This should be a synopsis of the longer project narrative, provided in Section 4.

For format and guidance, please see ARC Executive Summary template found here: <https://www.arc.gov/resource/executive-summary-template-for-arc-applications/>

SECTION 4: PROJECT NARRATIVE

Formatting instructions: Use the headings below as headings in the project narrative. The suggested length of the narrative is five to eight pages. Please number the pages.

1. Goals and Strategies, Page #___

- List the primary ARC goal and objective the project will address (one goal and one objective only).

See ARC's 2022-2026 Strategic Plan for a list of ARC goals and objectives: <https://www.arc.gov/strategicplan/>

- List the primary ARC state strategy the project will address. Consult your state's most recent Strategy Statement and your state's ARC program manager for additional guidance.

- ✓ Transmittal Letter
- ✓ Federal forms (SF-424, MOU,...)
- ✓ Executive Summary
- ✓ Project Narrative
 - ✓ Goals and Strategies
 - ✓ Project Description
 - ✓ Strategic Rationale
- ✓ Performance measures
- ✓ Collaborative Partnerships
- ✓ Project Sustainability and Capacity



Planning/Non- Construction Projects: Priority Goals & Activities

- Providing TA to businesses (Goal 1)
- Downtown revitalization study (Goal 4)
- Leadership academy, Regional strategic plan (Goal 5)
- Workforce training program (Goal 2)
- Sewer system feasibility study (Goal 3)
- Broadband feasibility study (Goal 3)
- Inland port feasibility study (Goal 3)



Non-Construction Projects: Strategic Rationale & Collaborative Partnerships

- Meets one of state's strategies
- Addresses a local/regional demand, strategy, or initiative
- Involves collaboration with multiple partners across disciplines and geographies



Non- Construction Projects: Consistent Budget & Match

- Project budget expenses must align with the scope of project activities
- Include **budget narrative** with explanation of line item expenditures: include purpose of travel, supply/equipment lists, & calculation
- More detail needed for personnel, contractual, other, and Indirect costs
- Consistent project cost totals on standard forms and detailed budget
- Provide match letters pledging specific cash or in-kind amounts
- MAI appraisals for real property offered as match are acquired



BUDGET INFORMATION - Non-Construction Programs

OMB Approval No. 0348-0044

SECTION A - BUDGET SUMMARY						
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)
1.		\$	\$	\$	\$	\$ 0.00
2.						0.00
3.						0.00
4.						0.00
5. Totals		\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
SECTION B - BUDGET CATEGORIES						
6. Object Class Categories	GRANT PROGRAM, FUNCTION OR ACTIVITY				Total (5)	
	(1)	(2)	(3)	(4)		
a. Personnel	\$	\$	\$	\$	\$ 0.00	
b. Fringe Benefits					0.00	
c. Travel					0.00	
d. Equipment					0.00	
e. Supplies					0.00	
f. Contractual					0.00	
g. Construction					0.00	
h. Other					0.00	
i. Total Direct Charges (sum of 6a-6h)		0.00	0.00	0.00	0.00	
j. Indirect Charges					0.00	
k. TOTALS (sum of 6i and 6j)	\$	0.00	\$ 0.00	\$ 0.00	\$ 0.00	
7. Program Income	\$	\$	\$	\$	\$ 0.00	

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Standard Form 424A (Rev. 7-97)
Prescribed by OMB Circular A-102

Previous Edition Usable

Check your math



Non-Construction Projects: Sustainability Plan

- Describe organizational capacity and post-ARC funding plan
- Five-year pro forma financial projections especially for business development projects
- Other independent assessments of sustainability like feasibility studies or business plans

Construction Projects:

Strategic Project and Budget Development



Construction Projects: Goals & Strategies

Select only ONE ARC goal the proposed project will primarily address:

- 1. Building Appalachia's Businesses**
- 2. Building Appalachia's Workforce Ecosystem**
- 3. Building Appalachia's Infrastructure**
- 4. Building Regional Culture and Tourism**
- 5. Building Community Leaders and Capacity**

- Incubators & accelerators (Goal 1)
- Business parks (Goal 1)
- Downtown revitalization (Goal 3/4)
- Training facility renovation (Goal 2)
- Water/sewer systems (Goal 3)
- Fiber-optic broadband (Goal 3)
- Rail spurs/inland ports (Goal 3)
- Tourism, recreation, and natural assets (Goal 4)



Project Description

- Proposed Beneficiaries
- Detailed work plan:
 - List project activities (what will be done, who will complete each activity) and timeline during the project
 - Complete the Work Plan Template in the ATTACHMENTS tab



Workplan Template

A required application component under "Project Description" for both construction/non-construction projects.

Instructions: Please complete the workplan below to outline and describe all major project activities. You may add or remove rows for milestones and action steps as necessary.

Proposed Activity or Milestone #1: Key Action Steps	Timeline	Expected Outcome(s)	Person or Area Responsible	Notes/Comments
<i>Define each action step by it's own row - add or delete rows as necessary</i>	<i>A start and expected completion date must be included for each action step</i>	<i>Please define expected outcome for each step</i>	<i>A responsible person or division must be identified for each step</i>	<i>Additional notes or comments are optional</i>
1 Review Project Guidelines With Staff upon Acceptance	Proposed 11/1/24 - 11/4/24	Staff will be informed of all paper trail and purchasing requirements	Director	Plant Manager will be Lead
2 Ensure Proper equipment is sent to (procurement)	11/6/24 thru 11/8/24	RFP for materials sent out for bid - Detail timelines	Plant Manager	Generally take 14 working days to receive RFP
3 Ensure RFP is sent out to secure contractor is secured (procurement)	11/7/24 thru 11/12/24	RFP for contractor (installation) sent out for bid	Director - Procurement Agent	Generally takes 20 days to receive RFP
4				
5				



Executive Summary Template

Project Title: Please include a descriptive title of the project

Name: Please include the legal name of the agency, organization, or institution

Impacted Counties: Identify each county and its economic status (e.g. transitional, distressed, etc.)

Basic Agency: For Construction Projects ONLY (Please write in)

Goal/Objective: Identify the primary ARC goal and the primary State goal or objective that the project will address.

Project Purpose: Please summarize the purpose of proposed project in a single sentence.

Funding:

Source	Amount	Percentage
ARC		
Federal (Other)		
State		
Other (Applicant, Donation, etc.)		
Total		

Project Description: 1-2 Paragraphs

Describe major activities to be conducted. The description should address who, what, where, when and how for each major activity.

Strategic Rationale: 1 paragraph MAX

Identify the problems and/or opportunities the project will address, explain the critical circumstances that compel the project to be funded by ARC, and describe how the project supports a regional strategy or plan.

Collaborative Partnerships: 1 paragraph MAX

Identify local, regional and/or state partnerships that will support the project. You may attach letters of engagement or similar documentation that verify partnerships as appendices to your application package.

Project Sustainability and Capacity: 1 paragraph MAX

Describe capacity to undertake the proposed activity by describing previous experience with similar activity. Explain how the project will be sustainable once ARC support is no longer available.

Performance Measures:

Identify quantifiable output and outcome measures. These must be consistent with ARC guidance (include any leveraged private investment resulting from the project).



Construction Projects: Strategic Rationale & Collaborative Partnerships

- Meets one of state's strategies
- Targets distressed counties/areas
- Addresses a local/regional demand, strategy, or initiative
- Involves collaboration with multiple partners across sectors and geographies
- Leverages an existing asset to create a new asset



Construction Projects: Consistent Budget & Match

- Detailed engineer or architect construction report (PER/PAR) that fits project activities and identifies uses of funds by budget line item
- Separate ARC project budget from larger multi-phase construction budget
- Consistent project cost totals on standard forms, detailed budget, and basic agency letter
- Provide match commitment letters pledging specific cash and/or in-kind amounts
- MAI appraisals for real property offered as match or acquired/constructed

ARC Budget Form

Budget Line Item	Total	ARC	Non-ARC	Source of Non-ARC	Source of Estimate	Date
EXAMPLE - Sewer Installation						
<u>Construction</u>						
<i>9,000 LF of 8-inch sewer line @ \$50/LF</i>	\$450,000	\$400,000	\$50,000	Name	PER	11/2/2018
<i>5,000 LF of 2-inch force main @ \$16/LF</i>	\$80,000	\$50,000	\$30,000	Name	PER	11/3/2018
<i>4,175 LF of 6-inch service laterals @ \$20/LF</i>	\$83,500	\$0	\$83,500	Name	PER	11/4/2018



Construction Projects: Sustainability Plan

- Preliminary engineer's report (PER) or Preliminary Architectural Report (PAR) identifying who will own and maintain construction improvements
- Asset management plan that demonstrates technical sustainability
- Five-year pro forma financial projections that demonstrate financial sustainability
- Other independent assessments of sustainability like feasibility studies or business plans
- Does the grantee have long term capacity after project completion?

Performance Measures:

Ensuring Impactful Projects





Performance Measures: Outputs & Outcomes

- Performance measures consist of outputs and outcomes
- Required performance measures are driven by goals and objectives
- Some outputs and outcomes must be paired together
- Other outputs and outcomes can stand alone





Performance Measures: Goal 1

GOAL 1 PROJECT TYPE	COMMON OUTPUTS	COMMON OUTCOMES
Business Development, Entrepreneurship project 	Businesses served 	Businesses improved New businesses created Jobs created Jobs retained Leveraged private investment Export revenues increased Non-export revenues increased

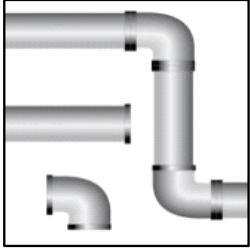



Performance Measures: Goal 2

GOAL 2 PROJECT TYPE	COMMON OUTPUTS	COMMON OUTCOMES
<p>Education or workforce development project</p> 	<p>Students served \longleftrightarrow Workers/trainees served \longleftrightarrow</p>	<p>Students improved Workers/trainees improved Programs implemented</p>
<p>Healthcare access, health promotion project</p> 	<p>Communities served \longleftrightarrow Patients served \longleftrightarrow</p>	<p>Communities improved Patients improved Programs implemented</p>




Performance Measures: Goal 3

GOAL 3 PROJECT TYPE	COMMON OUTPUTS	COMMON OUTCOMES
<p>Water /sewer, broadband , & other infrastructure construction project</p> 	<p>Households served ↔ Businesses served ↔ MGD water/sewer capacity Mbps broadband speed Linear feet</p>	<p>Households improved Businesses improved Jobs created Jobs retained Leveraged private investment Revenues increased Costs reduced</p>
<p>Local access road project</p> 	<p>Businesses served ↔ Access road miles</p>	<p>Businesses improved Jobs created Jobs retained Leveraged private investment Revenues increased</p>



Performance Measures: Goal 4

GOAL 4 PROJECT TYPE	COMMON OUTPUTS	COMMON OUTCOMES
Tourism facility, revitalization, or trail construction project 	Communities served ↔ Businesses served ↔ Square feet Acreage New visitors - days New visitors – overnights	Communities improved Businesses improved Non-export (tourism) revenue increased



2025 Virginia County Economic Status

- Distressed - 20% Match
- At-Risk - 30% Match
- Transitional - 50% Match
- Competitive - 70% Match
- Attainment - Not Eligible

Counties			
Alleghany County	<i>Transitional</i>	Lee County	<i>Distressed</i>
Bath County	<i>Transitional</i>	Montgomery County	<i>At-Risk</i>
Bland County	<i>Transitional</i>	Patrick County	<i>Transitional</i>
Botetourt County	<i>Attainment</i>	Pulaski County	<i>Transitional</i>
Buchanan County	<i>Distressed</i>	Rockbridge County	<i>Transitional</i>
Carroll County	<i>At-Risk</i>	Russell County	<i>At-Risk</i>
Craig County	<i>Transitional</i>	Scott County	<i>At-Risk</i>
Dickenson County	<i>Distressed</i>	Smyth County	<i>At-Risk</i>
Floyd County	<i>Transitional</i>	Tazewell County	<i>At-Risk</i>
Giles County	<i>Transitional</i>	Washington County	<i>Transitional</i>
Grayson County	<i>At-Risk</i>	Wise County	<i>Distressed</i>
Henry County	<i>At-Risk</i>	Wythe County	<i>Transitional</i>
Highland County	<i>Transitional</i>		
Cities			
City of Bristol	<i>Transitional</i>	City of Lexington	<i>Transitional</i>
City of Buena Vista	<i>Transitional</i>	City of Martinsville	<i>At-Risk</i>
City of Covington	<i>Transitional</i>	City of Norton	<i>Distressed</i>
City of Galax	<i>At-Risk</i>	City of Radford	<i>At-Risk</i>



What is Match?

- Cash
- Loans
- In-kind
 - No more than 50% of match
 - Land or property or equipment
 - Staffing



How to Document Match

- Document match on letterhead or by copy of official document
- Document must include dollar amount committed
- Document must include signature of authorized representative
- For real property - must have MAI appraisals (or equivalent)
- For in-kind match
 - Includes description of in-kind resource (personnel, equipment, contract labor, materials, etc.)
 - Include explanation of how you determined the value of in-kind contribution
 - Note – after project is approved, you must track in-kind. You also must maintain all relevant match records such as personnel records, time sheets, etc.



Common Application Questions & Issues

- Match Calculations & Documentation:
 - Provide match letters
 - Budget expenses must align with project activities across ALL documents
 - Must provide all federal SF-424 forms
- Performance Measures:
 - Specify outputs and outcomes using VA Program Guidelines
 - Outputs/outcomes must align with goals & objectives (use VA 2025 Annual Strategy Statement)



Project Intersection Norton, VA

- ARC Power & Area Development Grants
- Partnerships
- Multiple Funding Sources
- Performance Measures





Millwald Theatre Wytheville, VA

- Complex Funding
- Performance Measures
- Sustainability
- Construction Delays & Overruns





ARC Resources: Where to find information?

- Virginia ARC Program: <https://www.dhcd.virginia.gov/arc>
- ARC Data and Report: <https://www.arc.gov/research-and-data/>

**Information about ARC TA Sessions to be held in
February and March forthcoming.**



Break

- We will resume in approximately 15 minutes.



Southern Gap Amphitheater (VA-20939)

Construction Best Practices and Common Challenges

VA-20939

Southern Gap Amphitheater



- \$700,000 requested to construct a 2,500-seat amphitheater in Buchanan County
- Application received in 08/2022
- Final approval in 09/2024
- External factors delayed the approval process
- Complex project because it had to align with ARC's:
 - Construction policy
 - Travel and tourism policy
 - Performance measures

Construction Projects ARC Policy

- Historically, infrastructure construction projects is and has been one of ARC's largest investment areas.
- Infrastructure is broad and can include water and sewer projects, broadband projects, natural gas, tourism, manufacturing, transportation, etc.
- All construction projects should align with ARC's economic development priorities.
- All construction projects must be administered by a RSBA.
- Note: Generally, ARC does not fund sewer projects that only serve residences—however there are some exceptions.

Construction Projects ARC Requirements

- In addition to typical application materials, construction applications must include:
 - A signed, **preliminary engineering report** (PER);
 - A cost estimate and SF 424-C;
 - Basic agency letter;
 - Match, support, and commitment letters.
- Applicants should also submit or be prepared to submit:
 - Feasibility studies and business plans.
 - An asset management plan;
 - A five-year pro forma.
- *Note: All costs and timelines should be consistent across forms and documents.*

Travel and Tourism Projects ARC Policy

Grant proposals to use ARC funds for capital improvement or construction related to travel and tourism must:

- Be an integral part of a **strategic plan** for the community or region, and
- Meet the highest standards of a **cost-benefit analysis or feasibility study**.

Travel and Tourism Projects ARC Requirements

- Tourism construction projects must include a cost-benefit analysis or feasibility study. It should address the following topics:
 - 1. Market Analysis**
 - What is the demand for this project?
 - Is the project competing with similar assets within the region?
 - 2. Economic Impact**
 - What is the likely economic impact of this project?
 - How will the impact of this project be tracked going forward?
 - 3. Feasibility**
 - What alternatives have been considered, and why is this implementation project the most effective?
 - How much will this implementation project cost?
 - What are the project's long-term maintenance and staffing needs?

All Projects Performance Measures

- All projects must use performance measures to demonstrate economic impact.
 - Implementation grants must include at least one [ARC-approved](#) output AND one outcome.
 - Planning grants may only include one [ARC approved](#) output (ex. 1 plan).
 - All projects must explain how the outputs and outcomes will be measured, collected, and tracked.
 - These can be estimates, but applications must include the methodology.
 - Include estimates for the grant duration and for 3 years after project closeout.
- Include non-ARC performance measures if applicable, however applications must also include [ARC-approved](#) measures.

Case Study: Southern Gap Ampitheater

- Initial approval was delayed due to pending match and subsequent restructuring.
- Original application was received by ARC in 08/2022.
 - Application was detailed and complete initially.
 - Included all necessary and supplementary components to satisfy the construction policy, travel and tourism policy, and the performance measures.
 - Immediate approval delayed because the match was pending.
- Ultimately, the initial match was not awarded, so the applicant had to find another source.
- Eventually, the applicant found several smaller sources that *ALMOST* filled the gap, but it ultimately fell short.
- The initial application no longer met the ARC match requirement and needed to be restructured.

- Despite challenges, a strong initial application facilitated an easier rewrite.
- The grantee had to go back to the drawing board and create a new application to satisfy the match requirement.
- To further complicate the situation, in the time between submission and approval, a competing tourism asset was announced and construction costs drastically changed.
- This required a new:
 - Site plan
 - PER and budget
 - Feasibility analysis/business plan
 - Market analysis
 - Performance metrics
 - Federal forms (ex. SF-424)
- After around 5 (ish) application re-writes, the project was submitted and approved in 09/2024!

- Loss of expected match caused many of the major pain points.
- While the overall concept did not change, because the grantee had to change key details to satisfy with new financial constraints a new application needed to be submitted.
- Pain points with this application included:
 - **Finances:** Because the finances changed, the grantee had to find a new site where construction costs would be lower. This change required a new PER, budget, forms, etc.
 - **Complexity:** The new match was made of many smaller funding sources, which can complicate the approval process.
 - **Timeline:** ARC staff needed an updated construction budget and a new market analysis to ensure key project details remained unchanged throughout the approval process.
 - **Consistency:** Project coordinators need ALL forms to match the final approved application.

- Application was ultimately successful because of the strength and detail of the initial application.
- The initial application came in very strong, detailed, and included ALL required and some supplementary components.
 - PER was completed recently.
 - Budget numbers and timeline matched across the PER, federal forms, construction budget, and narrative.
 - ARC portion was clearly broken out.
 - Grantee understood the travel and tourism policy and had produced a strong cost/benefit analysis and a market study.
- When the application had to be rewritten, the grantee was able to use the previous application and analyses to turn around a new, and complete application.

- For all grant applications please keep the following in mind.

1. When possible, have a confirmed match apart of your application.
2. Ensure initial applications are complete, detailed, and consistent.
3. Develop strong relationships with your partners and contractors to help expedite any changes that must be made prior to application approval.
4. ARC may request updated PER's, budgets, and studies if they are more than one year old.
5. Travel and tourism construction projects must include a detailed feasibility study and cost benefit analysis to be considered.
6. If a tourism construction project does not have a feasibility study, consider applying for a planning grant instead.
7. When resubmitting an application, ensure all forms are up to date and consistent.
8. If major changes to an application occur before approval, a new application may be required.
9. Clearly breakout ARC portions of construction from larger projects.
10. Projects with many forms of match may require additional time before approval.
11. Ensure performance measures are from the ARC-approved list and clearly state how they will be tracked and measured.

Q & A



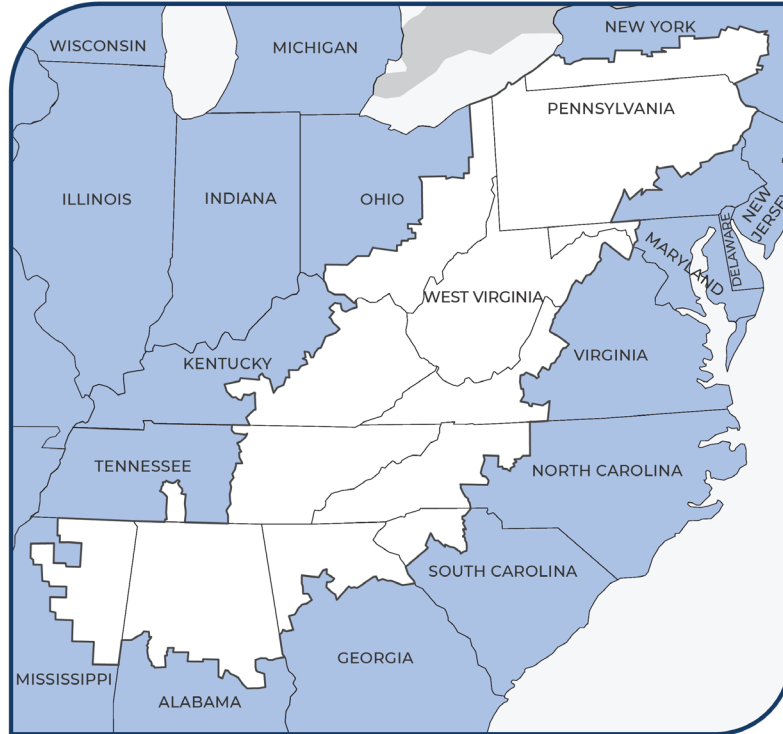
Appalachian Regional Commission High-Level Overview

Appalachian Regional Commission



- Created in 1965
- Federal, state and local government partnership
- 13 states
- 423 counties
- 206,000 square miles
- 26 million people
- 74 local development districts

• Appalachian Regional Commission



- **ARC VISION STATEMENT**
- Appalachia is a region of great opportunity that will achieve **socioeconomic parity** with the nation
- **ARC MISSION STATEMENT**
- To innovate, partner and invest to build community capacity and strengthen economic growth in Appalachia

ARC's Investment Priorities



Building Appalachian Businesses



Building Appalachia's Workforce Ecosystem



Building Appalachia's Infrastructure



Building Regional Tourism and Culture



Building Community Leaders and Capacity

ARC Signature Grant Programs

Area Development



- ARC's base program
- Formula-driven and State-led: Funding is allocated first to the states to support local investment priorities and to empower Appalachian communities
- Varied Timelines, Application Processes, and Award Caps
- Applicants must work with their State Program Managers in the development of their project and submission of their proposal

POWER

- Special program for communities impacted by the downturn of the coal economy
- \$65 million available in 2024
- Grants of up to \$2 million (\$2.5 million for broadband)
- Application Cycle: Winter - Early Spring
- www.arc.gov/POWER



INSPIRE



- Building and strengthening local recovery-to-work ecosystems
- \$13 million available in 2024
- Grants of up to \$500,000
- Application Cycle: Winter- Early Spring
- www.arc.gov/INSPIRE

ARISE



- Special emphasis on multistate activities: must involve activities and partners in at least two states
- Grants of up to \$10 million for implementation and \$500,000 for planning
- www.arc.gov/ARISE

READY Appalachia



Small-group virtual training and match-free grant funding opportunity that focus on four economic development pillars:

- Nonprofits
- Local Development Districts
- Community Foundations
- Local Governments

Staggered application cycles

Grants to Grow (G2G) - Competitive Funding Opportunity for Capacity Building Projects

- Up to \$100k for planning projects
- Up to \$500k for implementation projects

Application window early Fall – early Winter

www.arc.gov/ready

Appalachian Regional Energy Hub

Eligible Activities: Natural Gas Energy Hub Research;
Hydrogen Energy Hub Implementation

Research and Implementation Grants Available

Award Cap: \$5 million

Application Cycle: Early Spring

<https://www.arc.gov/energyhub/>



**Appalachian Regional Energy
Hub Initiative**

• Applicable to all ARC Grant Programs

- **Eligible Grantees include:**

- Local development districts (LDDs)
- Indian Tribes or a consortium of Indian Tribes
- States, counties, cities, or other political subdivision of a state, including a special purpose unit of a state or local government engaged in economic or infrastructure development activities, or a consortium of political subdivisions
- Institutions of higher education or a consortium of institutions of higher education
- Public or private nonprofit organizations or associations

- **Eligible Projects must:**

- Target counties within the Appalachian Region as indicated by the Appalachian Development Act of 1965

- **OMB Regulations:**

- Title 2 of the Code of Federal Regulations (CFR), Part 200 (“2 CFR Part 200”)

ARC Partner Programs

- Partnership with the Department of Labor, in collaboration with the Delta Regional Authority and the Northern Border Regional Commission
- WORC is a competitive workforce grant program funded and reviewed by DOL with no match requirement
- Funding targeted exclusively to entities within the ARC region
- ARC provides technical assistance post-award for WORC grantees in the region
- www.arc.gov/WORC

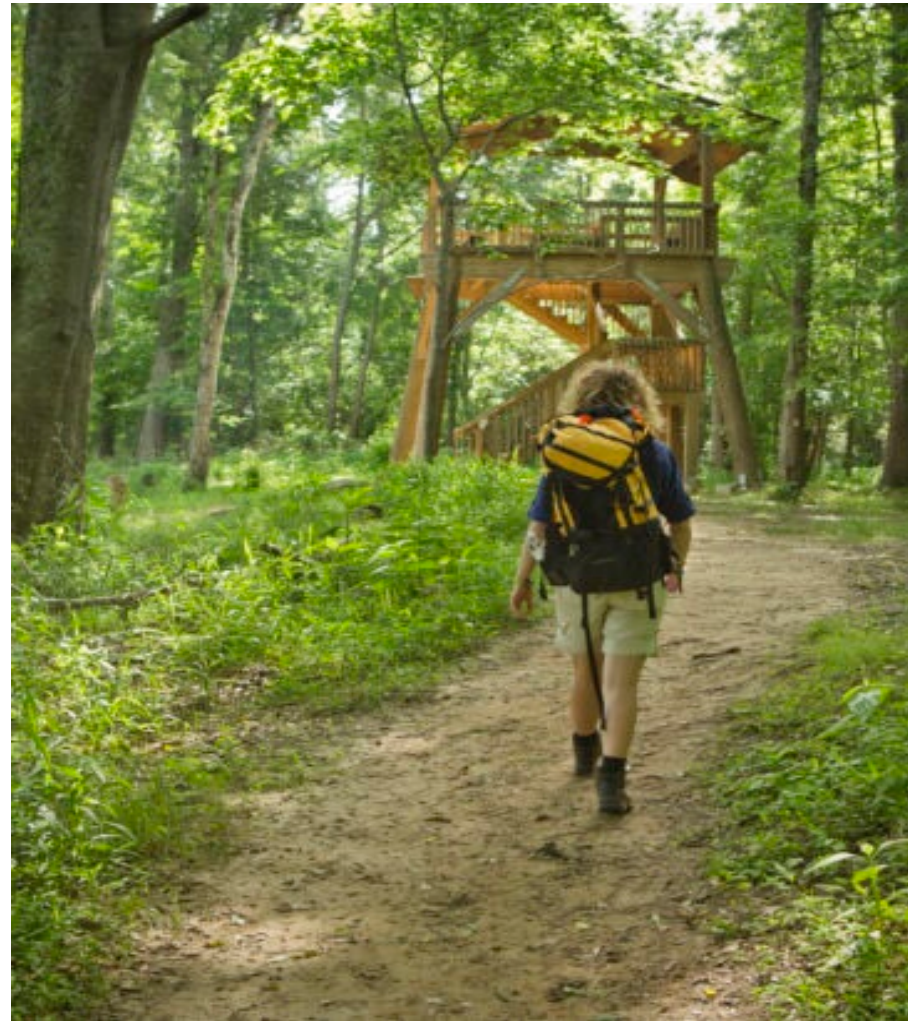


Appalachian Gateway Communities Initiative (AGCI)

Partnership of the Conservation Fund, ARC and the National Endowment for the Arts that provides technical assistance and an in-person workshop to communities bordering publicly owned lands.

Previous Community Participants:

- [Mount Hope, WV](#) investing in walking tour and mural wall near New River Gorge
- [Alleghany Highlands, VA](#) shared arts calendar and promotional videos near Douthat State Park
- [Tracy City, TN](#) park design with performance venue and connection to the Mountain Goat Trail



Recreation Economy for Rural Communities (RERC)

- Partnership of the EPA, ARC, and US DA Forest Service that provides technical assistance to communities seeking to build their outdoor recreation economy. The program helps communities create a Local Action Plan.

Example Priorities from Local Action Plans:

- Connecting downtown to local natural assets
- Developing outdoor recreation-based entrepreneurship



Local Food Local Places (LFLP)

Partnership of the EPA, ARC, and Superfund Program that provides technical assistance and an in-person workshop for communities to build their local food economy.

Example priorities from LFLP include:

- Farmers' markets
- Improving access to local food
- Commercial kitchens/food hubs





Appalachian
Regional
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Investing in Appalachia's economic future.



Appalachian Regional Commission

The Appalachian Regional Commission (ARC) is an economic

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In the Region

arc.gov/newsletter-signup



Break

- We will resume in approximately 15 minutes.



Group Breakout Discussion

- Potential applicants interested in non-construction projects meet on the left.
- Potential applicants interested in construction projects meet on the right.
- Virtual attendees will be sent into a breakout room.
- We will reconvene in approximately 20 minutes.

THANK YOU

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Application deadline is
March 31, 2025!

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VIRGINIA DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT
Partners for Better Communities