

NARC

Building Regional Communities

EDA Assistant Secretary Fernandez to Announce Proposed EDA Grant Process Improvements

July 21, 2010 – 4-5pm, EDT

The meeting will be starting shortly.

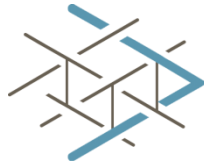
1. Audio Options – Select one:

- a. Microphone and Speakers through computer (VOIP)
- b. PREFERRED - Telephone (codes are provided in the box at the top right hand corner of your webinar screen – log-in procedures are similar to conference call)

2. Technical Questions – please call Lindsey Riley at 202.679.6116 or email lindsey@narc.org

- ## 3. Asking Questions During the Webinar – You are muted (in listening mode only) throughout the webinar unless you are a presenter. To ask a question, please “raise your hand” by clicking on this icon near your audio controls. You will be recognized and unmuted. Or, you can type question into the “Questions” box and this will be answered as quickly as possible.





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Wednesday, July 21, 2010, 4 pm EDT



EDA

U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

Process Improvement



EDA

U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

INNOVATION.
REGIONAL COLLABORATION.
JOB CREATION.

Improving EDA's Investment Approval Process

Competitive. Transparent. Efficient.



Current Environment

- In FY09, EDA awarded 162 Public Works or Economic Adjustment grants worth \$184 million through its normal EDAP appropriations.
- But, the requests certainly out number the available funds. In FY09 alone, EDA processed Public Works and Economic Adjustment grant requests for more than \$950 million, \$770 million more than EDA had available for those programs.
- From 2007-2009, the average time for a grant to be processed from *receiving* the initial application to the *awarding* of the grant was 291.5 days.
- We want to improve the process so that it is more competitive and applicants have much faster feedback to requests for funding.



Process Improvement Goals

- Open and Accessible Process. Move away from “invitation” to apply.
- Data Driven Decisions. Evaluate applications based on verifiable data and known metrics.
- Improve responsiveness. Applicants get a positive or negative response in approximately one month, and generally receive final approval within three months.
- Transparent Decisions. With standardized competitive assessment tools.
- Enhance Competition. Rounds of funding will allow EDA to evaluate applicants against each other to select the best projects.



Creating an Open and Accessible Process

- EDA has an excellent reputation for customer service.
- EDA will continue to provide this level of customer service to its existing customers.
- The new process will utilize public forums to open EDA's grant process up to new customers.



Focusing on Data Driven Decisions

- EDA has always focused on using strong ROI metrics, such as job creation or retention and private investment, to evaluate its grants.
- For the new process, EDA has developed tools that allow us to enhance our data-driven approach and further quantify applications.



Improving Responsiveness

- While EDA's regional office staff work hard to approve grants, the way the process is currently designed creates too many opportunities for delays.
- The new process is designed to eliminate delays and facilitate a faster EDA review.
- Within one month of the deadlines, applicants will know if EDA selected their project for funding.



Promoting Transparent Decisions

- EDA is committed to providing more transparency in its approval process to help grantees understand why and how decisions are made.
- Adopting standardized tools and posting them online will help applicants understand how they will be judged.
- Results will be posted on the website, so applicants know what projects were successful.



Enhancing the Competitive Process

- The rolling deadline under the current process doesn't allow for a truly competitive process.
- Moving to rounds of funding with set deadlines will promote a competitive process that identifies the most impactful projects.

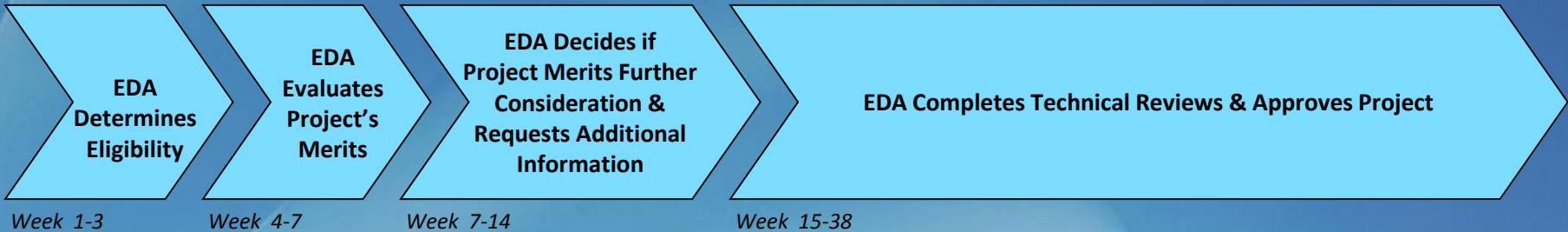


Proposed Process

The **Current Approval Process** takes 38 weeks (9.5 months)

Applicant Submits
Initial Application

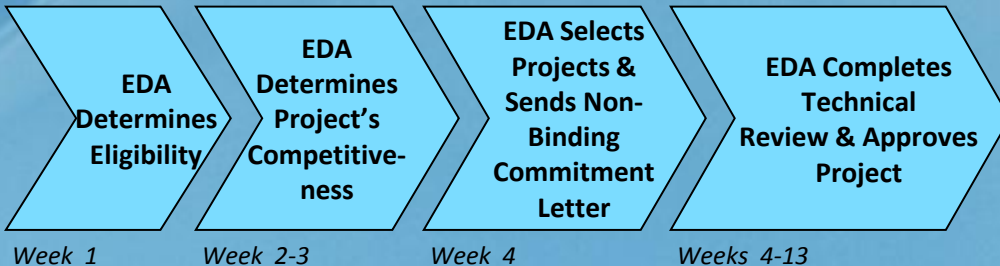
Applicant Submits Supplemental
Documentation to Complete Application



The **Proposed Approval Process** takes 13 weeks (3 months)

Applicant Submits
Complete Application

Applicant Completes
Due Diligence as Required



Key Elements of the Proposed Process

- EDA's competitive grant programs will move to quarterly funding cycles.
- EDA will provide open training forums and technical assistance for potential applicants.
- All proposals will be competitively evaluated against other submissions for the cycle using a set of standardized tools.
- Applicants will receive a denial letter immediately if their application will not move on to the next step of the evaluation process, and will receive a positive or negative response from EDA within one month.



Implementation Schedule

- **Consultation – June, 2010**
- **Finalize – July, 2010**
- **Training and Outreach – July, August, and September, 2010**
- **Transition – August 1 to September 30, 2010**
- **Final Implementation – FY 2011 (October)**