



# Port Outreach Webinar

Presented by the Maritime Administration  
United States Department of Transportation

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U.S. Department  
of Transportation

Pine Ridge, SD



North Kingston, RI



Auke Bay, AK



Portland, OR

# TIGER<sub>3</sub>

- \$527 million multimodal, merit-based discretionary grant program
- \$140 million for rural areas
- Up to \$150 million for TIFIA payments
- Last round the average award was \$13.25 million
- Geographic diversity requirement

# 2011 Application Process

- Sept. 9<sup>th</sup> - Pre-Application Registration
- October 3<sup>rd</sup> - Pre-Applications Due
- October 4<sup>th</sup> - Final Applications Open
- October 31<sup>st</sup> - Final Applications Due

# Changes from TIGER 2

- No Planning Funds this round
- 3 Application Limit (per sponsor)
- TIFIA Letter of Interest

# Keys to Competitive Applications

- Eligibility
- Address Criteria and Outcomes
- Clarity
- Leveraging Investment
- Project Segmentation
- Project Readiness/NEPA
- Highly Competitive Projects – Port Examples
- Lessons Learned
- Benefit Cost Analysis
- Planned Technical Assistance

# Eligibility

- Surface transportation capital projects only
- Open to state, tribal, and local entities, and other subdivisions
- Private entities, including non-profits, must partner with a public lead
- Rural grants: \$1 million minimum (no match req)
- Urbanized area grants: \$10 million minimum (20% match)
- **Eligible ≠ Competitive**

# Address Criteria and Outcomes

- Application outline in the NOFA  
[http://www.dot.gov/docs/FY11\\_TIGER\\_NOFA.pdf](http://www.dot.gov/docs/FY11_TIGER_NOFA.pdf)
- Describe how project addresses challenge
- Detail how federal funds will be used
- Address the selection criteria

## Primary Criteria

- State of Good Repair
- Economic Competitiveness
- Livability
- Environmental Sustainability
- Safety
- Job Creation/Near-Term Economic Benefits

## Secondary Criteria

- Innovation
- Partnership



# Clarity

- Ensure project descriptions are clear and concise
- Pictures and maps are helpful
- Focus on why project is compelling
- Staff and experts may review 100-200 applications within a short period of time

# Leveraging Investment

- Matching state and local funds with private funds helps demonstrate commitment = more competitive
- First round: TIGER grantees delivered \$4.5 billion in matching funding for TIGER's \$1.5 billion
- Public-private projects must demonstrate significant public benefits
- Up to \$150 million in TIFIA payments available

# Project Segmentation

- Clearly identify multiple project elements if the project is segmentable
- Segments must have “independent utility”
  - Provides transportation benefits
  - Will be ready for use when complete
- **Phases must complete operable segment**

# Project Readiness/NEPA

- Projects that are ready to move to construction quickly are given priority
- Document where the project is in the NEPA process
- Initiate NEPA in advance of the application process, if possible
- If the project expects a CE determination, demonstrate why this is justified

# Highly Competitive Projects

## Port Examples

|                | Apps Received | Funding Requested | Funding Appropriated | Grants awarded to Ports |
|----------------|---------------|-------------------|----------------------|-------------------------|
| TIGER ARRA (I) | 1,454         | \$64 billion      | \$1.5 billion        | \$120,440,000           |
| TIGER II       | <1,000        | \$19 billion      | \$600 million        | \$94,840,133            |

# Lessons Learned

## One Chance to Make a First Impression

### Suggestion:

- Begin your narrative with:
  - Succinct description of the project
  - Explanation of the need for the project (describe market, define customer)
  - Summary of the benefits of the project for the region
- Then provide background, details, pictures and data to support your request.

# Lessons Learned

## How Strong is your Geography

### **Most applicants included:**

- Image of port location
- Aerial of port
- Photo of problem

### **Suggestion:**

- Map of your port and market area served
- Aerial of port with intermodal connectors identified
- Photo of problem with drawing showing how project will make a difference

# Lessons Learned

## Final Message

**As you are reading the application package, consider these two questions:**

- ❖ What is the intent or focus of the grant program?
- ❖ What information should be included in an application to make your application a responsive one?



# Benefit Cost Analysis

## Basic Requirements

- Project Summary
  - Base case (“no-build”)
  - Project description
  - Justification and impact on long-term outcomes
  - Affected population(s)
  - Expected economic benefits
  - Alternatives

# Benefit Cost Analysis

## Basic Requirements, cont.

- Monetized estimates of benefits & costs
  - Year-by-year stream of benefits and costs
  - Discounted to present value (3% & 7%)
- Replicable methodology
- Demonstrate Independent Utility

# Benefit Cost Analysis

## BCA vs EIA

- BCA focuses on national benefits and costs
  - Focuses on transportation cost and benefits (e.g., economic competitiveness benefits, state of good repair, improved safety, environmental impacts, livability)
  - Measures net value of project to society
- Economic Impact Analysis (EIA) focuses on local impacts of project on economic development
  - How transportation benefits and costs affect regional economy
    - Payrolls, tax revenues, real estate investments
    - Often transfers or double-counts of BCA benefits
  - Often ignores costs to other localities

# Benefit Cost Analysis

## Benefits – Economic Competitiveness

- **Benefits in this category typically include:**
  - Lower operating costs
  - Travel time savings
  - Savings to passengers, carriers, and shippers
  - Improvements in reliability
- **Take care in including the following in BCA:**
  - Job creation benefits (focus on productivity increases)
  - Omit multiplier effects
- **Can include increases in labor and land productivity**
  - But avoid double-counting

# Benefit Cost Analysis

## Lessons Learned

- **ALWAYS** document and provide reliable sources for data and calculations
- Be realistic in assumptions and estimates
- Qualitative discussion helps supplement understanding for difficult-to-measure benefits & costs
- Consider the viewpoint of objective reviewers
  - Are estimates plausible and reasonable?
- Focus on overall evaluative process, **not** just the B/C ratio

# Technical Assistance

- USDOT offers technical assistance to help applicants through the TIGER process
- Preparation of benefit cost analysis
- Previous TIGER application debriefs
- Special Topics Webinars

# TIGER<sub>3</sub>

## Question and Answer Session

