



City of Fairburn Work Session

Agenda

October 28, 2024

6:00 PM

The Honorable Mayor Mario Avery

The Honorable Mayor Pro-Tem James Whitmore

The Honorable Alex Heath

The Honorable Hattie Portis-Jones

Mr. Tony Phillips

Mr. Rory Starkey

Ms. Brenda B. James

The Honorable Linda J. Davis

The Honorable Samantha Hudson

The Honorable Ulysses J. Smallwood

City Administrator

City Attorney

City Clerk

I. Meeting Called to Order:

The Honorable Mayor Avery

II. Roll Call:

City Clerk

III. Agenda Items:

1. iParametrics Grant Writing Services Update **(City Administrator's Office)**

IV. Adjournment:

When an Executive Session is required, one will be called for for the following Issues:

(1) Personnel (2) Real Estate or (3) Litigation



CITY OF FAIRBURN WORK SESSION AGENDA ITEM

SUBJECT: iParametrics Grant Writing Services Update

ITEM TYPE: Presentation

SUBMITTED: 10/22/2024 **WORK SESSION:** 10/28/2024 **COUNCIL MEETING:** N/A

DEPARTMENT: City Administrator's Office

BUDGET IMPACT: N/A

PUBLIC HEARING: No

PURPOSE:

To provide Mayor and Council with an overview of the Grant Writing Services provided by iParametrics in FY2024.

HISTORY:

iParametrics was awarded the RFP for Grant Writing Consultant Services in 2023 for the City of Fairburn. During the initial contract term with iParametrics, LLC, the City of Fairburn applied for 11 grants, totaling more than \$7 million in requests from January 2024 through April 2024. iParametrics was paid \$45,499.25 for grant writing services in FY2024 with the last payment processed in July 2024.

FACTS AND ISSUES:

The presentation provides a high level overview of successful grant pursuits, reasons for unsuccessful grant awards, challenges encountered when pursuing grants, and a plan of action if given the opportunity to assist the City of Fairburn in fiscal year 2025. Based on the needs of the City, iParametrics suggest focusing on infrastructure and prioritizing grants for transportation, water/sewer upgrades, and public safety facilities. Additionally, it is recommended that funding priorities are aligned with long-term infrastructure needs and that the city partner with neighboring jurisdictions for stronger joint applications.

FUNDING SOURCE:

N/A

RECOMMENDED ACTION:

N/A

ATTACHMENTS:

1. City of Fairburn GA Grant Writing Update presentation - 10.24

2. Fairburn Grant Plan Update - October 2024 FINAL



City of Fairburn, Georgia Grant Writing Services Update

Monday, October 28, 2024

EMERGENCY MANAGEMENT • SECURITY AND RISK MANAGEMENT • TRAINING & EXERCISES • DATA
ANALYTICS

SUCCESSFUL GRANT PURSUITS



- Fulton County Arts & Culture
 - Project: Third Friday on Main Street Program
 - Amount Requested: \$50,000
 - Amount Awarded: \$22,500 (Awarded July 2024)
 - Impact: Supports monthly arts programming in downtown
- Congressional Project Funding (CPF)
 - *Project:* Water Supply ProjectAmount
 - Requested: \$1,500,000.00
 - Amount Awarded: \$1,105,800.00
 - *Status:* On recommended awards list (Awaiting confirmation)

UNSUCCESSFUL GRANT PURSUITS

- **Georgia Transportation Infrastructure Bank (GTIB)**
 - *Project:* Duncan Park Road Extension
 - *Amount Requested:* \$2 million
 - *Outcome:* Declined (Only low-interest loan requests were funded)
- **SAFER (Staffing for Adequate Fire and Emergency Response)**
 - *Project:* Hiring of 9 firefighters
 - *Amount Requested:* \$2.4 million
 - *Outcome:* Declined (80% of applications were denied)
- **Law Enforcement Mental Health and Wellness Act (LEMHWA)**
 - *Project:* Mental health and wellness program for police
 - *Amount Requested:* \$183,672
 - *Outcome:* Declined (Only one GA agency was funded)

REASONS FOR UNSUCCESSFUL FUNDING

- **Georgia Transportation Infrastructure Bank (GTIB)**

- Declined due to a focus on low-interest loans, not grants.

- **Energy Efficiency and Conservation Block Grant (EECBG)**

- Scored highly but missed the final cut; application remains on waitlist.

- **SAFER & LEMHWA Grants**

- Declined due to highly competitive nature (80% of AFG applications denied).

- **Historic Preservation Fund**

- Fairburn needs to complete the Certified Local Government (CLG) application to access additional historic preservation funding.

- **General Grant Observations**

- Grants often favored projects with additional partnerships, geographic advantages, or matching funds, limiting competitiveness.

CHALLENGES ENCOUNTERED

- **High Competition:** Many federal and state grants are extremely competitive, such as SAFER and LEMHWA, leading to a high number of denials.
- **Limited Contract Hours:** The expiration of contracted hours limited the ability to pursue certain large, federal grants, like the Charging & Fueling Infrastructure (CFI) grant, which required coordination with other municipalities.
- **Project Readiness:** Some grants, such as the Historic Preservation Fund, were not awarded because Fairburn needs to complete key prerequisites (e.g., CLG application).
- **Balancing Partnerships and City Size:** Partnerships are key because Fairburn, while relatively small (under 20,000 people), is part of the metro area. This disqualifies Fairburn from many rural grants. Demonstrating an impact on a broader population is crucial for success in securing funding.



PLAN OF ACTION

- **Complete CLG Application:** This will unlock more grant opportunities for historic preservation projects.
- **Federal and Loan Program Opportunities:** Continue pursuing the Congressional Project Funding (CPF) and energy efficiency grants, as well as leveraging low-interest loan programs.
- **Strategic Partnerships:** Seek joint applications with nearby municipalities for federal grants like the CFI to strengthen chances of success.
- **Grant Review Debriefs:** Attend SAFER and LEMHWA debrief seminars to better understand reasons for rejection and improve future applications.



FUTURE OPPORTUNITIES (INFRASTRUCTURE FOCUS)

- **Focus on Large Infrastructure Projects**

- Prioritize grants for transportation, water/sewer upgrades, and public safety facilities.

- **Key Grant Opportunities**

- **Water Infrastructure Grants** (EPA, Economic Development Administration [EDA], State opportunities)
- **Transportation Grants** (Railroad Crossing Elimination Grant - likely to re-open in 2025)
- **Public Safety Grants** (Federal Fire [AFG, SAFER] and COPS grants, as well as state-run programs such as Highway Traffic Safety grants)

- **Limit Smaller Grants**

- Reduce focus on small grants (arts and community programming) to better allocate resources.

- **Targeted Grant Writing**

- Fine-tune funding priorities to align with long-term infrastructure needs.

- **Regional Collaboration**

- Partner with neighboring cities for stronger joint applications.

Kennedy Shannon, Esq.
Vice President, Community Programs
Kennedy.Shannon@iparametrics.com
313.587.0861

Questions?
Open
Discussion





Fairburn, GA Grant Update

Updated: October 2024

Work Summary	2
Grants Submitted	2
Grants In Progress	4
Grants Discussed	4
Building Operations	6
Economic Development.....	7
Fire Department	8
Parks & Recreation	9
Planning & Zoning.....	10
Police Department.....	11
Roads / Public Works.....	12
Utilities	13

Work Summary

iParametrics began our grant writing relationship with the City of Fairburn by meeting with City departments and composing a list of priorities and projects, as noted on pages 6-13. This list of priorities was updated constantly as needs changed.

iParametrics then worked with City staff to identify grants that fit these priorities, needs, and projects. The following grants were submitted and/or considered. Even after depleting the billable hours, iParametrics kept City staff informed of opportunities that might be of interest to them. We are truly committed to helping the City of Fairburn achieve its goals and vision, and we hope that we will be able to continue working together to achieve this in the future.

Grants Submitted

- **Fulton County Arts & Culture (Economic Development)** – An application for \$50,000 in funding for the Third Friday on Main Street 2024 Program was submitted in January 2024. This program helps bring residents and visitors to the downtown area monthly for arts programs.
 - Status: Awarded \$22,500 in July 2024.
- **Georgia Transportation Infrastructure Bank (GTIB) (Public Works)** – An application for \$2 million for the Duncan Park Road Roadway Project was submitted on January 24, 2024.
 - Status: Not awarded; informed the only projects that received funding this year were projects that requested a low-interest loan and that only projects with this request would be considered for future funding opportunities.
- **Georgia Council of the Arts Project Grants (Economic Development)** - Application for \$8,000 in funding for “RenThursdays: Fostering Community Engagement through Arts and Culture.”
 - Status: Application submitted February 2, 2024; award decision pending with anticipated notice January 2025.
- **Historic Preservation Fund (Economic Development)** - Application for \$3,000 in funding for Historic Resources Survey and assistance with CLG application.
 - Status: Application submitted February 1, 2024; Not awarded. The City of Fairburn needs to finish its application to become a CLG (Certified Local Government). This will enhance qualifications for grant opportunities, especially for historic areas and projects.

- **Transportation Alternatives Program (TAP) (Public Works)** - Application for \$1 million for Pedestrian Bridge engineering and design.
 - Status: Application submitted February 9, 2024; Not awarded. However, Fairburn was awarded a RAISE grant for this project this year.
- **National Endowment for the Arts (NEA) Grants for Arts Projects (Economic Development)** - Application for \$32,335 for Illuminated Spaces 2025.
 - Status: Application submitted February 28, 2024; award decision pending.
- **Energy Efficiency and Conservation Block Grant (EECBG) - Application for \$150,000 in funding for energy audits and efficiency upgrades in three municipal buildings.**
 - Status: Application submitted March 2024; Did not receive award but application is being considered for a similar grant from the same agency. The application scored highly and is next in line for an award if one of the previous awards does not go through. Awaiting a decision on this item.
- **Congressional Project Funding (CPF)** - Assistance with applications for water infrastructure upgrades through Rep. Scott for inclusion in FY25 CPF projects.
 - Status: Submitted March 2024; City of Fairburn's request for \$1.5 million in improvements is on the list of recommended awards – awaiting word on actual funding levels.
- **Staffing for Adequate Fire and Emergency Response (SAFER)** - Applied for \$2.4 million for nine new firefighters.
 - Status: Not awarded. These are very competitive grants – the SAFER turnaround seminar is later this month. However, as an example, the AFG grants had 7,962 applications and only 1,635 awards. So, 80% of applications were denied. However, it is worth applying again in the future!
- **Fire Prevention & Safety (FP&S) (Fire)** - Applied for \$14,000 for a fire prevention robot program.
 - Status: Not awarded.
- **Law Enforcement Mental Health and Wellness Act (LEMHWA) (Police)** – Applied for a grant to help create a mental health and wellness program for the police department. This also included registering the City and Police officials in JustGrants for future Justice Department grants.
 - Status: Submitted application in April 2024; Not awarded. Only one GA agency was awarded funding. Will request debrief once the declination is received.

Grants In Progress

- **Economic Development Administration (EDA)** - Application for emergency water infrastructure support. (Funding amounts TBD and timeline uncertain due to Congress budget delays.) **Still in progress – will need more hours in order to complete.**

Grants Discussed

- **Charging & Fueling Infrastructure (CFI) (Utilities)** - The Atlanta Regional Commission was recently awarded an award under this grant. iParametrics contacted ARC to see if one or more of the chargers could be located in Fairburn and sent six (6) locations for ARC consideration. We also spoke to ARC about applying for the 2024 round and were advised that a joint application with nearby municipalities would be a stronger application. However, this was in August, and there were no grant writing hours left in our contract. This would have required a significant number of hours since it is a federal grant and would have needed coordination with several jurisdictions. We shared the information from these meetings with Fairburn staff but were not able to pursue an application due to not having contracted hours.
- **Safer Streets and Roads for All Grant Program (Public Works)** - We discussed this grant but Fairburn would be eligible for planning dollars only, and there would be a 20% match.
- **Railroad Crossing Elimination Grant Program (Public Works)** - This grant program will be an excellent opportunity when you are ready to build the bridge that is being planned now.
- **T-Mobile Hometown Grant (Economic Development)** - This is a quarterly grant opportunity that can be applied for at any time. There was not a specific project identified at the time of the deadlines during our contract.
- **NEA Challenge America Grants (Economic Development)** - We had already applied for an NEA grant but this may be a good opportunity for the future.
- **Clean Water State Revolving Fund (Utilities)** - Loan program offering low-interest, 30-year loans that may be used for water quality, water conservation, and wastewater treatment projects.
- **Georgia Fund (Utilities)** - Loan program offering low-interest, 20-year loans that may be used for water and sewer lines, Treatment plants, pumping stations, wells, water storage tanks, water meters, and more.
- **Georgia Reservoir Fund (Utilities)** - Loan program. State-funded loan program for water supply projects. Eligible projects include system interconnections; new and rehabilitated wells; reservoir modifications for water supply purposes; new water supply reservoirs.

Grant name	Funding Agency	Submission date	Project name	Amount requested	Amount Awarded	Match info	Total Project Cost	Outcome
Fulton County Arts & Culture	County	1/18/24	Third Fridays on Main Street program	\$50,000	\$22,500	\$217,700	\$267,700	Awarded
GTIB Grant	GA DOT	1/25/24	Duncan Park Road Extension Project	\$2,000,000		\$4,250,000	\$6,250,000	Declined
Historic Preservation Grant	GA CDA	2/1/24	Historic Resources Survey	\$3,000		\$2,000	\$5,000	Declined
Georgia Council for the Arts, FY25 Project Grant	GA CFA	2/2/24	RenThursdays	\$8,000		\$4,000	\$12,000	
Transportation Alternatives Program (TAP)	GA DOT	2/9/24	Pedestrian Bridge	\$809,600		\$202,400	1,012,000	Declined
NEA Grants for Arts Projects FY2024 / Local Arts Agency	NEA	2/14/24	Illuminated Spaces	\$32,335		\$32,335	\$64,670	
GA Energy Efficiency and Conservation Block Grant	GEFA	3/15/24	Blueprint 2A, Energy Efficiency: Energy Audits, Building Upgrades	\$150,000		\$0	\$150,000	
CPF Letter	Congress	3/24/24	City of Fairburn Water Supply Project	\$1,105,800		\$784,995	\$1,890,795	
AFG Fire Prevention and Safety	FEMA (AFG)	4/12/24	Educational Robot and Materials	\$14,170		\$709	\$14,879	Declined
SAFER	FEMA (AFG)	4/12/24	Hiring of 9 firefighters	\$2,424,153		\$0	\$2,424,153	Declined
LEMHWA	COPS	4/24/24	LEMHWA Program	\$183,672		\$0	\$183,672	Declined

Building Operations

Current Priorities:

- Capital Improvements
 - City-owned facility renovations and improvements
- Capital Construction
 - Recreation Center
 - Public Safety Headquarters
- Broadband
 - Downtown broadband
 - Rural residential services
- Network Renovation / IT
 - Any grants for technology upgrades or innovations would be helpful

Current Grant Opportunities:

- Economic Development Administration (EDA) - Application for emergency water infrastructure support. (Funding amounts TBD and timeline uncertain due to Congress budget delays.) Rolling deadline
- Energy Efficiency and Conservation Block Grant (EECBG) - Application for \$150,000 in funding for energy audits and efficiency upgrades in three municipal buildings. Submitted in March 2024.
- Congressional Project Funding (CPF) - Assistance with applications for water infrastructure upgrades through Rep. Scott for inclusion in FY25 CPF projects. Opens up annually. Submitted in March 2024.

Upcoming Grant Opportunities:

- Georgia State and Local Cybersecurity Grant Program (IT)
- Downtown Development Revolving Loan Fund (Capital Construction)
 - Rolling basis

Economic Development

Current Priorities:

- Small Business support (helping facilitate loans and grants to small businesses)
- Pathways to Home Ownership Programs
- Other Economic Development Initiatives
- Workforce Development
- Placemaking Programs, including a permanent art installation
- Façade Program
- Events and Special Projects, including a Concert Series
- Downtown Master Plan – will be done in October 2025

Current Grant Opportunities:

- T-Mobile Hometown Grant
 - \$50,000 grant awarded quarterly
 - Deadlines are quarterly.
- NEA Challenge America Grants
 - \$10,000 grants
 - Match: \$10,000 in cash or in-kind
 - Deadline: in April annually

Upcoming Grant Opportunities:

- African American Cultural Heritage Action Fund (National Trust)
 - For cemetery improvements
 - Next deadline will be in 2025 (will open at the end of the year)
- National Trust Preservation Funds
 - Additional cycles open in June and October
 - Waiting to determine if GA will be on the priority list during the open periods this year
- Underrepresented Community Grant Program (URC) (National Park Service)
 - Applications are anticipated to open in Spring
 - The National Park Service's Underrepresented Communities Grant Program (URC) works towards diversifying the nominations submitted to the National Register of Historic Places.
 - Projects include surveys and inventories of historic properties associated with communities underrepresented in the National Register, as well as the development of nominations to the National Register for specific sites.
 - All funded projects must result in the submission of a new or amended nomination to the National Register of Historic Places to include underrepresented communities.

Fire Department

Current Priorities:

- Funds for staffing (SAFER Grants)
- Burn building and training site
- New platform ladder truck
- New ambulance (grant application pending)
- Additional Lucas Devices

Annual Grant Opportunities:

- Staffing for Adequate Fire and Emergency Response (SAFER)
 - Due in spring annually (April)
 - Eligible Activities:
 - Hiring of Firefighters – for fire departments; grants support applications to hire new, additional firefighters (or to change the status of part-time or paid-on-call firefighters to full-time firefighters), rehire laid-off firefighters or retain firefighters facing a layoff.
 - Recruitment and Retention of Volunteer Firefighters – for volunteer and combination fire departments; grants support applications to assist fire departments with the recruitment and retention of volunteer firefighters who are involved with or trained in the operations of firefighting and emergency response.
 - Funding period: 36 months for Hiring Activity; 12-48 months for Recruitment and Retention
- Fire Prevention and Safety (FP&S) Grant Program
 - Due in spring annually (April)
- Georgia Emergency Management and Homeland Security Agency (GEMA/HS)
 - Emergency Management Performance Grant Program (EMPG)

Parks & Recreation

Current Priorities:

- New facility in Duncan Park
 - Park Master Plan underway; conceptual design for the building in March
 - Will have more information after plan is released
- Trail systems improvements
 - Creation of new trails
 - Will be included in Master Plan as well
- Programming funding – existing and new programs
 - Afterschool kids programs
 - “Let’s Move” Campaign
- Pavilion Renovation
 - Could be added immediately
 - Also adding shading to playgrounds

Current Grant Opportunities (Under Review):

- Currently researching and pursuing grant sources as available

Upcoming Grant Opportunities:

- Recreational Trails Program (RTP) - 2025
- GA Outdoor Stewardship Program (Conserve GA) – 2025
- Land & Water Conservation Fund – 2025 – department is applying now.
- AARP Community Challenge Grant – 2025

Planning & Zoning

Current Priorities:

- Long-range planning, including planning studies and market analysis
- Improving blight and rehabilitation of abandoned buildings/lots
- Placemaking and public art projects
- Sustainability
 - Currently working on a sustainability plan (should be completed in March)
- Senior assistance – grants to support programming and other initiatives

Current Grant Opportunities (Under Review):

- Currently researching and pursuing grant sources as available

Upcoming & Future Grant Opportunities:

- Community Housing Improvement Program (GA DCA)
 - Funds will be provided to acquire, rehabilitate, or newly construct single-family units to be sold to low- and moderate-income home buyers and to rehabilitate existing owner-occupied single-family units
 - *Next deadline: 2025*

Police Department

Current Priorities:

- K-9 Program - Would like to re-start the program for FY 2025.
- Law Enforcement Wellness and Resiliency - Department recently implemented a formal wellness program so any funds to help support the program would be greatly appreciated.
- Training Materials and Resources
- Technology and Equipment - in particular in-car dash cams

Current Grant Opportunities:

- Reviewing K-9 Grant Opportunities
- Law Enforcement Mental Health and Wellness Act (LEMHWA)
 - Due in spring annually (April)
 - Funds to improve the delivery of and access to mental health and wellness services for law enforcement through the implementation of peer support, training, family resources, suicide prevention, and other promising practices for wellness programs.

Upcoming Grant Opportunities:

- Federal COPS Grants
 - Community Policing Development (CPD) Microgrants program
 - Due in spring annually (May)
 - Cops Hiring Program (CHP)
 - Due in spring annually (May)

Public Works

Current Priorities:

- Park Road Extension Project
- Pedestrian Bridge

Current Grant Opportunities (Under Review):

- Safer Streets and Roads For All Grant Program
 - May re-open in 2025

Upcoming Grant Opportunities:

- Railroad Crossing Elimination grant program: should re-open annually

Utilities

Current Priorities:

- Stormwater upgrades, especially storm drain rehab and piping
- Sewer upgrades
- Water pipe upgrades/replacement
- Electric equipment
- Utility or systems programs to help individuals with bills
- Water plant construction

Current Grant Opportunities (Under Review):

- Clean Water State Revolving Fund (Georgia Environmental Finance Authority)
 - Deadline: Applications open up quarterly
 - NOT a grant, but a low-interest, 30-year loan
 - May be used for water quality, water conservation, and wastewater treatment projects, such as constructing new wastewater treatment plants, Repairing and replacing sewer lines and stormwater control projects, Implementing water conservation projects and programs, Nonpoint source pollution control projects
 - Max amount: \$25 million
- Georgia Fund (Georgia Environmental Finance Authority)
 - Deadline: Applications open up quarterly
 - NOT a grant, but a low-interest, 20-year loan
 - May be used for: Water and sewer lines, treatment plants, pumping stations, wells, water storage tanks, water meters, new subtitle D landfills, landfill expansions and closures, and landfill methane gas collection systems
 - Max amount: \$500,000
- Georgia Reservoir Fund (Georgia Environmental Finance Authority)
 - State-funded loan program for water supply projects. Eligible projects include System interconnections; New and rehabilitated wells; Reservoir modifications for water supply purposes; New water supply reservoirs
- Georgia's Nonpoint Source Implementation Grant
 - Deadline in April annually
 - City must have a "Qualified Local Government Status" to apply
 - 40% match
 - Goal: to address nonpoint sources of pollution. Examples of eligible projects: green infrastructure/low impact development projects; watershed hydrology restoration; urban stormwater controls not included in NPDES permits; agricultural BMPs; education and training; and lake/pond dredging as long as ALL contributing sediment sources have been corrected.