



**Grant Funding Workshop for Cal Cities Annual Conference. Oct. 8-10
Long Beach, California**

Moderator:

Steve Samuelian, CEO, California Consulting, Inc.

Panelists:

Chris Zapata, City Manager, City of Sausalito
Dr. Robert Lennox, Assistant City Manager City of Carson
Larry Kosmont, Founder and CEO Kosmont Companies



Introduction



- ▶ 1600 competitive federal, state, and private foundation grant applications that have been successfully awarded for our clients
- ▶ \$1.6 billion for our clients
- ▶ Our grant writers write applications for Cities, Counties, School Districts, Community Colleges and more!
- ▶ We have more than 250 clients across CA.

Success Stories



Active Transportation Program (ATP) Grants

Grant Name	Client Name	Award Amount
Caltrans - Active Transportation Program (ATP) Cycle 6	City of Carson	\$897,000
Caltrans - Active Transportation Program Cycle 5	City of Waterford	\$945,631
Caltrans - Active Transportation Program Cycle 5	City of Maywood	\$263,000
Caltrans - Active Transportation Program Grant (ATP)	City of Patterson	\$99,000
Caltrans - Active Transportation Program Grant (ATP) Cycle 4	City of Stockton	\$4,390,000
Caltrans - Active Transportation Program (ATP) Cycle 3 Grant	City of Patterson	\$907,000
Caltrans - Active Transportation Program Grant (ATP)	City of Waterford	\$108,000
Caltrans - Active Transportation Program (ATP) Cycle 2	City of Rosemead	\$702,000
Caltrans - Active Transportation Program (ATP) Cycle 2	City of Patterson	\$594,000
Caltrans - Active Transportation Program Grant (ATP) Cycle 2	City of Downey	\$180,000
Caltrans - Active Transportation Program Grant (ATP) Cycle 1	City of Vernon	\$60,000
Caltrans - Active Transportation Program (ATP) Grant Cycle 1	City of Chowchilla	\$550,000
Caltrans - Active Transportation Program (ATP) Cycle 1	Kings Canyon Unified School District	\$41,733

Success Stories

Highway Safety Improvement Program (HSIP) Grants

Grant Name	Client Name	Award Amount
CalTrans - Highway Safety Improvement Program (HSIP) Cycle 11	City of Maywood	\$1,418,490
CalTrans - Highway Safety Improvement Program (HSIP) Cycle 11	City of Wildomar	\$977,670
Caltrans - Highway Safety Improvement Program (HSIP)	City of Lynwood	\$1,011,600
Caltrans - Highway Safety Improvement Program (HSIP)	City of Glendale	\$996,000
Caltrans - Highway Safety Improvement Program (HSIP)	City of Glendale	\$247,500
Caltrans - Highway Safety Improvement Program (HSIP) Cycle 9	City of Murrieta	\$247,435
Caltrans - Highway Safety Improvement Program (HSIP)	City of Manteca	\$250,000
Caltrans - Highway Safety Improvement Program (HSIP)	City of Manteca	\$1,934,640
Caltrans - Highway Safety Improvement Program (HSIP)	City of Manteca	\$681,390
Caltrans - Highway Safety Improvement Program (HSIP) Cycle 7	City of Monterey Park	\$312,160
Caltrans - Highway Safety Improvement Program (HSIP) Cycle 7	City of Montebello	\$860,000
Caltrans - Highway Safety Improvement Program (HSIP) Cycle 7	City of Pismo Beach	\$163,260
Caltrans - Highway Safety Improvement Program (HSIP) Cycle 5	City of Lynwood	\$376,100
Caltrans - Highway Safety Improvement Program (HSIP) Cycle 5	City of Yuba City	\$115,700

Land and Water Conservation Fund (LWCF) Grants

Grant Name	Client Name	Award Amount
Land Water Conservation Fund	City of Bakersfield	\$3,000,000
Land Water Conservation Fund	City of Tustin	\$1,500,000
Land Water Conservation Fund	City of Oakley	\$413,515
Land Water Conservation Fund	City of Newman	\$153,000
Land Water Conservation Fund	City of Huntington Park	\$325,000
Land Water Conservation Fund	City of Huntington Park	\$650,000
Land Water Conservation Fund	City of Waterford	\$220,150
Land Water Conservation Fund	City of Chowchilla	\$75,000
Land Water Conservation Fund - Mueller Park Beautification	City of Reedley	\$98,711
Land Water Conservation Fund	City of Pico Rivera	\$200,000

Success Stories

USDOT Safe Streets and Roads for All Awards-\$4,428,640		
U.S. Department of Transportation (USDOT) - Safe Streets and Roads for All (SS4A)	City of Pittsburgh	\$408,000
DOT - Safe Streets for All (SS4A) - Planning & Demonstration Application	City of Gilroy	\$190,000
DOT - Safe Streets for All (SS4A) - Planning & Demonstration Application	City of Carson	\$967,840
Department of Transportation - Safe Streets and Roads For All (SS4A)	City of Cupertino	\$425,600
DOT: Safe Streets For All (SS4A)	City of Hemet	\$800,000
U.S. Department of Transportation - Safe Streets for All (SS4A)	City of Monrovia	\$177,200
U.S. Department of Transportation - Safe Streets for All (SS4A)	City of Newman	\$120,000
U.S. Department of Transportation - Safe Streets for All (SS4A)	City of Hollister	\$1,080,000
U.S. Department of Transportation - Safe Streets for All (SS4A)	Town of Mammoth Lakes	\$100,000
US Dept. of Transportation - Safe Streets for All	City of Palo Alto	\$160,000

Success Stories

USDOJ COPS Hiring Awards-\$10,760,785		
USDOJ - COPS Hiring	City of Monterey	\$250,000
USDOJ - COPS Hiring	City of Hercules	\$375,000
Department of Justice - COPS Hiring	City of King City	\$125,000
DOJ - COPS Hiring	City of Sausalito	\$497,561
US DOJ COPS Office - COPS Hiring	City of Parlier	\$575,844
USDOJ COPS Hiring	City of San Fernando	\$125,000
USDOJ COPS Hiring Program	Santa Paula Unified School District - City of Santa Paula Police Department	\$750,000
USDOJ COPS Hiring Program	City of Huntington Park	\$1,125,000
USDOJ COPS Hiring Program	City of Orange Cove	\$125,000
USDOJ COPS Hiring Program	City of Chowchilla	\$189,100
USDOJ COPS Hiring Program	County of Kings - Armona Elementary	\$31,250
USDOJ COPS Hiring Program	Central Union Elementary School District	\$125,000
USDOJ COPS Hiring Program	City of Delano	\$250,000
USDOJ COPS Hiring Program	City of Mendota	\$125,000
USDOJ COPS Hiring Program	City of Delano	\$475,928
USDOJ COPS Hiring Program	City of Reedley	\$249,469
USDOJ COPS Hiring Recovery Program (CHRP)	City of Salinas	\$3,837,546
USDOJ COPS Hiring Recovery Program (CHRP)	City of Parlier	\$252,554
USDOJ COPS Hiring Recovery Program (CHRP)	City of Huron	\$135,944
USDOJ COPS Hiring Recovery Program (CHRP)	City of Sanger	\$518,954
USDOJ COPS Hiring Recovery Program (CHRP)	City of Arvin	\$198,501
USDOJ COPS Hiring Recovery Program (CHRP)	City of Delano	\$423,134

Success Stories



FEMA: Staffing for Adequate Fire and Emergency Response (SAFER)-\$17,042,893		
FEMA - Staffing for Adequate Fire and Emergency Response (SAFER)	City of El Segundo	\$5,434,434
FEMA Staffing for Adequate Fire & Emergency Response (SAFER)	Cosumnes Community Services District	\$7,126,891
FEMA Staffing for Adequate Fire & Emergency Response (SAFER)	Cosumnes Community Services District (Fire Department)	\$1,947,191
FEMA Staffing for Adequate Fire & Emergency Response (SAFER) Grant	City of Upland	\$2,499,627
FEMA Staffing Adequate Fire Emergency Response (SAFER)	City of Lompoc	\$34,750

Success Stories

FEMA: Assistance to Firefighters Grant (AFG)-\$2,576,130		
FEMA - Assistance to Firefighters Grant FY 2022 (AFG)	San Bernardino County Fire Protection District	\$1,026,852
AFG - Assistance to Firefighters (AFG)	City of Hanford	\$45,525
FEMA - Assistance to Firefighters (AFG)	City of Patterson	\$78,436
FEMA - Assistance to Firefighters (AFG)	City of Vacaville	\$491,705
FEMA - Assistance to Firefighters (AFG)	City of Isleton	\$18,233
FEMA - Assistance to Firefighters (AFG)	San Bernardino County Fire Protection District	\$220,522
FEMA - Assistance to Firefighters (AFG)	City of Albany	\$82,373
Assistance to Firefighters Grant Program - COVID-19 Supplemental (AFG-S)	Cosumnes Fire Department	\$57,363
FEMA Assistance to Firefighters Grant (AFG)	City of Vacaville	\$93,300
FEMA Assistance to Firefighters Grant (AFG)	City of Orange Cove	\$269,388
FEMA Assistance to Firefighters Grant (AFG)	City of Kingsburg/Fire Department	\$21,494
FEMA Assistance to Firefighters Grant (AFG) - Fire Department Equipment	City of Kingsburg	\$14,000
FEMA Assistance to Firefighters Grant (AFG)	City of Reedley	\$66,483
FEMA - Asst. to Firefighters (AFG)	City of Fowler	\$9,621
FEMA Assistance to Firefighters Grant (AFG) - Facilities, Equipment	City of Reedley	\$59,835
FEMA Assistance to Firefighters Grant (AFG)	City of Selma	\$21,000

Current Grant Opportunities

- **CalEVIP**—Funding for publicly accessible EV charging, \$100k per charging port, no match. Application opens August 5th, first come first serve until October 29th.
- **Caltrans: Community Cleanup and Employment Pathways (CCEP) Grant**—Funding to support litter cleanup, graffiti removal, etc by employing vulnerable community members to complete the work. Due November 1st.
- **Caltrans: Sustainable Transportation**—Funds planning grants to reduce GHG emissions on their roadways. Can fund a climate action plan with transportation focus. Due November 21st.
- **SCAQMD: Clean Invest Program**—Charging for Medium Heavy Duty and Heavy-Heavy Duty Vehicles. \$700 per kW. Due November 28th.
- **CalOES: State and Local CyberSecurity Grant Program**—Funds the enhancement of your cybersecurity system from assessment to implementation. Released September 2025.
- **EDA: FY25 Disaster Supplemental Grant**—Funds onsite and offsite infrastructure improvements to enhance economic development. Business park, Amazon, etc. Rolling deadline.
- **California Coastal Conservancy**—Funds Coastal and Wildfire Resilience projects from the pre-planning stage all the way to post implementation. Applications accepted on a rolling basis.
- **Cal:OLUCI: Extreme Heat and Community Resilience**—Funds planning and implementation projects that reduce the impacts of extreme heat. Due By the end of 2025.
- **HCD: Encampment Resolution Fund**—Funding for Cities to provide support services to homeless individuals in encampments through case management and linkages to housing. Due by the end of 2025.

Proposition 4 Funding

Category	Key Goals	Amount (Billions)
Drought, Flood, and Water Supply	Increase the amount and quality of water available for people to use and reduce flooding.	\$3.8B
Forest Health and Wildfire Prevention	Improve the health of forests and protect communities from wildfires.	\$1.5B
Sea-Level Rise and Coastal Areas	Reduce the risks from sea-level rise, restore coastal areas, and protect fish.	\$1.2B
Land Conservation and Habitat Restoration	Protect and restore natural areas.	\$1.2B
Energy Infrastructure	Support the state's shift to more renewable sources of energy, such as offshore wind.	\$850M
Parks	Expand, renovate, and repair local and state parks.	\$700M
Extreme Heat	Reduce the effects of extreme heat on communities.	\$450M
Farms and Agriculture	Help farms respond to climate change and become more sustainable.	\$300M
Total		\$10.0B



1. Solving for the Market & Matching Community Objectives



STATE OF THE INDUSTRY

- **PROJECTS ARE STUCK** due to tight financing conditions, stubborn interest rates, high construction costs, market dynamics, ongoing supply chain challenges, changing consumer references and procedural challenges, **making development challenging in California**
- **TARIFFS & TRUMP** Despite recent federal rollbacks of environmental initiatives, Feds stance may accelerate energy and on-shore investment; climate incentives may act as project inducements. Challenges from rolled back tax credits, regulatory barriers for wind / solar.
- **RECENT POLICY CHANGES** at the state level are geared toward CEQA reform, housing, density bonus, and climate resiliency.
- **CONSUMER PREFERENCES AND PRIVATE INVESTMENT TRENDS SHIFTING**
- **LOCAL STRATEGY:** *Converting streamlining / zoning into value capture coupled with use of TIF Districts to advance economic development.*
- **HOW TO UNSTICK STUCK PROJECTS?**



How to Unlock Private Investment: Value Capture Economic Development

How to Induce Private Investment and achieve community vitality & generate revenue:

Learn to maximize accretive private investment as driven by public policy and consumer demand

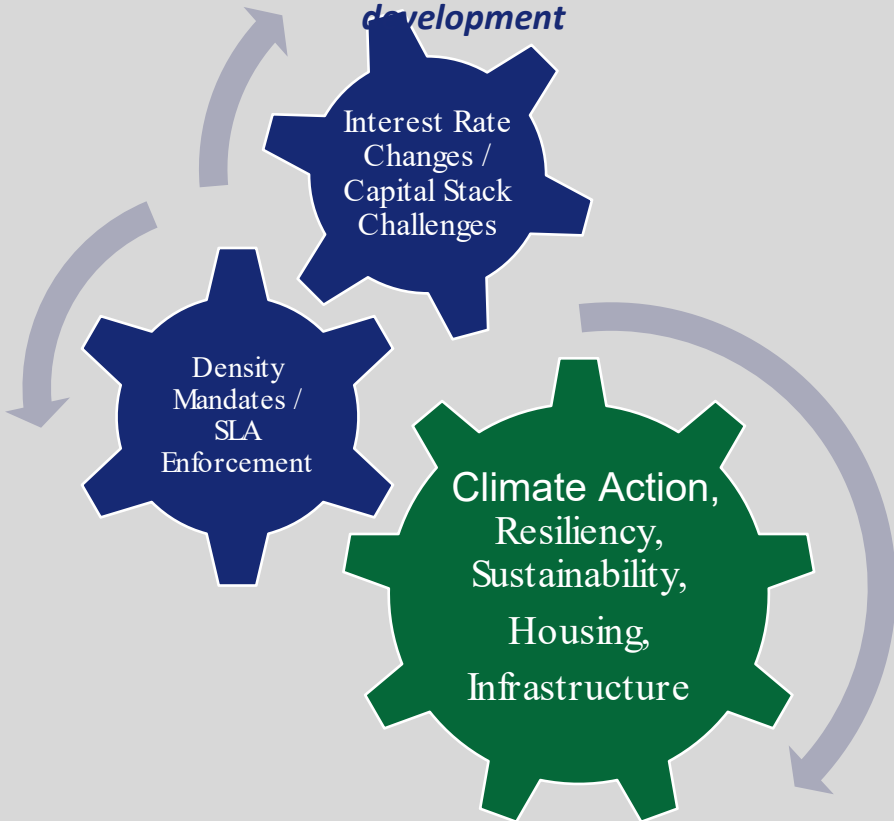
Use Value Capture Approach to Econ Development:

Apply economic development tools that focus on capturing value from private investment and consumer demand through **zoning, tax increment districts, public financing and grants**

Primary "value-capture " sources for economic development:

1. Use TIF Districts strategically
2. Recognize Zoning approvals as currency

The policy, economic, & financial environment is constantly shifting creating challenges and opportunities for economic development



CONSUMER PREFERENCES AND LEGISLATIVE MANDATES

/EXEMPTIONS: *DRIVES INVESTMENT DIRECTION AND PREFERENCES*

	DRIVERS	IMPACTS	SHIFTING PRIORITIES
	CONSUMERS	Quality of life, cost of living: housing, amenities, essentials & experiences	The old world of retail not coming back Want it all in a 15-Minute Community
	INVESTORS	New technology, consumer demand shifts, supply chain optimization, new live & work patterns	Office/commuter patterns forever changed Seeking value from new demand drivers
	CITY HALL / STATE POLICIES	Impacted by state policies focus on housing, climate, energy, and sustainability	<u>Shift in Federal grants</u> More infrastructure Less climate, energy & sustainability: IJA \$1.2T & IRA \$400B; State about Climate & Resilience Prop 4 \$10B; State I-BANK Induce private investment, comply with state priorities, and maximize Federal & State funding

Private Capital Stack has shifted its priorities for Real Estate and Land Use: *It's about Rooftops, Destination, and Distribution*



Housing is NOT a Loss Leader, it's a Growth Driver

Housing Creation as Economic Development

New housing can generate significant new tax revenues & support local jobs

Housing is a driver of project value (high residual land value); residential zoning is valuable

Retail is Not Just Retail Anymore: Places & Services

Retail Reimagination as Economic Development

U.S. retail over-built, needs “right sizing;” Covid accelerated trends; today it's about essentials, experience & e-commerce

Blended/mixed use projects integrate uses onto one site: *housing, retail, open space, creative office, hotel*

Hotel is activity center & tax generator

Telework is Reconfiguring Office

Office Conversions as Economic Development

Telework and work from home options are reshaping the needs for office space and business districts

Job redistribution tied to housing

Vacancies and foreclosures expanding can lead to fiscal impact pressure

AB 1445 may trigger office conversions

Industrial / Distribution/Delivery: Critical for Economy

Industrial & Fulfillment as Economic Development

Modern industrial is not “your father’s industrial” – not smokestack

Retail won’t thrive without distribution

Booming demand for distribution, e-commerce, and data centers, fulfillment/delivery, job creators

...AND PROJECT FINANCING IS CHALLENGING

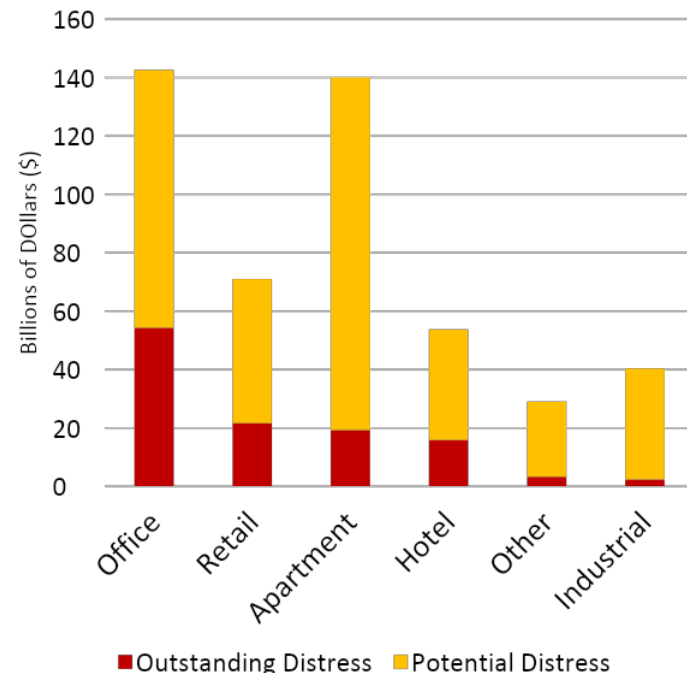
Shifts Occurring in the Private Capital Stack – high interest rates, stunted future rent growth, conservative underwriting (*less debt coverage, more equity required*)

Office and Retail Market Overhang – Expectation that properties will encounter problems with loans, interest rates, and refunding

Three Kinds of Investors

- **Dry Powder:** Sitting on sidelines, waiting to buy at a discount
- **Stuck in the Middle of It:** Middle of deal / project, struggling to find financing to keep moving
- **Oh Sh%\$!:** Shopping centers with lost anchors, empty office buildings – in workout mode

**Commercial Real Estate Debt:
Outstanding & Potential Distress**



Source: Real Capital Analytics

Today's Economic Development Playbook = Value Capture

Approach #1: Capture Value with Financing Strategies

Utilize Special Districts like (EIFDs/CRDs) to motivate private investment, fund infrastructure, and attract grant funds.

Use government financing and grant dollars for economic development projects.

In Action: Take a shopping center with acres of underutilized parking, convert a portion of it to housing, and capture the value of new project with an EIFD. Use public financing and grants for infrastructure.

**Capture
Value from
Tax
Increment**

Special Districts:
EIFD, CRIA, CFD

**Create
Currency
from Gov't
Financing**

Reduce Debt Costs

Improve Capital Stack

**Create
Currency with
Other Public
Money**

State / Federal
Grants

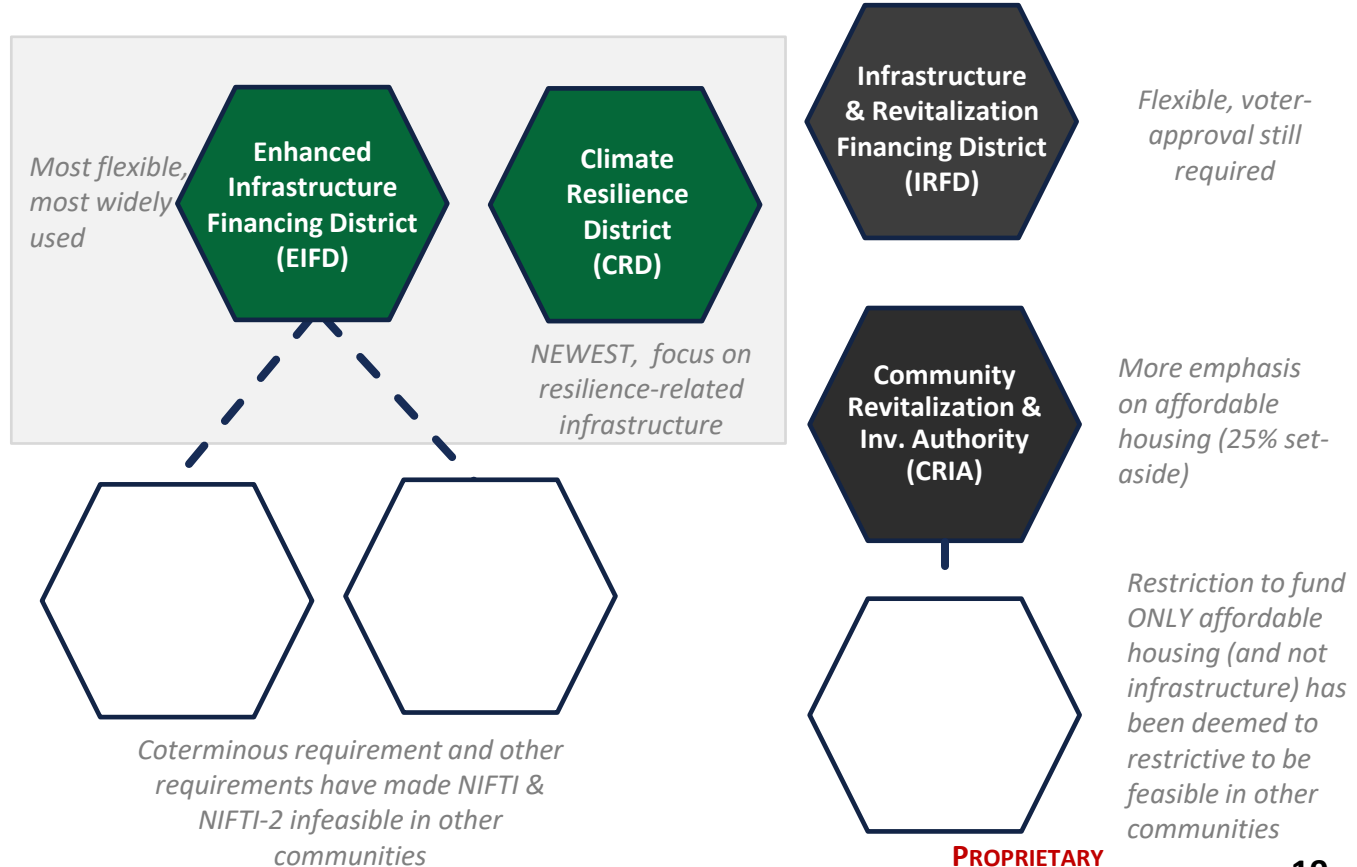
TIF ALTERNATIVES IN CALIFORNIA TODAY

TIF Fundamentals

TIF is a method of capturing increased property tax revenue from new development or property value increases within a designated area to fund public improvements or those that implement public policy, such as housing.

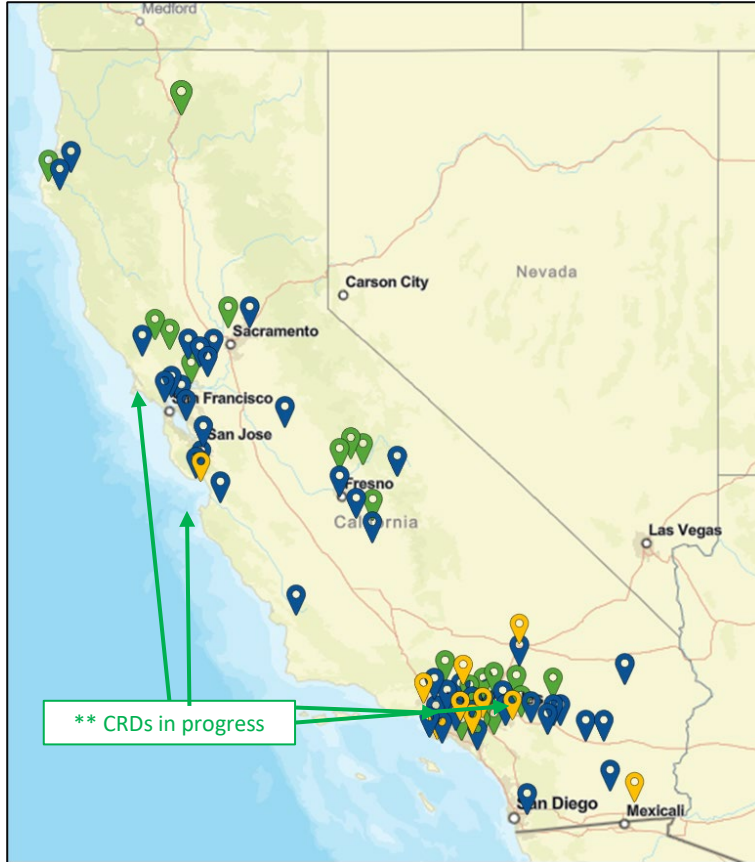
How it Works

As private property investment occurs, the resulting increase in property tax revenue is “captured” and deposited into a separate TIF fund and used to pay for public improvements within a district.



TIF PROGRESS STATEWIDE

34 created...and more coming



Jurisdiction	Purpose
Apple Valley	Industrial and housing supportive infrastructure
Banning (CRIA)	Downtown revitalization, industrial infrastructure
Barstow	Industrial and housing supportive infrastructure
Brentwood	Housing, employment, and transit supportive infrastructure
Buena Park	Mall reimagination, tourism supportive infrastructure
Calipatria (CRD)	Economic and climate resilience infrastructure
Carson + L.A. County	Remediation, affordable housing, recreation
Citrus Heights	Mall reimagination
Covina	Downtown housing and blended use supportive infrastructure
Fairfield	Downtown, housing, and transit supportive infrastructure
Fresno	Downtown, housing and transit supportive infrastructure
Fresno County	Industrial and commercial supportive infrastructure
Humboldt County	Coastal mixed-use and energy supportive infrastructure
Inglewood (CRD)	Transportation and affordable housing
Imperial County	Renewable energy, housing and infrastructure
La Verne + L.A. County	Housing and transit supportive infrastructure
Lakewood + L.A. County	Mall reimagination, smart streets, affordable housing
Long Beach	Economic empowerment and affordable housing
Los Angeles (Downtown, San Pedro, other)	Affordable housing and transit supportive infrastructure
Los Angeles County West Carson	Housing / bioscience / tech infrastructure
Madera County (3 Districts)	Water, sewer, roads and other housing infrastructure
Modesto + Stanislaus County	Downtown, housing, and recreation infrastructure
Mount Shasta	Rural brownfield mixed-use infrastructure
Napa	Downtown, housing, tourism supportive infrastructure
Norwalk + L.A. County	Affordable housing and infrastructure
Ontario	Airport-related, blended use, infrastructure
Palmdale + L.A. County	Housing, blended use, transit infrastructure
Pittsburg	Housing, commercial, and tech park infrastructure
Placentia + Orange County	Housing and TOD infrastructure
Rancho Cucamonga	Blended use and connectivity infrastructure
Redlands	Education related blended use, mall reimagination
Redondo Beach + L.A. County	Parks / open space, recreation infrastructure
Riverside County Thousand Palms	Housing, hospitality, medical supportive infrastructure
Sacramento County (Unincorporated)	Industrial / commercial supportive infrastructure
Salinas	Water, sewer, and other housing supportive infrastructure
Sanger	Commercial, hospitality, supportive infrastructure
Santa Cruz (EIFD + CRD)	Downtown, blended use, and climate resilience infrastructure
Santa Fe Springs	Housing and transit oriented development infrastructure
Santa Rosa + County of Sonoma	Downtown investment, affordable housing, aging

ADVANTAGES OF TIF

Resource Preservation

No encumbrance of existing city/county resources

Collaboration (OPM = Other Public Money)

Attract tax increment contributions from other taxing entities

Grant Priority (OPM)

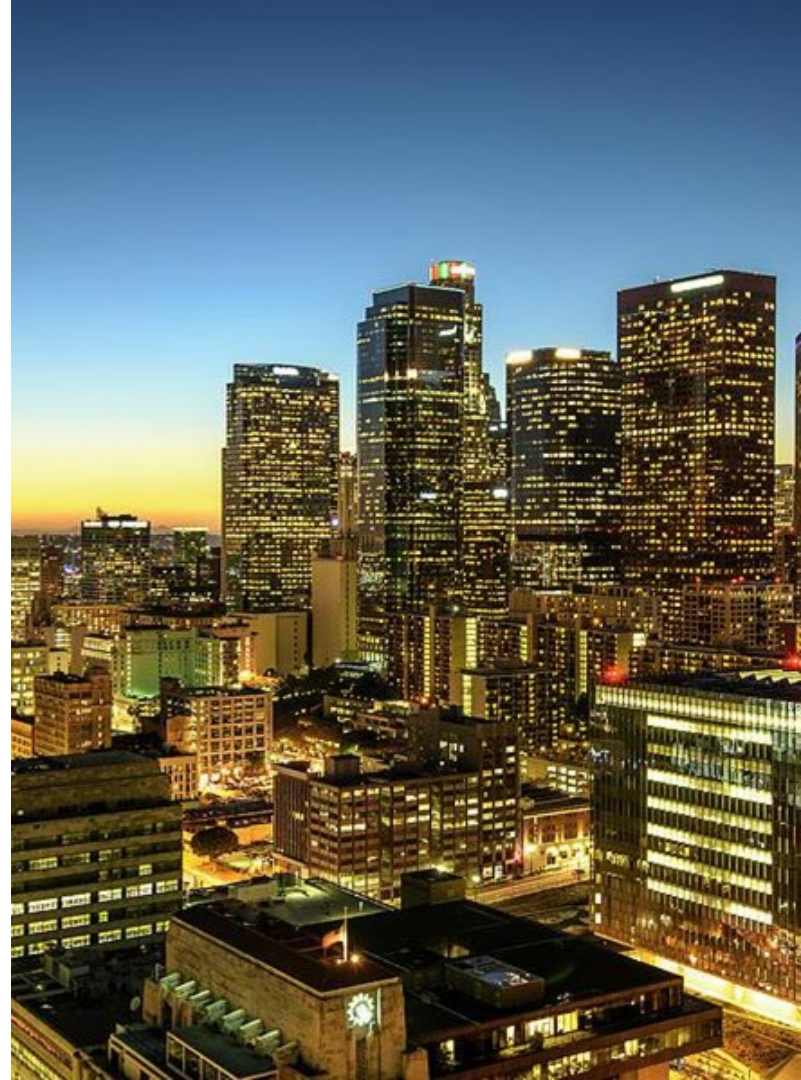
Increased priority for grant funding

Private Sector Catalyst

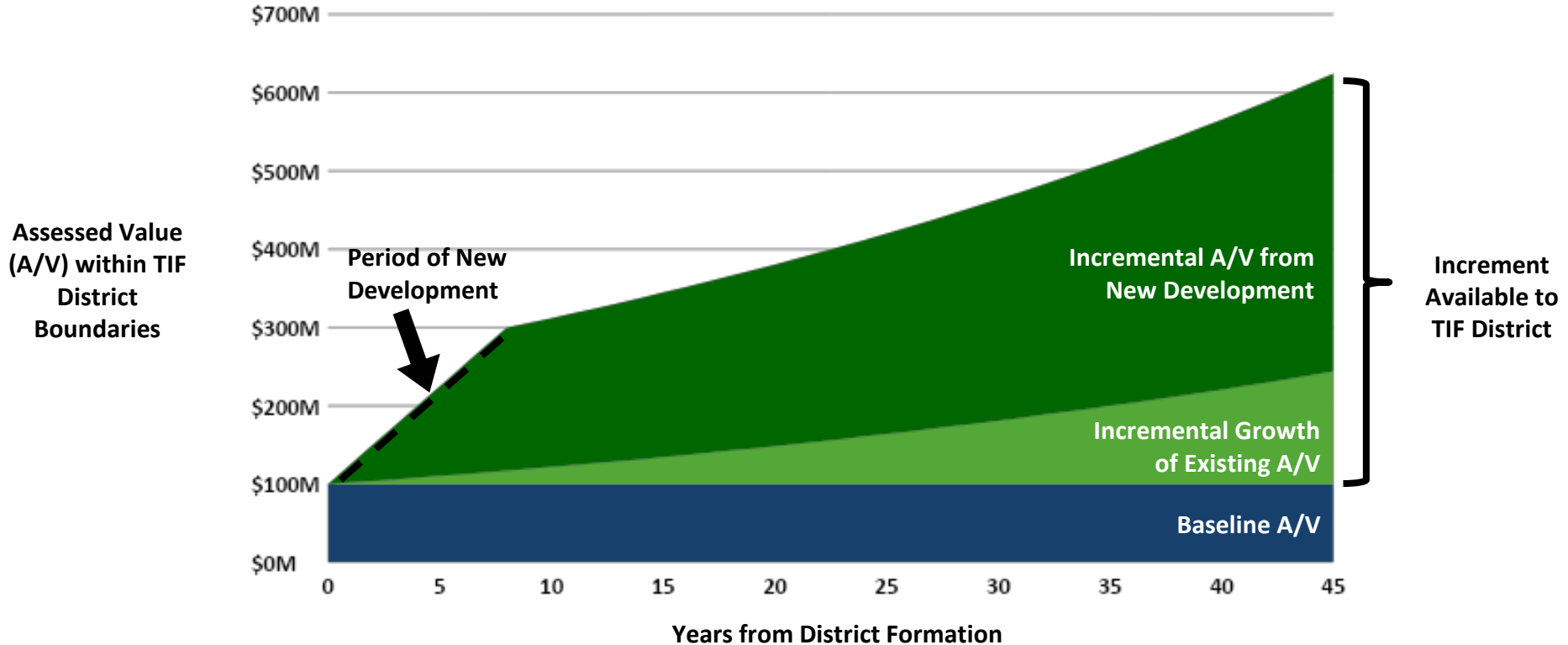
Demonstrated commitment to infrastructure projects to attract private development

No New Taxes

Not a new tax for residents only value capture of new development



How Does Tax Increment Financing (TIF) Work?



Note: Illustrative. Conservative 2% growth of existing assessed value (A/V) shown; does not include mark-to-market increases associated with property sales.

SO, WHERE ARE WE HEADED & WHAT DO WE DO NEXT?



Climate = Infrastructure
(Grant \$\$ / Tax Credits)



Housing = Wallets
(Grant \$\$ / Tax Credits)



Private Capital Stack is Stuck:
Private sector needs public sector
incentives and economic
development tools to make projects
succeed



Finnian Square park aerial perspective, rendering by SCS Development

Capture EARLY Public \$\$ to secure Private \$\$:

Align Project Infrastructure Needs with Federal & State Funding



Infrastructure



Roads & Bridges



Public Transportation

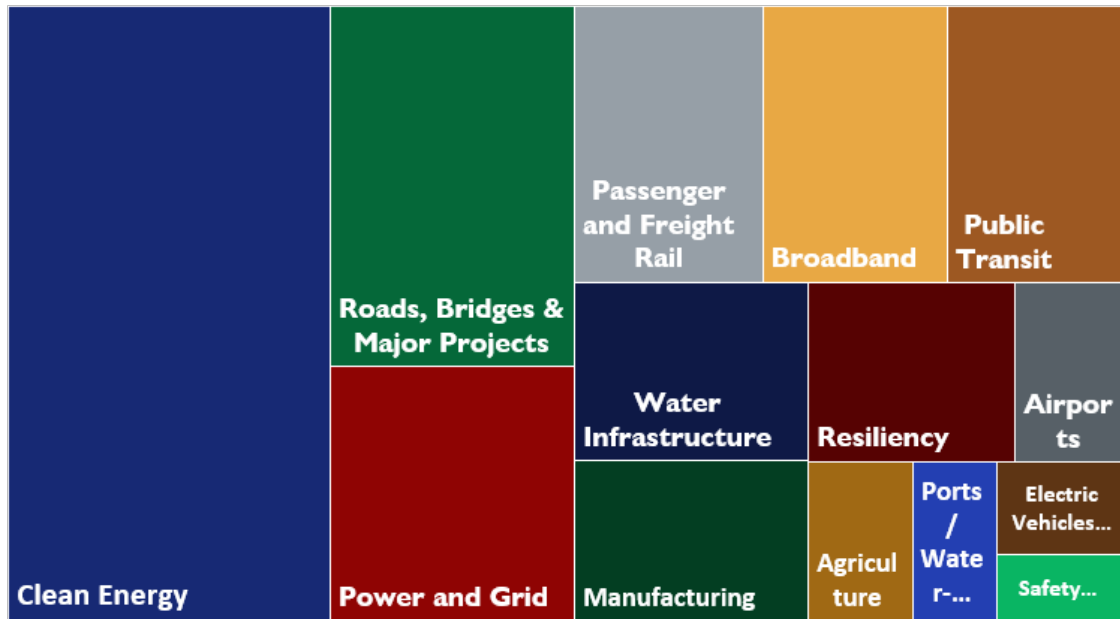


Housing



Sustainability / Climate
Action

TIF DISTRICTS NEED EARLY CASH RESOURCES: FED FUNDING FOR TRANSPORTATION, INFRASTRUCTURE, CLIMATE, ENERGY



IRA + IIJA Funding combined = \$1.6 Trillion over next five years

Proposition 4 = \$10B CA's Climate investment Initiative

policy / funding priorities may change

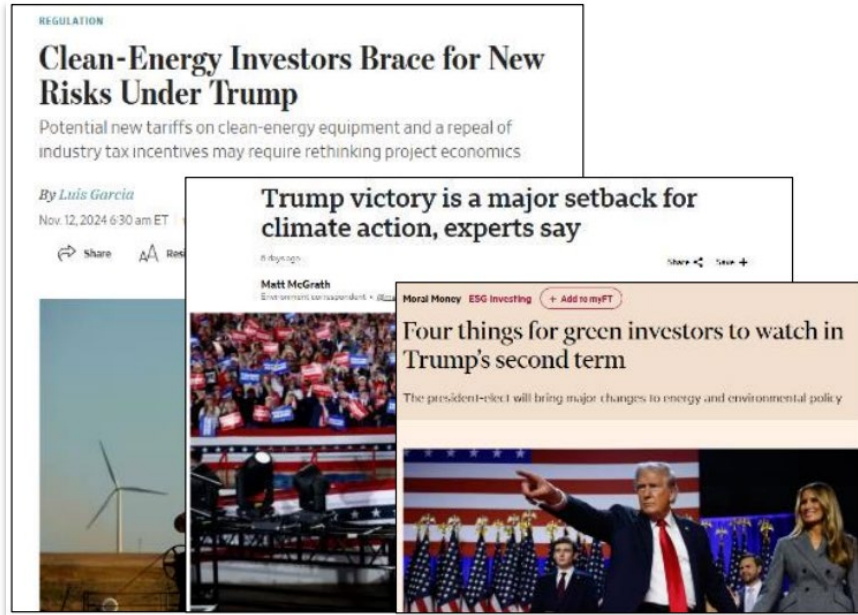
OUR BIG BEAUTIFUL BILL "OB BB"

- Accelerate/expands deductions for research, interest payments and equipment purchases
- Extends individual income tax cuts, larger standard deduction, pass-through business income deduction
- Rollbacks / rule changes to green energy tax credits, electric vehicle credits, residential energy efficiency credits, wind / solar credits

PROP 4 (10B) COMING... ALONG WITH CHANGES TO FEDERAL FUNDING

Trump Administration

Uncertain Impact on Federal Programs



Proposition 4: \$10 billion

Funding Water, Climate Risk, Clean Energy



Use Zoning to Double Down On TIF

Approach #2: Capture Value with Zoning

Zoning and entitlements create value – instead of giving away zoning in Specific Plans, capture the value of new zoning to may for community benefits / amenities

In Action: Put zoning in a Development Opportunity Reserve D.O.R.® account (**“zoning bank account”**) induces private investment by exchanging density for community benefits

1

Specific Plan
Value Capture:
Development
Opportunity
Reserve (DOR)

2

Zoning Value
Capture:
Development
Opportunity Reserve
(Stand-alone DOR)

3

Land Value Recapture:
Charge for residential
zoning overlay in
commercial zones
(Development
Agreement)

“VALUE CAPTURE ZONING” (VCZ)[™]: CREATE CURRENCY TO PAY FOR COMMUNITY BENEFITS

Zoning and Entitlements Can Create Value that can be captured

Don't just give “value” away by assigning density to specific properties –
capture that value as currency to support your community via amenities & benefits.

**Create the
Zoning**

*In higher demand
Areas*

**Bank the
Zoning**

*In a DOR® BANK
“reserve bucket”*

**Trade the
Zoning**

*To projects for community
benefits / amenities /
infrastructure / fees*

HOW ARE CITIES USING VALUE CAPTURE ZONING (VCZ)[™]?

VALUE CAPTURE ZONING[™] STRATEGY:

BUELLTON

DEVELOPMENT OPPORTUNITY RESERVE (DOR)[®]

The City of Buellton included a DOR[®] tool in its Avenue of the Flags Specific Plan to encourage development in the downtown area and create a vibrant main street.

DOR[®] tool trades zoning incentives (*density, building heights, parking, setbacks, fees, etc.*) to projects that deliver community amenities, infrastructure, or other benefits.



VALUE CAPTURE ZONING[™] STRATEGY:

HERMOSA BEACH

LAND VALUE RECAPTURE PROGRAM

City council recently approved a land value recapture program to recover & reinvest land value increases via new approved residential zoning for redevelopment in the City's commercial districts.

Market-rate housing developments will be required to pay **\$76 - 104 per square foot to a Hermosa Beach fund** that aims to support development of affordable housing.

The following communities have implemented or are considering Value Capture Zoning[™] / DOR[®]:

- El Monte
- Temecula
- Palmdale
- Buellton
- Placentia
- Burbank
- Seaside
- Jurupa Valley
- Scotts Valley
- Hermosa Beach

NEW STATE ACTION VIA BUDGET BILLS (AB 130 & SB 131)

CEQA STREAMLINING & OTHER REFORMS TO BOOST HOUSING

CEQA Reforms	Streamlines CEQA review for certain infill housing projects (<i>“housing-rich” infill sites that are less than 20 acres, consistent with local zoning, wage requirements, other criteria</i>), advanced manufacturing facilities, health centers / rural clinics, childcare centers, food banks, high-speed rail facilities, utilities, broadband, community-serving facilities, public parks / trails, wildfire prevention, and farmworker housing. Exempts from CEQA rezonings to implement approved housing elements. Limits CEQA review for certain projects that narrowly miss qualification for a CEQA exemption.
Permitting Approvals	Expands Permit Streamlining Act, limiting certain Coastal Commission housing appeals / permitting, makes certain provisions of Housing Accountability Act & Housing Crisis Act permanent (including ‘builder’s remedy’).
Regulatory Stability	Limits changes to new residential building standards, with some exemptions, to help control costs.
Financing Tools	Creates tools to facilitate long-term investment (revolving fund to reinvest equity from stabilized affordable housing into new developments; statewide CEQA VMT Mitigation Bank as an optional compliance tool for developers to fulfill CEQA mitigation obligations).

HOUSING ELEMENT FOR ECON DEVELOPMENT: HEED™

Housing / hybrid living spaces. High costs are a burden, but high assessed value = tax \$\$\$

Telecommuting now common. Remote work can alleviate traffic and support local businesses.

E-commerce will capture 25% of sales within 5 years (~\$9k per CA household)



Rooftops Needed

- CA median price is \$884,050 2 times the national average
- Purchasing a two-bed home much more expensive than renting; ~20% of units in state are 'investor owned'
- Housing creates demand for services, food and retail uses; property tax revenues, support local jobs
- Work at home schedules are keeping "wallets" in local communities
- Capturing local spend is a key objective (trips per sq. ft. versus \$\$ per square foot)

PUBLIC POLICY IS IMPACTING PROJECT INVESTMENT DECISIONS: *STATE IS FOCUSED ON HOUSING AND CLIMATE RESILIENCY*

A flurry of legislative activity in 2024 / 2025 shows that Sacramento is still focused on:

HOUSING

*accountability, enforcement,
planning, streamlining,
CEQA, fees, ADUs, lot splits,
affordable housing,
financing*

CLIMATE

*Resiliency, infrastructure,
green energy, resource
management, sustainability*

NOTABLE EXAMPLES:

Prop 4 (2024): \$10 billion G.O. bond for climate resilience, water, natural resource management programs – coastal resilience / sea level rise, flood planning, nature-based solutions, sustainable agriculture, water supply / droughts, forest health / wildfires, extreme heat, state parks, clean energy infrastructure.

AB98 (2024): Expands design and siting requirements for logistics facilities (design, location, parking, truck bays, landscaping buffers, gates, signage), restricts routes.

SB782 (2025): Disaster CRD / EIFD accelerated adoption and special powers for emergency impacted areas (can help spearhead recovery to LA County/City & other communities)

AB 1445 (pending) Authorizes any city or county to establish a downtown revitalization and economic recovery financing district. **Uses TIF to enable project specific residential to office conversions.** 30% of district revenues for aff. housing.

AB 1050 (pending) prevent shopping center REA covenants from restricting the number, size, or location of residential units.

PRIMARY ECONOMIC DEVELOPMENT TOOLS:

- 1

Value Capture via TIF:
New Tax Increment Financing (TIF) Districts
(EIFDs, CRDs, CRIAs)
- 2

Zoning as Currency:
[Value Capture using Zoning/Specific Plan/Development Opportunity Reserve Bank]
- 3

\$

Grant Funding (State / Federal)

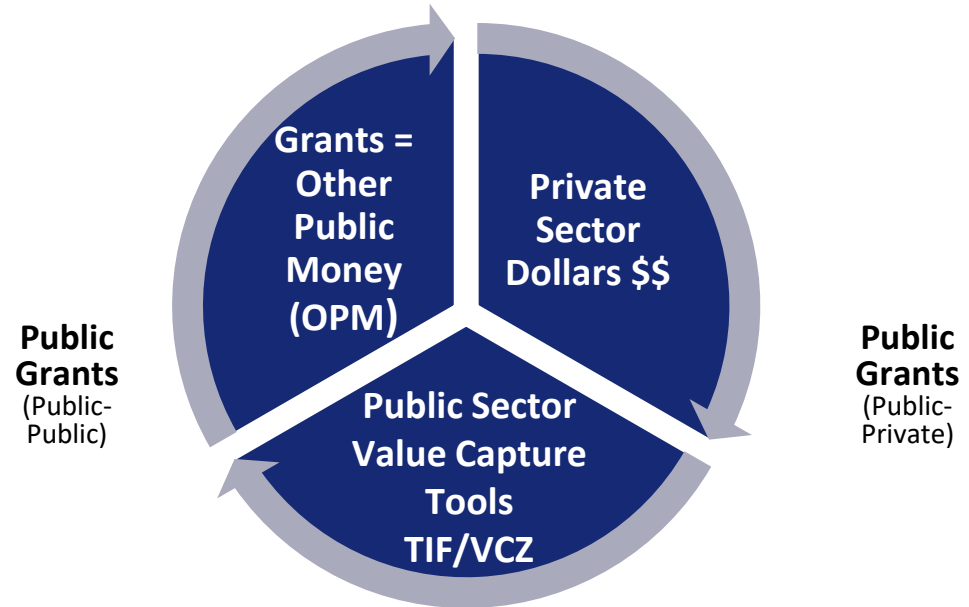
\$

PUTTING IT ALL TOGETHER:

ENHANCE THE PROJECT CAPITAL STACK

Public Policy + Econ Dev Tools + Private Investment + Grant Funding = Econ Dev Success

These strategies support **public-public** as well as **public-private partnerships** – both of which support grant eligibility and **enhance the project capital stack via** public infrastructure and/or supporting private investment.



City of Carson Grants Activity



Dr. Robert Lennox
Assistant City Manager, City of Carson

Success Stories



and
City of Carson
By the Numbers

Years	Amount
2016-2022 Awards	\$760,367
2023-2025 Awards	\$28,379,884
2025 Pending Applications	\$53,577,760
Total	\$82,718,011

City of Carson Grant Awards 2016-2022

Grant Name	Award Amount
CalRecycle Tire Derived Product Grant	\$150,000
U.S. Department of Justice - COVID-19 Emergency Response Grant	\$106,637
MSRC Local Government Partnership Program	\$106,250
CA Office of Traffic Safety - Selective Traffic Enforcement Program (STEP)	\$83,000
HCD Housing Related Parks Program (HRPP)	\$75,000
Local Road Safety Program	\$72,000
SoCalGas - Climate Adaptation & Resiliency Planning Grant Program	\$50,000
U.S. Department of Justice - BJA Edward Byrne Local JAG Solicitation	\$34,992
U.S. Dept of Justice - BJA Edward Byrne Local JAG Solicitation (Formula Grant)	\$32,488
Phillips 66 Assistance	\$25,000
Parks California - Adventure Pass Grants Program	\$10,000
Kaiser Permanente Foundation Community Benefit Grant Program	\$7,500
Shell Community Fund	\$2,500
West Basin Sponsorship	\$5,000
Total	\$760,367

City of Carson Grant Awards 2023-2025

Grant Name	Award Amount
OGALS – Congressional appropriation: Carriage Crest Park Improvement	\$7,000,000
OGALS – Prop 68: Carriage Crest Park improvement	\$6,000,000
OGALS - LWCF: Foisia Park (Matching)	\$4,250,000
HUD - Appropriation Request for Carson's Community Projects	\$3,500,000
HUD - Federal Earmarked Request for Carson's Safe Routes to School Project	\$2,000,000
USDA - Urban and Community Forestry Grant	\$1,000,000
DOT - Safe Streets for All (SS4A) - Planning & Demonstration Application	\$967,840
CalTrans - Active Transportation Program (ATP) Cycle 6	\$897,000
CPUC - CASF Broadband Adoption Account Grant Program	\$620,280
CA Dept of Housing & Community Development - PLHA Grant Program	\$353,116
CalTrans - Highway Safety Improvement Program (HSIP)	\$346,500
CalFire Urban Forest Management & Expansion	\$270,000
Cal Fire Urban Forestry Improvement & Expansion	\$267,915
OGALS – PROP 68 Per Capita: Mills Park Improvement	\$235,161
LA County RPOSD: TAPS –Park Design	\$185,000
Dept of Energy - Energy Efficiency and Conservation Block Grant (EECBG)	\$150,080
CA Office of Traffic Safety - Selective Traffic Enforcement Program (STEP) 2023	\$83,000
South Coast Air Quality Management District - Carl Moyer Grant Program	\$81,000
CA Office of Traffic Safety - Selective Traffic Enforcement Program (STEP) 2024	\$78,000
SoCalGas - Climate Adaptation & Resiliency Planning Grant Program	\$50,000
U.S. Department of Justice - BJA Edward Byrne Local JAG Solicitation	\$34,992
Parks California - Adventure Pass Grants Program	\$10,000
Total	\$28,379,884

City of Carson Pending Grant Applications 2025

Grant Name	Amount Requested
SCAG: FY2026-2028 Surface Transportation Block Grant (STBG)	\$11,773,839
Transit & First/Last Mile Grants Program Dominguez Channel AT Corridor Project	\$11,523,839
Congestion Mitigation and Air Quality (CMAQ) Improvement Program	\$9,282,093
LA Metro Active Transport (MAT): Victoria Street Games Mobility Project	\$8,817,989
CA Dept of Parks & Recreation: Land and Water Conservation Fund (LWCF)	\$6,000,000
CA Department of Housing & Community Development: CalHome Program	\$2,500,000
BSCC: CalVIP Grant - Gun Violence Intervention + Prevention	\$2,000,000
CA Natural Resources Agency: Environmental Enhancement and Mitigation (EEM) Grant	\$780,000
Dominguez Channel Feasibility Study	\$500,000
CalEPA: Environmental Justice Action Grants Program – Round 2	\$300,000
NEA: Grants for Art Projects Program	\$100,000
Total	\$53,577,760

Grants the City of Sausalito has Secured



Presented by: Chris Zapata City Manager of Sausalito

Success Stories



and

City of Sausalito

By the Numbers

Total Grant Awards

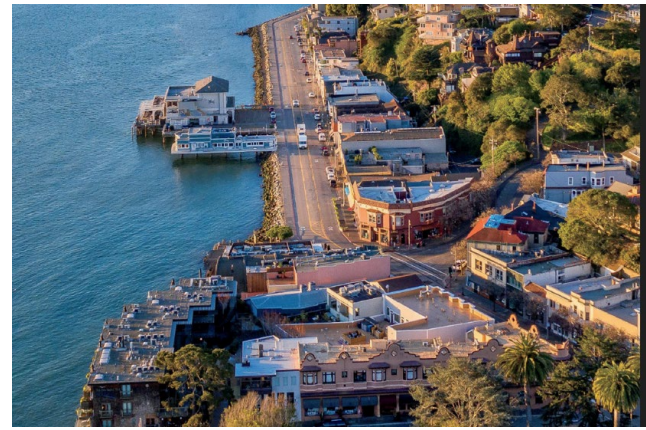
\$1,619,561

Grants Secured for the City of Sausalito

Grant Name	Client Name	Award Amount
CA Dept. of Fish & Wildlife - Boating Access Grant	City of Sausalito	\$218,000
Economic Development Administration - FY2023 Disaster Supplemental	City of Sausalito	\$614,400
California Ocean Protection Council - SB 1 Sea Level Rise Planning Grant	City of Sausalito	\$250,000
California Department of Energy - CalAPP Solar	City of Sausalito	\$40,000
DOJ - COPS Hiring Sausalito Grant Project 2022-2027	City of Sausalito	\$497,561

Sausalito Overview

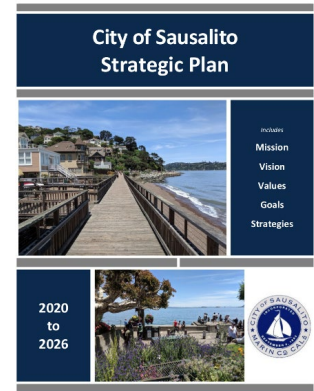
- 7700 residents
- Golden Gate Bridge
- Travel & Leisure
- Named one of the 16 most beautiful coast towns in the World and
- Most beautiful coastal town in California



GRANT RESOURCES NEEDED BY ALL

- Cities have many unmet needs
- The need for grant resources other assistance is constant
- Cities seek to implement their vision, plans and projects with limited staff and resources
- Consultant resources such as Kosmont and California Consultants present professional and creative strategies to address needs

Identifying needs



NEED AND RESOURCE ALIGNMENT

- Identifying need is simple – identifying and garnering resources is how we succeed in serving our communities
- Aligning your grant strategies with City Priorities, General Plans, Specific Plans, Strategic Plans is critical
- Understanding the Political Will of your elected body to chase and implement grants is also important
- Know your organization/staff bandwidth

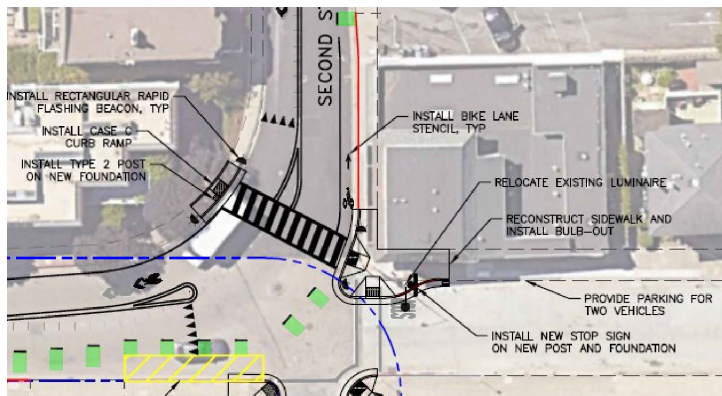
Grants and Alternative Funding



BUILDING YOUR GRANTS TEAM

- Consultants are valuable and partner with your team to perform actual work
- Expect there will be challenges once a grant is successfully submitted and awarded
- Understand changes at political and staff levels may impact your grant
- Build positive relationships with your funding sources at a federal, state and local level – you may need them

Grant/Project Challenges



FAILED GRANT EXAMPLE

- Bridgeway Safety Grant obtained for work along iconic main corridor
- Pedestrian Bicycle Citizen Advisory Committee strongly supported the grant application and award
- Changes – City Council Liaison to Committee completed term and City Council election resulted in a different political dynamic
- New Council paused the grant due to multiple factors – Emergency Access, Sea Level Rise studies and Cost
- Intense community battle "City staff got ahead of their skis" between cyclists and residents concerned about emergency response
- City declines grant award of over \$500,000

Difficult Grants



DIFFICULT GRANT EXAMPLE

- Sausalito Ferry Plaza Project with grant award of \$2.4 million dollars
- Funding partners include the Federal Transportation Administration and the Golden Gate Bridge and Transportation District
- 10 year delay to due to scale of the original concept, impact to parking, neighbor and business questions
- Political will difficult but support provided via a constant 3 to 2 vote to ultimately complete the Project this past summer

Successful & Innovative Grant Examples



SUCCESSFUL AND SUSTAINABLE GRANT EXAMPLE

- Sausalito Shoreline Adaptation Plan Directed by the City Council aligning with State Priorities and the San Francisco Regional Shoreline Adaption Plan
- Followed the San Bruno model for obtaining funding – imitation is the most sincere form of flattery
- Political support from then Mayor Janelle Kellman and City Council results in an ask of the State of California for \$1 million dollars which was granted with support from Senator and Assemblymember
- Results in City creation of a Resiliency and Sustainability Manager and hiring of Catie Thow Garcia who oversees the process to create the Shoreline Adaption Plan for Sausalito

SUCCESSFUL & INNOVATIVE GRANT EXAMPLES CONTINUED



SUCCESSFUL AND INNOVATIVE GRANT EXAMPLE

- Gate 5 Road historic and continuous problem of flooding along Sausalito's maritime properties and businesses
- Opportunistic approach to solicit funds from the federal Economic Development Administration (EDA)
- Hosting of an EDA Regional Meeting allowed Sausalito City Leaders to have access to EDA staff and decision makers
- EDA agrees to provide a \$600,000 grant to create the technical review necessary to set the stage for actual infrastructure funding
- Successful grant writing service from California Consulting

**For more information,
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