Florida Commission for the

CTD

**Transportation
Disadvantaged**

Innovative Service Development Grant Program Fiscal Year 2022-2023

March 31, 2022

Webinar Objectives

Promote awareness of this funding opportunity

Provide guidance on quality grant applications

Encourage innovative projects that meet program criteria

Webinar Topics

- Overview of the ISD Grant Program

- Questions to Consider for Project Ideas

- Overview of Application and Review Process

- Webinar Participant Feedback Session

Webinar Rules

- This is for Community Transportation Coordinators (CTCs) and other parties interested in developing an ISD project.

- Thomas Howell Ferguson is assisting CTD in facilitating this discussion.

- This is being recorded and will be posted on the CTD website.

- All audio and phone lines are muted.

- Webinar participants should use Zoom chatbox to submit questions/comments.

- CTD will only respond to feedback regarding the ISD Grant program.

Overview of the ISD Grant Program

Background

2016-2019, CTD awarded approximately $2 million for competitive grant projects (Mobility Enhancement Grant)

2019 Legislature appropriated $10M to ISD Grant through Multi-Use Corridors of Regional Economic Significance (M-CORES)
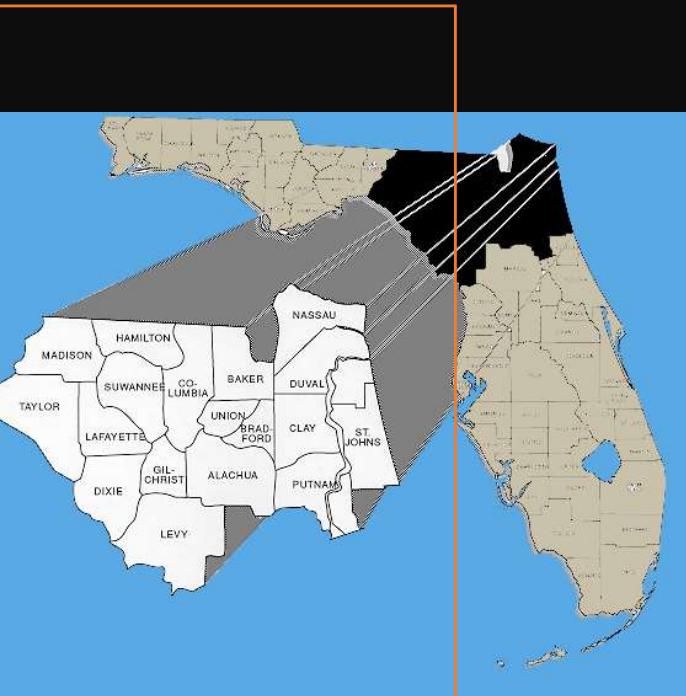
M-CORES funding was repealed in 2021 (unfunded for one year).

2022 Legislature appropriated $4M for the ISD Grant Program for FY 2022-23 (July 1, 2022 – June 30, 2023).

ISD Grant Goals

1) Increase access to TD services, including extending service hours or serving an underserved population;

2) Enhance cross-county mobility; or

3) Reduce difficulty for TD riders accessing the fixed route system, if available in the community.
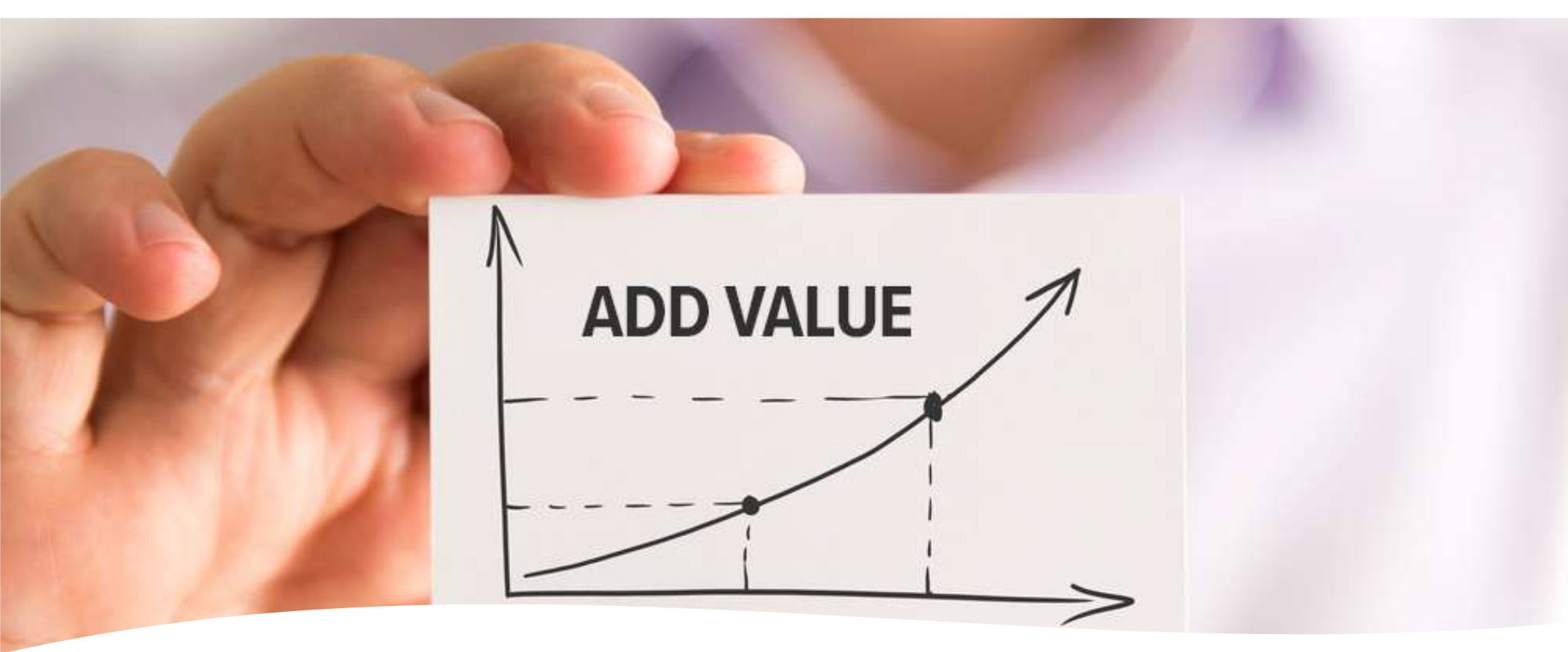
How are these goals "Innovative"?

Innovation is:

"Turning an idea into a solution
that adds value
from a customer's perspective"

Nick Skillicorn

@improvides

idea to value.com

Examples of "Innovative" Services

Including the use of TNCs and other non-traditional providers to reduce riders' wait and travel times with paratransit services.

Expanding TD services (weekends/after hours, cross-county trips) increases riders' access to certain critical activities.

Serving a segment of the TD population (low-income, developmental disabilities) addresses an unmet need.

Delivering a service at a lower rate and/or fare demonstrates whether the project is more cost-effective.

Providing "first mile/last mile" and fixed route connector options reduces demand/costs of paratransit services.

Who Can Participate in the Program?

Transportation Network Companies

CTCs (defined in 427.011 FS) are only eligible to apply as a "direct grant recipient."

The use of "non-traditional" transportation (subcontract) providers is strongly encouraged, if available and appropriate.

Only one CTC can apply as a "direct recipient" of a multi-county project, but other CTCs can be "partners."

"Partners" can also include colleges, human service agencies, businesses, etc.

Riders must be determined "TD eligible" prior to being served by the project.

Legislative Requirements

A county or multi-county CTC can only receive **ONE** grant award for FY22-23.

A project can include multiple ISD Grant Goals.

A single county project can be awarded up to $750,000.

A multi-county project can be awarded up to $1.5 million.

All projects must include a 10% local match.

Funds shall only be used to reimburse trips to TD eligible riders (NOT capital equipment).

Other Requirements

All proposals for FY22-23 must be submitted to CTD by **May 13, 2022!**

Funding is contingent on Governor's approval of General Approps Act.

Services can begin on date of grant agreement execution, no earlier than July 1, 2022.

Grantees must submit monthly invoices to CTD for reimbursement.

Grantees must present at least one report to CTD prior to June 30, 2023.

CTD Technical Assistance

"Cone of Silence" on CTD communications with applicants, except as provided below.
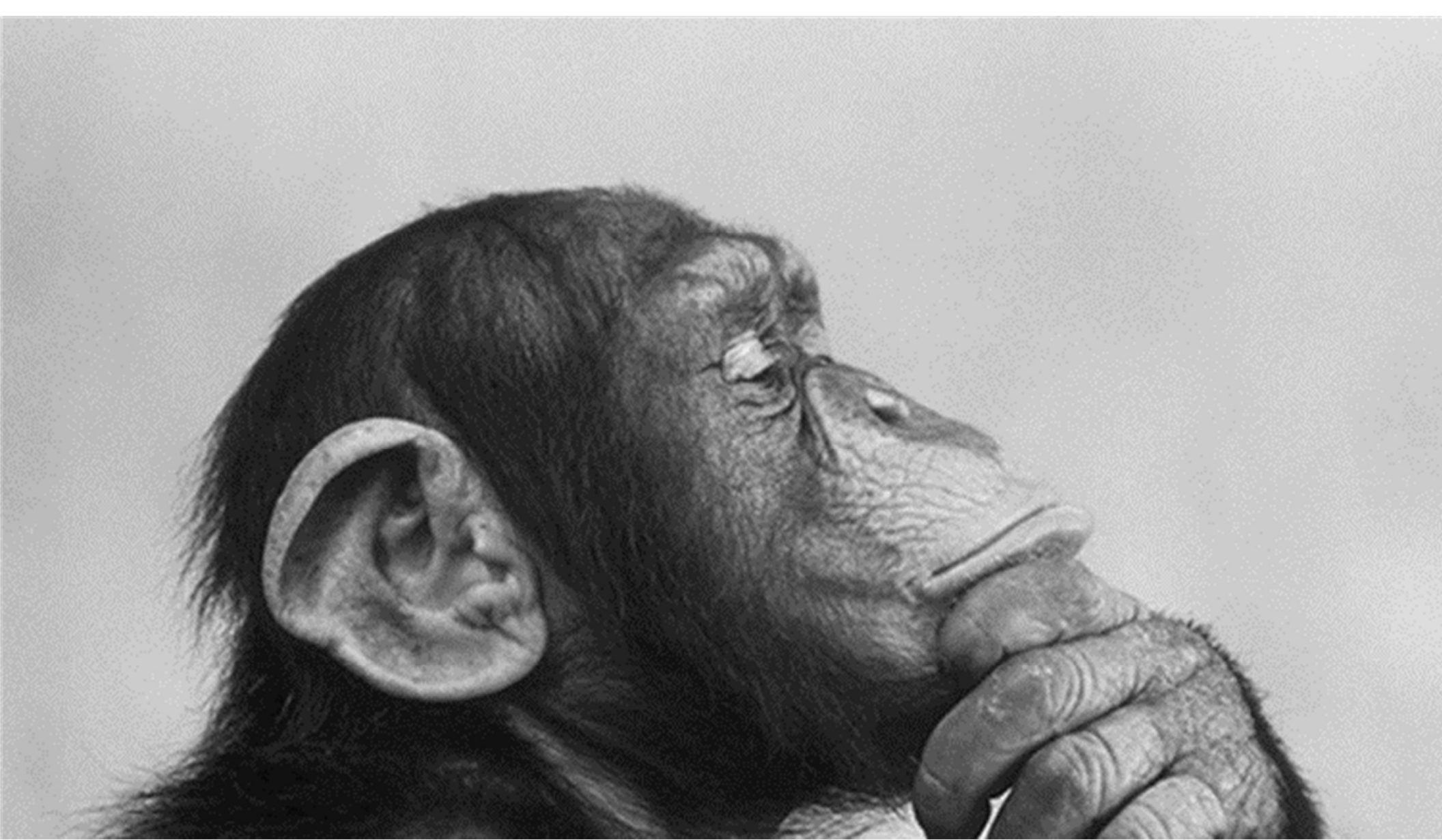
Two training webinars for guidance on developing project proposals and meeting program criteria.

One "Question & Answer" period for applicants to submit written questions and receive answers on CTD website.

"Early Bird" deadline for applicants to receive CTD feedback on proposals prior to final submission deadline.

Application and Approval Timeline

March 25, 2022	**Release of Grant Program Manual and Application**
March 31, 2022	**1st Training Webinar**
April 7, 2022	**Deadline to Submit Written Questions to CTD**
April 12, 2022	**Deadline for CTD to Post Q&A on Website**
April 22, 2022	**Deadline to Submit "Early Bird" Applications**
April 29, 2022	**Deadline for CTD to Provide "Early Bird" Feedback**
May 3, 2022	**2nd Training Webinar**
May 13, 2022	**Deadline to Submit Grant Applications for FY22-23**
Week of May 30, 2022	**Review Subcommittee to Provide Recommendations to Full Commission**
Week of June 13, 2022	**Full Commission to Award Grant Funding, Contingent on Final Approval by Governor**

Questions to Consider for Project Ideas

Start with the Customers' Perspective

- What transportation barriers inhibit an individual's access to work, health care, social-recreation, etc.?

- Where does the local TD program fall short in meeting these needs?

- What evidence can be gathered to demonstrate how a project can address these "unmet needs?"

- How would the customer perceive the "value" of the new service (e.g., greater mobility, convenience, customer satisfaction, etc.)?

Ideas + Collaboration = Grant Funding

Other Questions to Consider

- Who are the key stakeholders that can be "partners" in the project?

- How can the partner(s) coordinate services for the customers of the project?

- Can the project utilize non-traditional providers, such as TNCs or taxis?

- What ideas are being tested? How can data verify or validate whether the ideas work?

- If the project succeeds, how could the idea(s) be incorporated with other TD services?

Develop a Lab Mentality

Funding intended to test new services that could be incorporated in the TD Program.
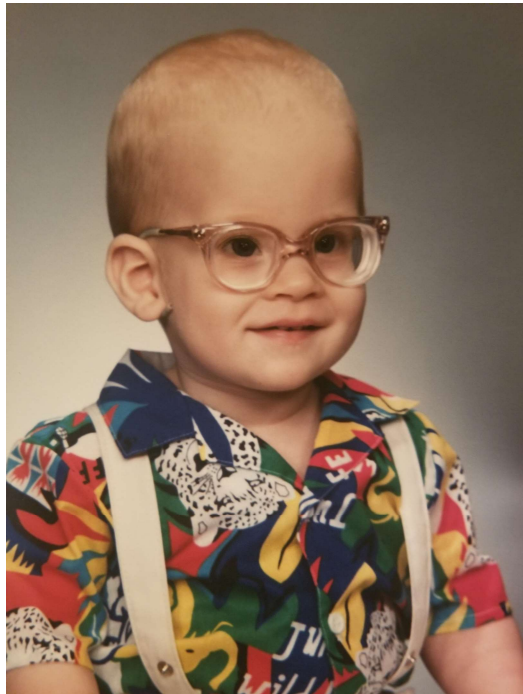
Projects may take longer than 12 months to determine whether services fulfilled ISD Grant goals.

CTD will give FY22-23 projects first consideration for future ISD funding, contingent on legislative budget authority.

Grant recipients will be required to present a report to the Commission, including progress of project goals, any challenges with implementation, rider survey results, etc.

When balancing the lab mentality with the demand to report outcomes, consider the Pixar metaphor…

The "Ugly Baby" VS the "Hungry Beast"

Overview of Application and Review Process

APPLYING FOR A
GRANT

Application Instructions

Carefully review entire Grant Manual – CTD **shall not** accept applications incomplete or in a different format.

Clearly identify the service area(s), project manager(s), project start date, funding request (with local match).

Include detailed description in Project Scope, evidence of need, and how the services will support the ISD Goals.

Proposals must be **no more than** 15 pages long, including supporting documents.

Enlisting Help

Describe how CTCs will coordinate services within a multi-county project (i.e., eligibility, billing, etc.).

If project includes partnerships, include description of roles, support letters, etc.

If applicable, describe how a TNC or non-traditional provider will enhance the service quality, efficiency, cost, etc.

If there is an expected delay in services, please explain why.
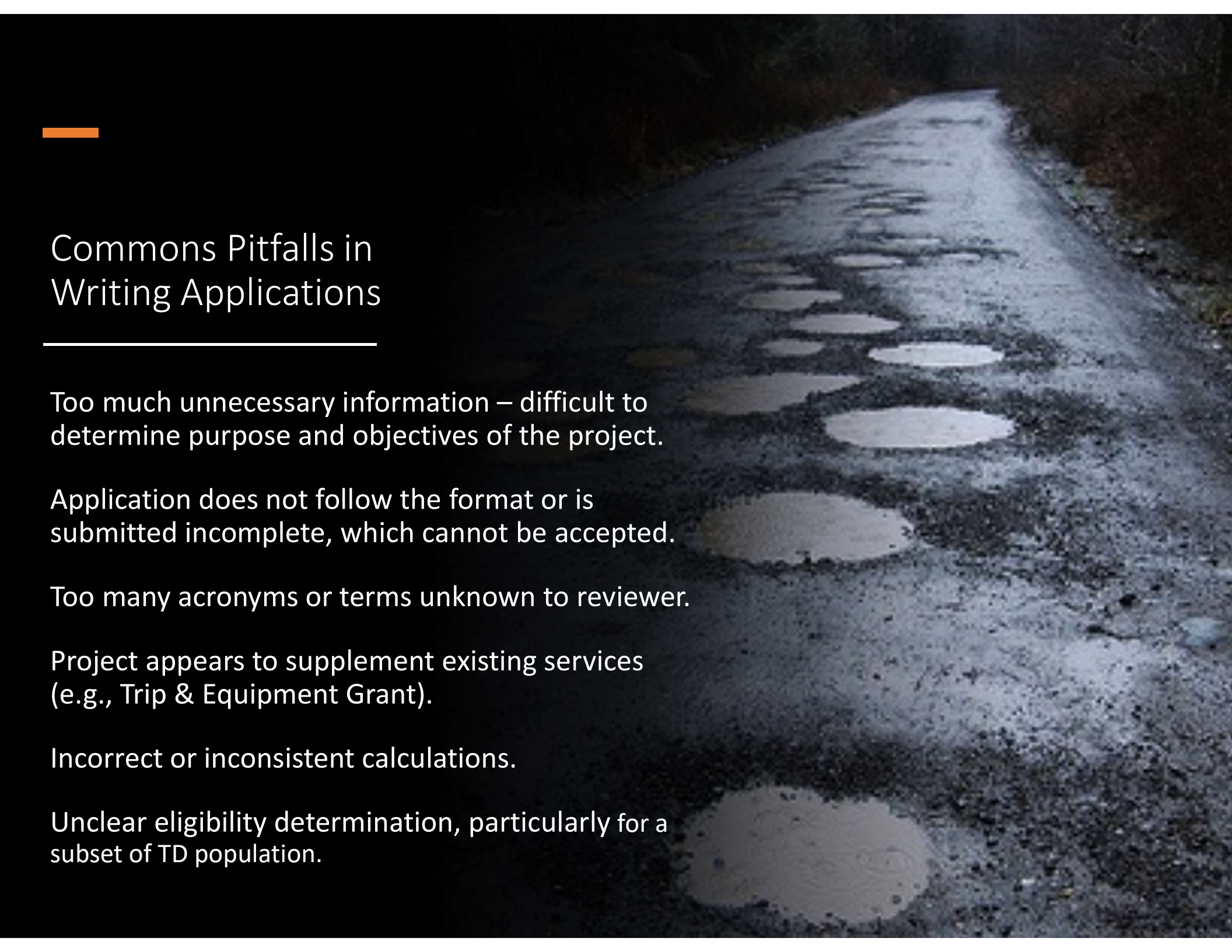
Grant Funding Opportunities

Other Instructions

Provide a detailed budget, including rate calculations, to support $ request.

Attach any letters of support, including county board resolutions.

Multi-county proposals can only be submitted by one applicant (i.e., CTC).

Multi-county CTCs cannot request more than $750,000, unless project expands its service area.

Commons Pitfalls in Writing Applications

Too much unnecessary information – difficult to determine purpose and objectives of the project.
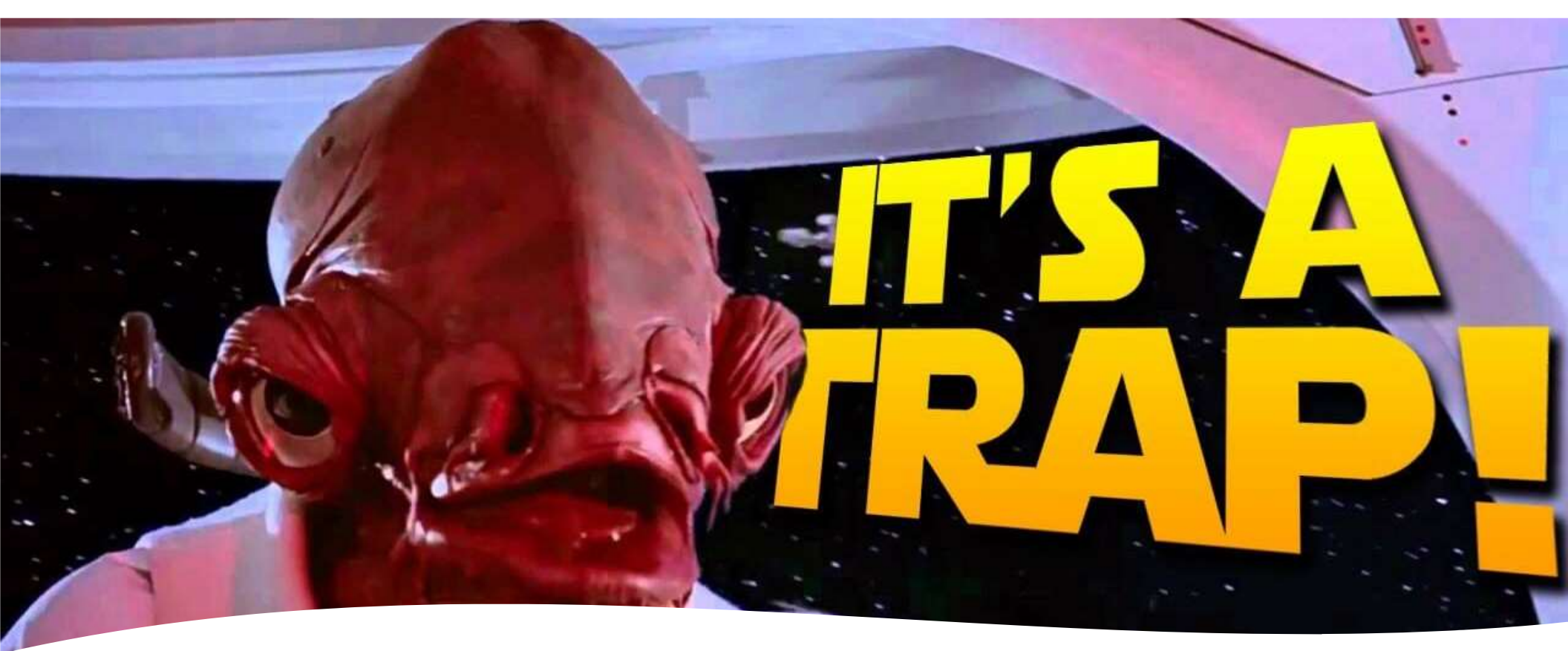
Application does not follow the format or is submitted incomplete, which cannot be accepted.

Too many acronyms or terms unknown to reviewer.

Project appears to supplement existing services (e.g., Trip & Equipment Grant).

Incorrect or inconsistent calculations.

Unclear eligibility determination, particularly for a subset of TD population.

How to Avoid these Traps

Be specific and to the point.

Complete the application early to allow time for proofing and checking calculations – Include outsiders to assist in review process.

Know your audience – describe technical terms and acronyms at least once in the scope.

Clearly describe how the project "adds value" or removes a barrier to existing coordinated system.

Identify source of local match in funding request (local tax, farebox, etc.).

Double check math on rates, budget, trip estimates, etc.

If project serves specific group (e.g., IDD), describe how partnering agencies will assist in determining eligibility.

Evaluation

Applications will be reviewed based on the "evaluation criteria" provided within the Grant Manual.

CTD will examine data from past ISD Grant projects as part of the evaluation process.
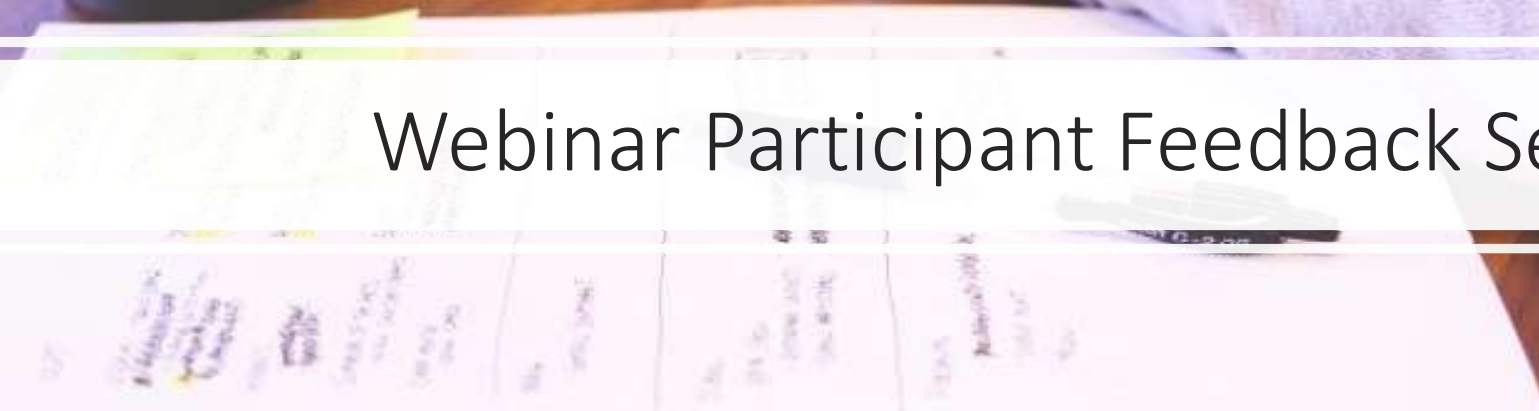
Review Subcommittee will make recommendations by June 3.

Commission will approve grant awards by mid-June, contingent on Governor approval of funding.

Webinar Participant Feedback Session

Discussion Topics

Project Ideas

Grant Requirements

Application Process

Use of Partnerships or Non-Traditional Providers

Project Implementation and Delivery of Services

Performance and Reporting Requirements

Other questions/comments?