

Breaking Down the Funding Ecosystem



Real People. Real Solutions.

Meet the Presenters



Madison Burke

Bolton & Menk
Senior Funding
Specialist Leader



Bill Menner

**Iowa Rural
Development Council**
Executive Director



Eldy Miller

City of Ely
City Administrator

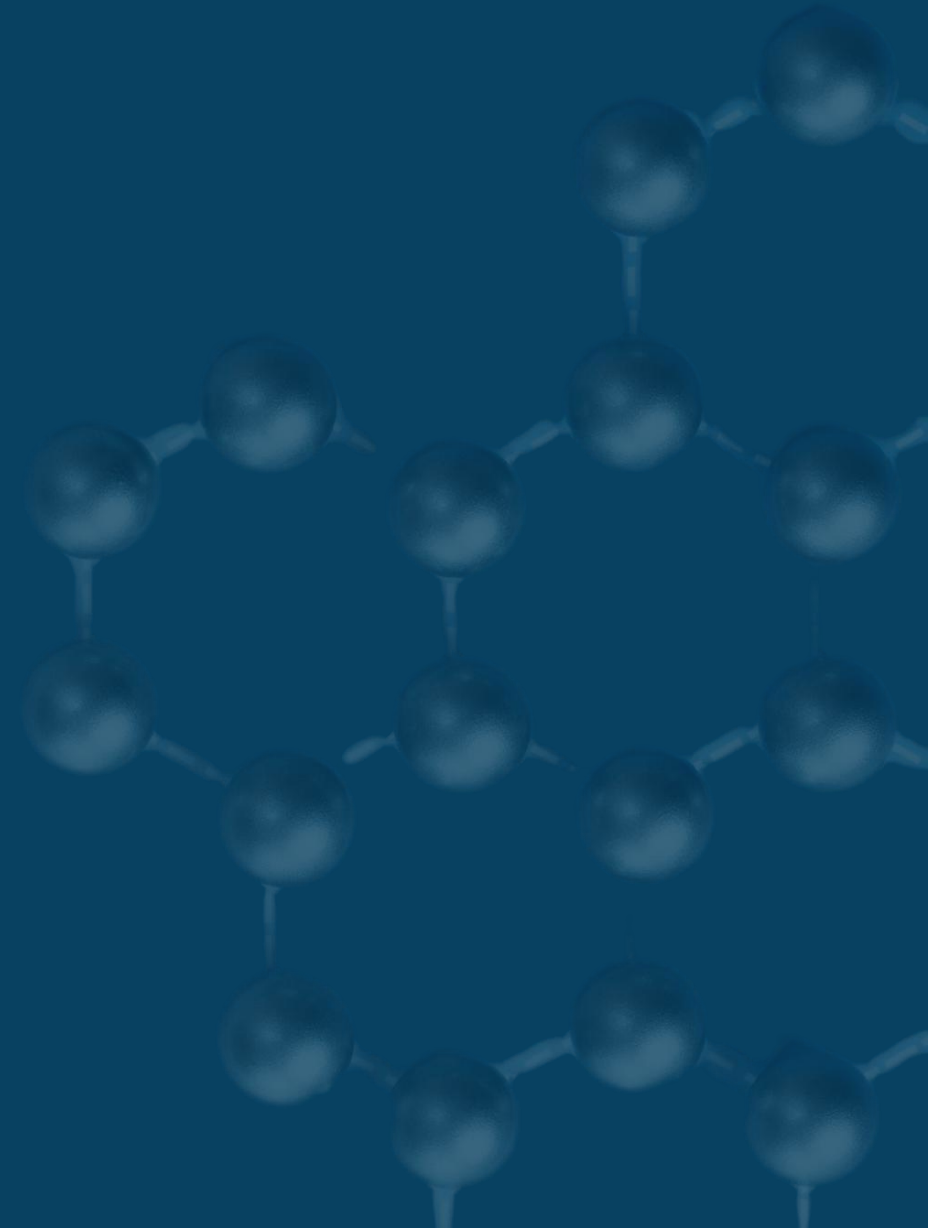
Agenda

- Funding Strategy
- What Funders Look For
- How Cities Plan
- Where to Look
- Final Takeaways
- Questions





Funding Strategy Perspective



Key Questions

What problem are you trying to solve?

Who benefits?

What outcomes are you seeking?

What is the true project scope?

What happens if we do nothing?



**Define the project before
searching for dollars!**

Zoom Out!



Think beyond a single grant program



Think beyond a traditional funding "bucket"



Don't shy away from looking at loan programs

Considered phased implementation to better align



Evaluate Public-Private Partnerships



Zoom Out!



Think beyond a single grant program



Think beyond a traditional funding "bucket"



Don't shy away from looking at loan programs



Considered phased implementation to better align



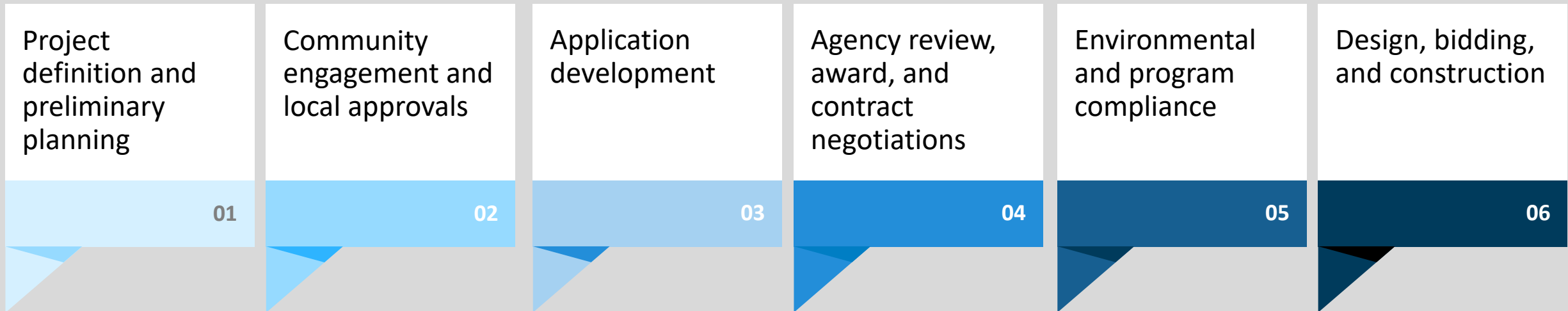
Evaluate Public-Private Partnerships

Strategic Alignment Matters

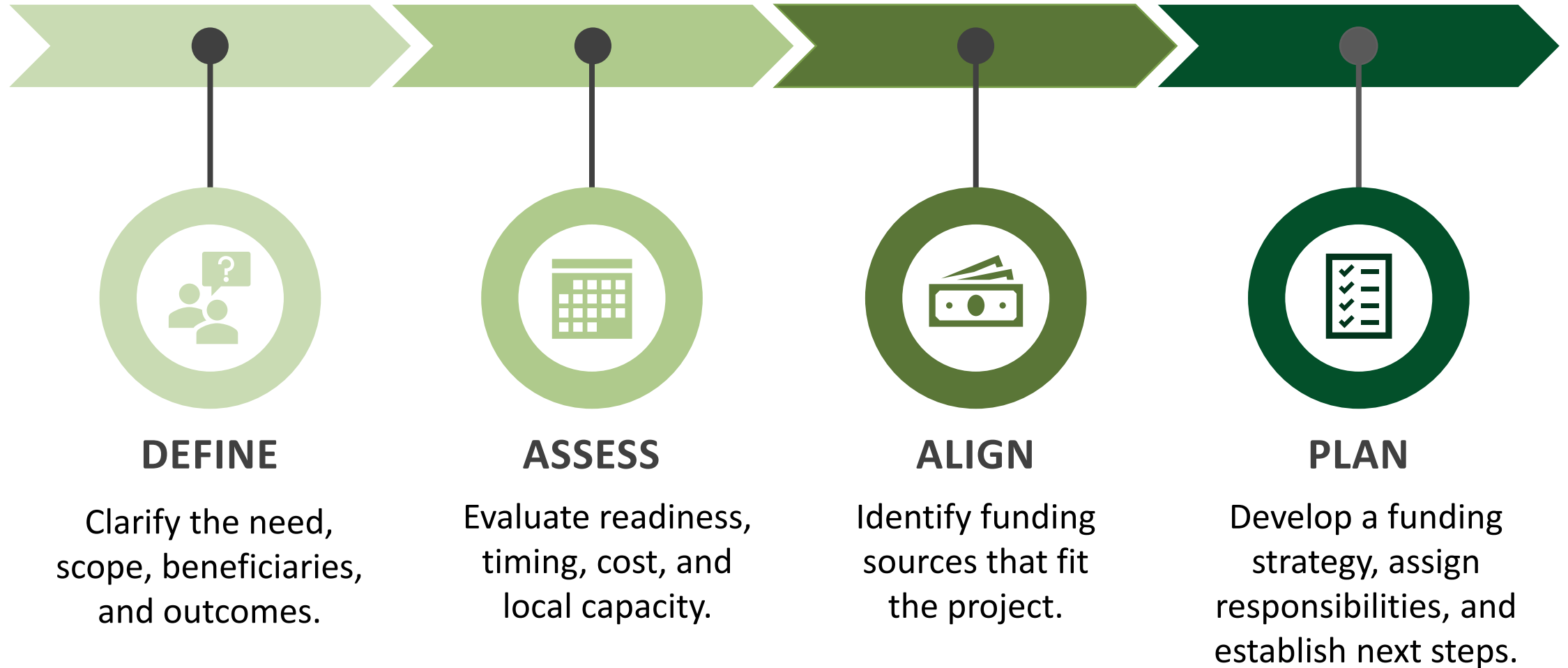


Funding & Project Timelines

Must be realistic
Milestones to consider in your timeline



Four-Step Pathway





Funder/Reviewer Perspective



Brooklyn, Iowa

Population: 1,502



Brooklyn, Iowa

Population: 1,502



Monticello, Iowa

Population: 4,040



Monticello, Iowa

Population: 4,040



Stanton, Iowa

Population: 678



Stanton, Iowa

Population: 678



Stanton, Iowa

Population: 678





City/Implementation Perspective

What Next?

STEP 1



Know **who to ask** about grant opportunities

- City engineer
- COG
- State Agencies
- Local Sources
- Other Communities

STEP 2



Understanding **requirements and limitations** of funding sources, their timelines and how it affects the project.

STEP 3



How does the grant **align** with CIP, city budget, and long-term planning?

STEP 4



Keep elected **officials informed** throughout the process.

- No surprises.
- Do not overpromise!

STEP 5



Ongoing, **clear communication with residents.** Focus on cost and impact, not the grant itself.



KEY TAKEAWAY:
Build relationships and network before applying.

5-Year Capital Improvement Plan + Funding

Total Cost: **\$16,217,000**

Grants: **\$6,900,000 (4 different grants)**

Existing Funding: **\$2,617,000 (8 different funding sources)**

Impact Borrowing: **\$6,700,000 (2 SRF loans)**

Year	CIP Projects	Estimated Cost	Source 1	Type	Source 2	Type	Source 3	Type	IMPACT
FY27	Downtown Infrastructure - Ph 2	\$2,580,000	\$2,000,000	Grant	\$200,000	GO Bond	\$380,000	GF Reserves	None
FY27	Wellhouse #3 Project	\$3,400,000	\$1,000,000	Grant	\$2,200,000	SRF Loan	\$200,000	Water Reserves	\$11/mo. (Water)
FY28	WWTP Improvements	\$4,500,000	\$4,500,000	SRF Loan					\$20/mo. (Sewer)
FY28	Rogers Creek Road Bridge	\$2,137,000	\$1,500,000	Grant	\$287,000	RUT Reserve	\$350,000	TIF	None
FY29	Meadowhill Stormwater	\$600,000	\$600,000	GO Bond					None
FY30	Wright Bros/Ely Roundabout	\$3,000,000	\$2,400,000	Grant	\$300,000	County	\$300,000	LOST	None
		\$16,217,000							

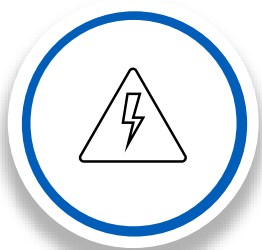
Funding Can Come from Every Direction



Federal



**State
Agencies**

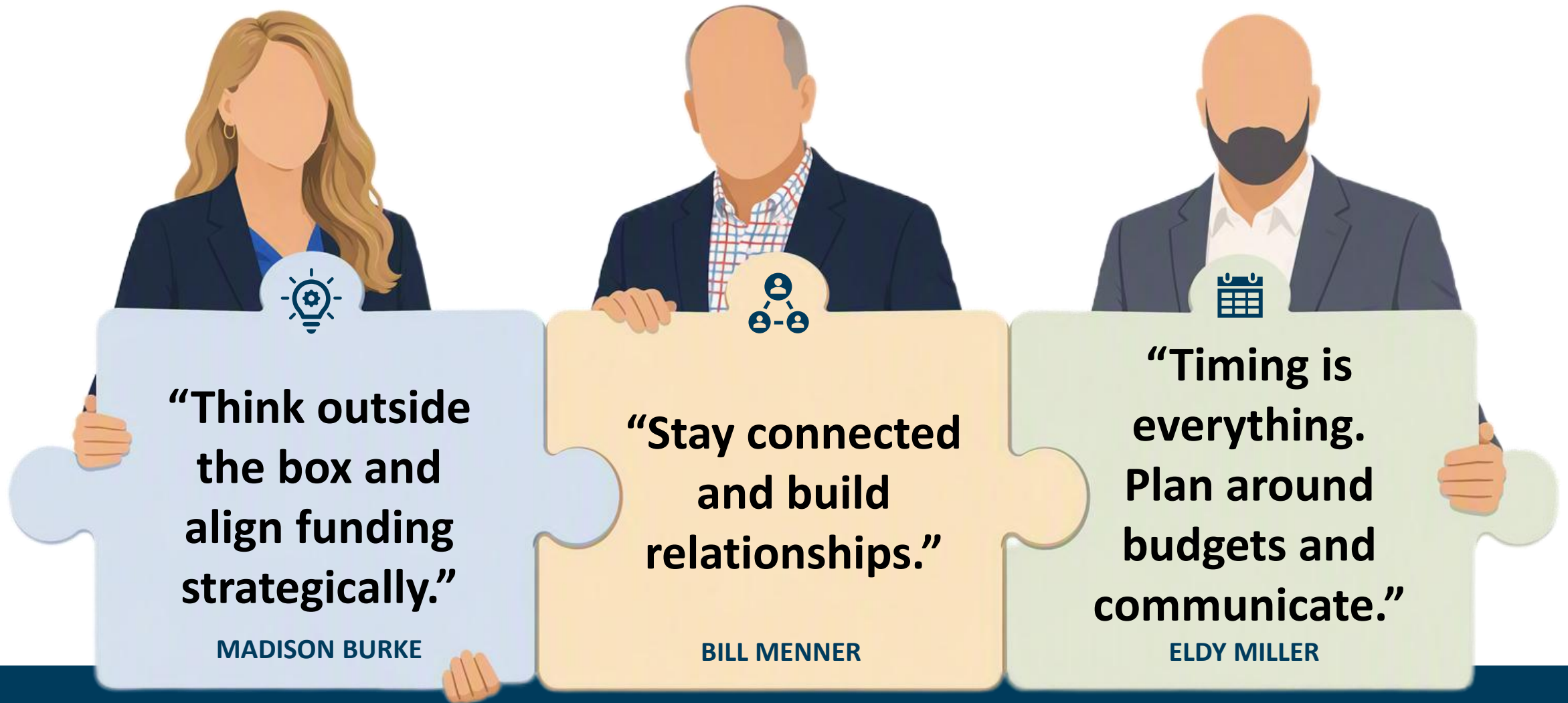


Utilities



**Private/
Corporate**





“Think outside the box and align funding strategically.”

MADISON BURKE

“Stay connected and build relationships.”

BILL MENNER

“Timing is everything. Plan around budgets and communicate.”

ELDY MILLER

Final Key Takeaways

Thank You!
Questions?



Madison Burke

Bolton & Menk

(515) 513-0439

Madison.Burke@bolton-menk.com



Bill Menner

Iowa Rural Development Council

(641) 990-4757

director@iowardc.org



Eldy Miller

City of Ely

(319) 848-4103

cityadmin@elyiowa.com