California Consulting INC

The State's Premier Grant Writing Firm

Presents:

The New Grants and Economic Development Playbook

Introduction

CALIFORNIA CONSULTING INC

The State's Premier Grant Writing Firm

- ► 1700+ 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, Special Districts, School Districts, Community Colleges, Special Districts, and more!
- ► We have more than 250 clients across CA.

Proposition 4 Funding

CALIFORNIA CONSULTING INC
The State's Premier Grant Writing Firm

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**

CALIFORNIA CONSULTING INC

The State's Premier Grant Writing Firm

and

City of Carson

By the Numbers

Total Grant Awards **$9,913,735**

and

City of Berkeley

By the Numbers

Total Grant Awards **$15,500,000**

CALIFORNIA CONSULTING INC

The State's Premier Grant Writing Firm

and

City of Vallejo

By the Numbers

Total Grant Awards **$19,750,070**

California Consulting Inc

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and

City of Baldwin Park

By the Numbers

Total Grant Awards **$56,492,682**

GRANTS

- **SGC: Affordable Housing Sustainable Communities (AHSC) -** To fund affordable housing development projects and city-owned infrastructure to support sustainability features. Deadline: May 4, 2026.
- **USBR: WaterSmart Small-Scale WEE Grant:** Projects eligible for funding include installation of flow measurement or automation in a specific part of a water delivery system, lining of a section of a canal to address seepage, or other similar projects that are limited in scope. Deadline: June 2, 2026.
- **CTC: Active Transportation Program** - Funding for planning and implementation of projects that increase safety and mobility for those walking, biking, rolling, etc. Deadline: June 22, 2026.
- **USDOT: Safe Streets and Roads for All (SS4A)** - Funding for planning and demonstration activities to develop or enhance comprehensive safety action plans aimed at reducing roadway fatalities and serious injuries. Deadline: May 26, 2026.
- **Extreme Heat and Community Resilience Program (EHCRP)** - Funds planning and implementation activities that protect communities against extreme heat, such as developing an extreme heat plan or enhancing a cooling center, planting trees, and reducing the urban heat island effect. Released Early 2026, Deadline: TBD, Draft guidelines out now.

GRANTS

- **Statewide Park Development and Community Revitalization Program (SPP) -** The purpose of this program is to provide more park space/recreational space for park-poor communities with an MHI under $77,000. Your project must include at least 1 new or improved recreation amenity. Expected Summer 2026
- **CPUC: Cal Advanced Service Broadband Adoption Account -** Grant programs are available to increase publicly available or afterschool broadband access. Deadline: July 1, 2026.
- **USBR WaterSMART Applied Science Grants Program -** Provides funding to develop tools and information that improve water management. Deadline: July 8, 2026.
- **NEA: Grants for Art Projects -** Funding to support art projects across multiple disciplines; music, visual art, theatre, dance, film, museums, etc. Deadline: July 9th.
- **USBR Drought Resiliency Projects -** Offers funding to help communities in the Western United States and Alaska build resilience to drought. Deadline: July 28, 2026.
- **SGC: Community Resilience Center (CRC) -** Funds planning, construction of a community resilience center; seasonal weather shelter, and must conduct other community activities year-round. Must have a CBO partner. Deadline: TBD

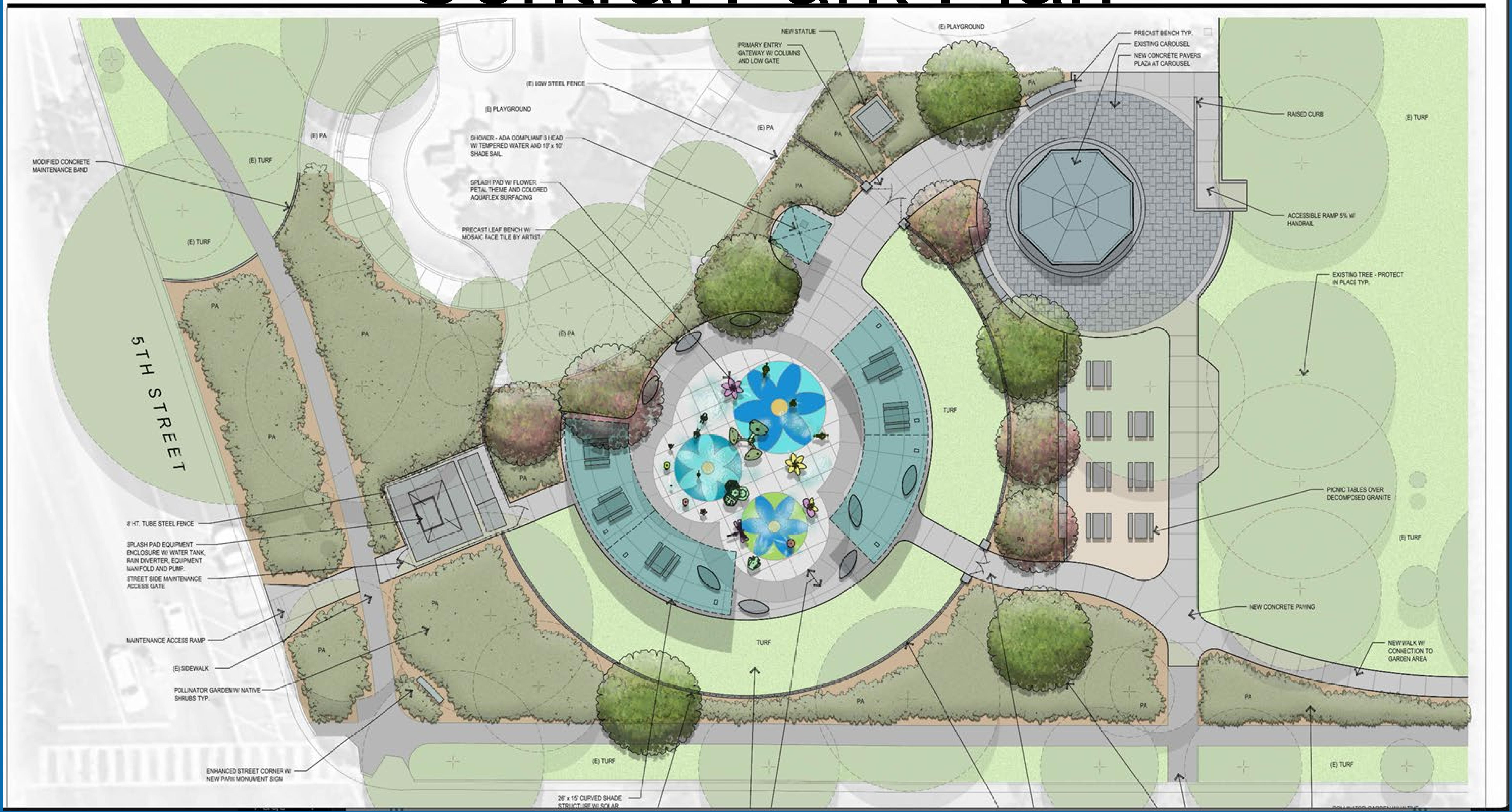
GRANTS

- **California State Parks: Off-Highway Vehicle (OHV) Grants Program**: The OHV Grants Program supports the management, maintenance, and enhancement of off-highway vehicle recreation areas across California. Eligible projects include ground operations, restoration, law enforcement, and education programs that promote responsible OHV use and environmental protection. Deadline: TBD, Spring 2026
- **SGC: Transformative Climate Communities (TCC)** - Funds sustainable infrastructure switches community-wide. Installing solar panels, green infrastructure, active transportation, water conservation, etc in efforts to reduce GHG emissions. Released Spring 2026
- **Encampment Resolution Fund (ERF)**- Funds wraparound services to support unhoused individuals. Released TBD 2026.
- **CalRecycle: Beverage Container Recycling Grant** - Helps pay start-up costs for recycling programs. Due Summer 2026.
- **Parks California: Route to Parks Grant** - Funds transportation to California State Parks and Beaches so communities that would otherwise not be able to, have the chance to make meaningful experiences in nature. Due Summer 2026.
- **California Department of Parks and Recreation: Habitat Conservation Fund** - Nature interpretation programs to bring urban residents into park and wildlife areas, protection of various plant and animal species, and acquisition and development of wildlife corridors and trails. Due Summer 2026

GRANTS

- **EDA: FY25 Disaster Supplemental Grant** - Funds onsite and offsite infrastructure improvements to enhance economic development. Business park, Amazon, etc. Rolling deadline.
- **CalOPC: SB1 Gran**t - Funding for planning or implementation of sea level rise adaptation projects. Planning to accept rolling applications.
- **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.
- **CPRS Healthy Play Grant -** Funds Playground equipment. Due Spring 2027.
- **California Natural Resources Agency: Youth Community Access Grant Program -** Funds youth education, health and safety projects in nature settings. Due Summer 2027.
- **Land and Water Conservation Fund Grant -** Funds are available for local park property acquisition, rehabilitation, creation, and improvement. Due Summer 2027
- **California Department of Parks and Recreation: Recreational Trails Program** - The non-motorized RTP funds recreation trail projects for pedestrians, bicyclists, and equestrians that may also serve as non-motorized transportation corridors. Due Summer 2026.

Central Park Plan



Site Furnishings

Leaf Bench

Leaf Bench

Mosaic Face Tile Bench

Mosaic Tile Bench

Mosaic Face Tile Inlay

Tile Inlay

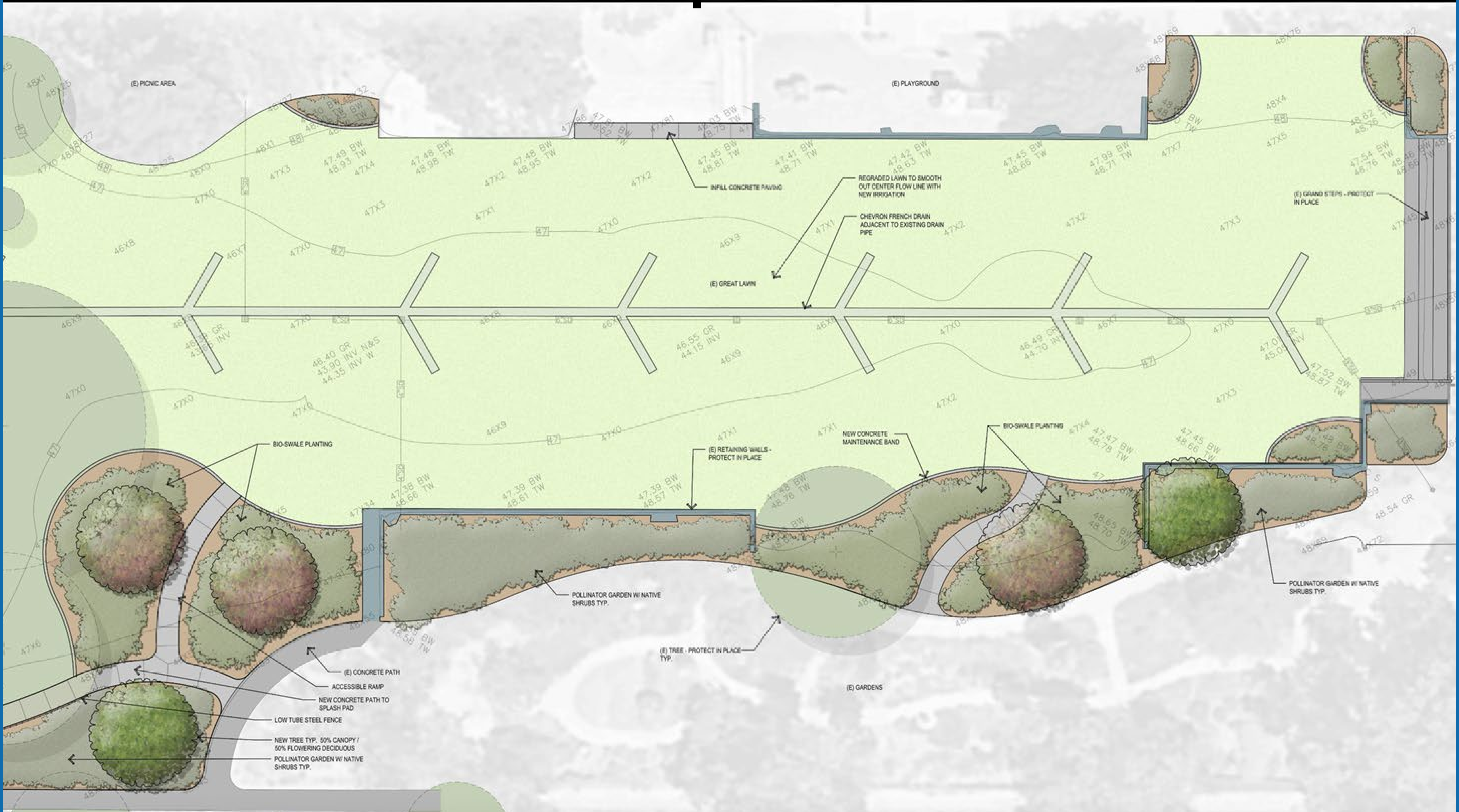
Tile Inlay

AQUATIX SPLASH PAD EQUIPMENT CHARACTER PHOTOS

Bird's-Eye View

Perspective

Concept Plan



City of Needles

Strategic Investment & Impact Overview

Patrick Martinez | City Manager

Delivering Results

- $28M+ invested
- ~$5,600 per resident
- Funding driven by priorities—not availability

Investment Breakdown

- Infrastructure: $15.6M
- Parks & Quality of Life: $7.1M
- Planning & Economic Development: $5.3M

From Investment to Impact

- Not just funding—real results on the ground

Duke Watkins Park | $3.96M | State Parks

Marina Park First Beach | $2.18M | Caltrans

Well 11 Treatment Plant | $6.1M | SWRCB

Strategic Investments Across the City

- Streets & Infrastructure
- Parks & Recreation
- Economic Development
- Utilities & Water Systems

How We're Delivering

- Leveraging State & Federal Funding
- Aligning with Council Priorities
- Shovel-ready execution
- Strong partnerships

The Playbook

- Clear identity (Route 66 + Colorado River)
- Build a grant stack
- Align with strategy
- Execute with discipline

Patrick Martinez, City Manager

City Manager of Needles leading $100M+ in investment, driving economic growth, infrastructure delivery, and regional impact.

r

Closing

- Needles is not waiting—we're executing
- Investing ahead of growth
- Delivering for residents
- Competing regionally

Michael L. Antwine II, City Manager for the City of Bell

Michael L. Antwine II, City Manager for the City of Bell and has 25 years of experience working in the local government. He has a Master’s Degree in Public Administration from California State University Dominguez Hills. Michael has worked in six (6) cities during his career between Southern and Northern California. Mr. Antwine has subject matter expertise in the areas of Economic Development, Affordable Housing, Public Finance and Budgeting, Grant Administration, and Infrastructure Development. He utilizes a leadership style and philosophy of collaboration, team building, mentoring, strategic planning, customer service and performance-based methodologies.

Grant Funded Projects

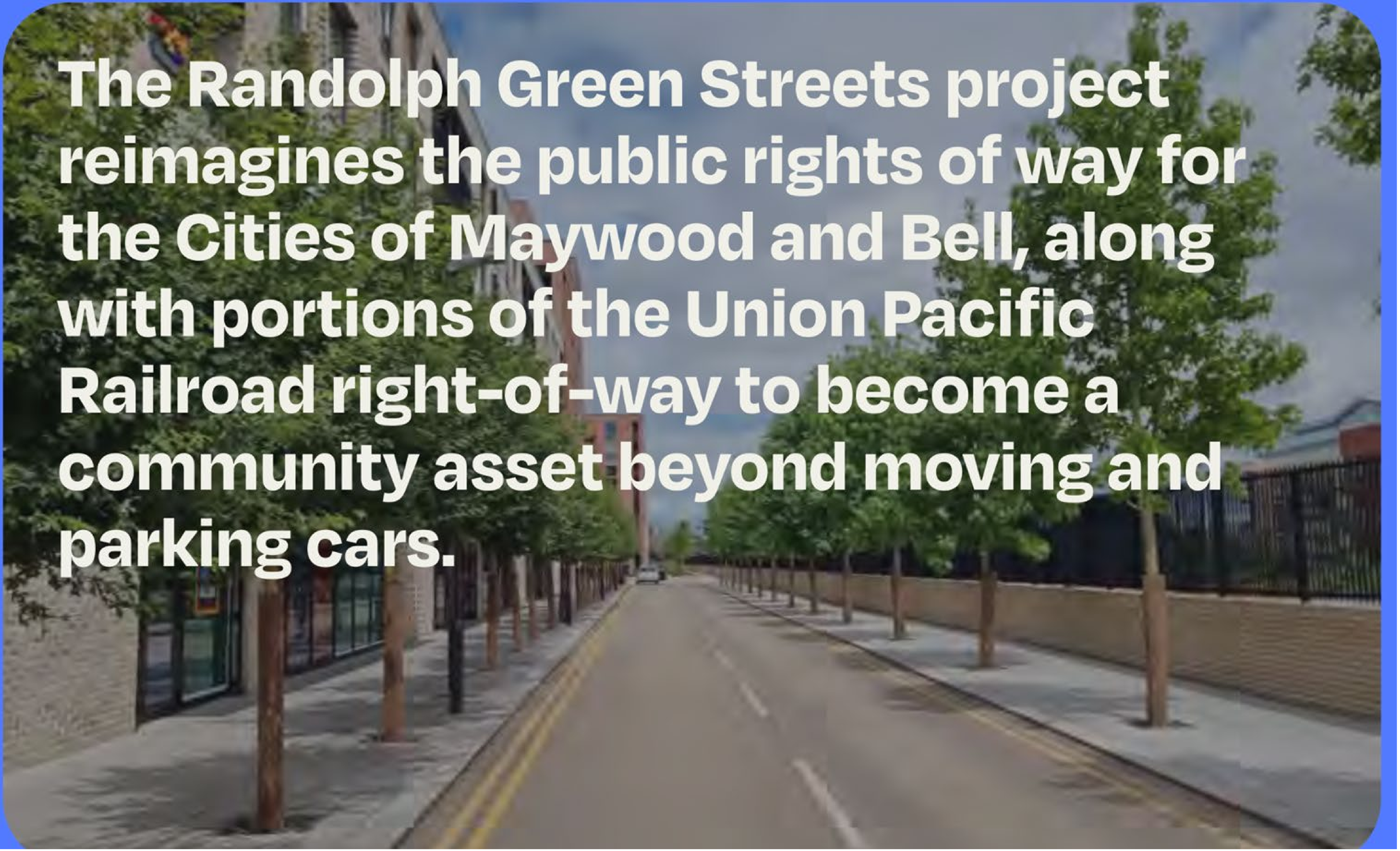
Pritchard Field Park Project - $5.7 million (photos aatached) **state and federal grant awards**

Randolph Corridor Bike and Walk Path (Mult-city) = $5 million

Open Streets Grant with Metro (Multi-city) = $175,000 (Metro grant)

a. Small Business Fair to highlight local businesses
b. Farmer's Market and Bizarre

The Randolph Green Streets project reimagines the public rights of way for the Cities of Maywood and Bell, along with portions of the Union Pacific Railroad right-of-way to become a community asset beyond moving and parking cars.




WELCOME TO MAYWOOD
STOP
STOP
RENDERING B: PROPOSED


15
EXISTING CONDITIONS

Key Plan


E 61st St
Heliotrope Ave
Alamo Ave
B
Randolph St
Mayflower Ave
Woodlawn Ave
Filmore St

Grant Funded Projects

Small Business Assistance Grant Program = $1,500,000

a. Commercial Facade
b. Low Interest Loans
c. Attract new small businesses to locate into the City

Grant Funded Projects

Lead Abatement Program and Housing Rehabilitation Repair= $2.5 million - **Federal Grants and State Grants awards**

a. Rehabilitation/Repair of aging housing stock
    i. Improve home values and beautification within the community
b. First-Time Homebuyer Program
    i. Increase homeownership

Grant Funded Projects

RPOSD Technical Assistance Grant = $498,000

a. Community Outreach
b. Design
c. Property acquisition

Grant Funded Projects

Surplus Land Act Process

a. City sold 12 properties = $8 million dollars
b. 150 new housing units
c. 40,000 square feet of new retail space
d. Leverage Low Income Housing Tax Credits to be leverage to build new Senior and Multi-family Affordable Housing Units

Grant Funded Projects

Rivers Mountain Conversancy = $1 million

a. Technical assistance
   i. community outreach
   ii. Property acquisition

THE GREAT RECONFIGURATION

"WE ARE A NATION OF NOSES PRESSED UP AGAINST THE GLASS

WE SEE IT ON THE TV [NOW INTERNET]

AND WE WANT IT REALLY FAST"

- Don Henley (End of the Innocence)

Public Investment and Public Policy is scrambling to make sense of a fast-moving consumer driven economy that is being reset by technology, AI and a new world order of consumer preferences.

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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 preferences and procedural challenges, **making development challenging in California**
- **TARIFFS & TRUMP & WAR <u>add cost and uncertainty</u>.** Despite rollbacks of environmental initiatives Feds may accelerate energy/on-shore investment; climate incentives can be project inducements. Rolled back tax credits, regulatory barriers for wind / solar, fluctuating oil production/prices are all factors for projects.
- **RECENT POLICY CHANGES** at the state level are geared toward CEQA reform, housing, density bonuses, and climate resiliency.
- **CONSUMER PREFERENCES & PRIVATE INVESTMENT TRENDS SHIFTING –*IT'S A DIGITAL MESSAGING AND DELIVERY ECONOMY***
- ***LOCAL STRATEGY:*** *Use zoning and private investment as*
  - ***VALUE CREATION and VALUE CAPTURE opportunities.***
  - **ZONING & TIF DISTRICTS ARE PRIMARY TOOLS for planning and econ dev**
  - ***HOW TO UNSTICK STUCK PROJECTS?***

In a fast-moving yet tentative investment environment

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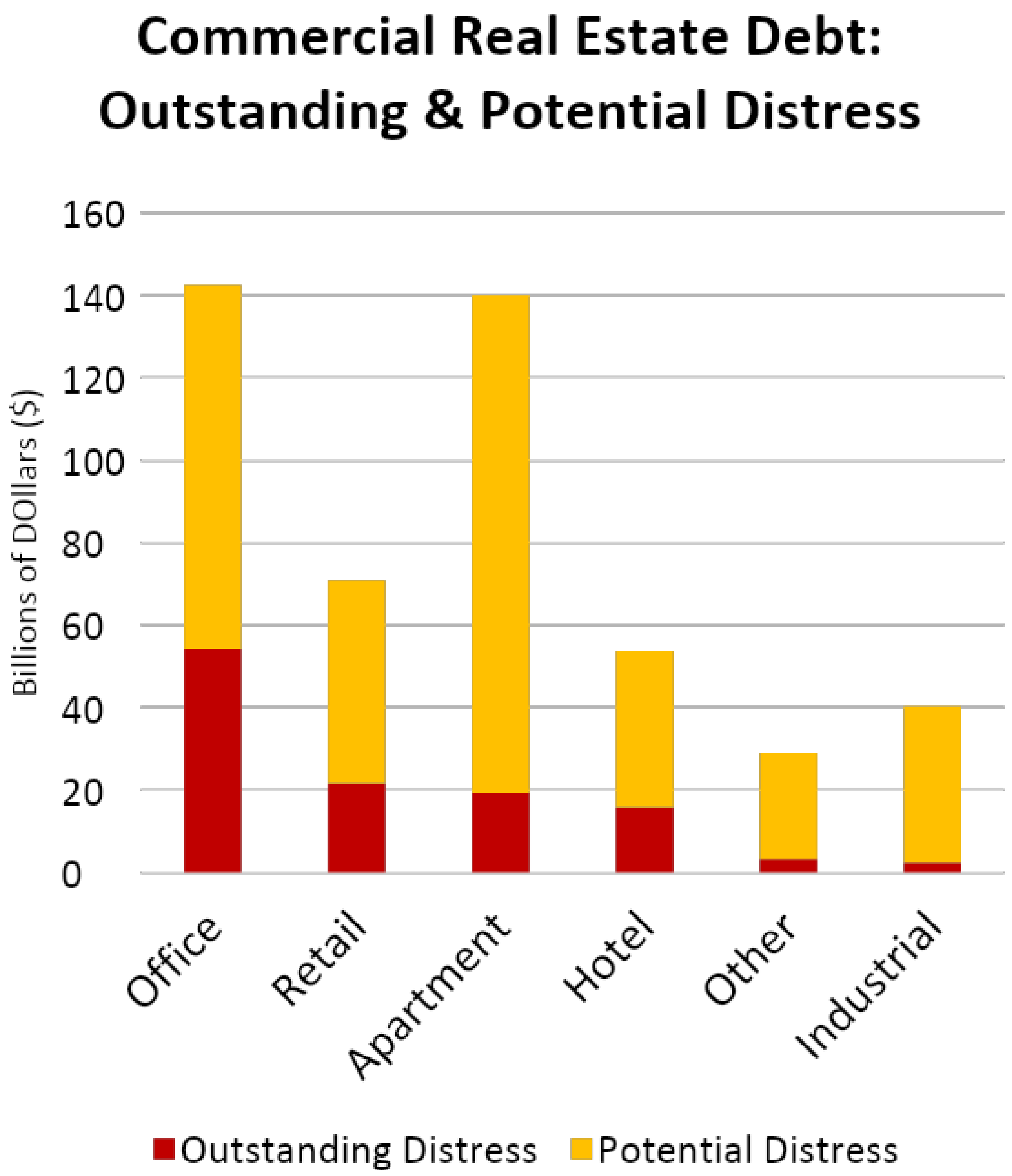
…And Project Financing Is Challenging

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

Office Overhang and Retail Reset– 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



Source: Real Capital Analytics

Today’s Community Vitality Script

Private Sector Investment Return Meets Public Policy

Desired Results WILL Continue To Shift

- **Retail is *Transitioning to services***
- **Industrial is about *Delivery and Data***
- **Retail Centers becoming *Blended Use Centers***
- **Shopping Center and Strip Corridors being reshaped**
  - **Reciprocal Easements are the Culprit Against Change**
  - **Buyers see more upside in residential but not the opportunity to build**
- **Office conversion is coming –**
  - **new state and local legislation can help underwrite costs**
- **Specific Plans in the New Digital World Order– don’t give away the zoning—Create it…Bank it…and Trade it**

Real Estate and Land Use: Private Capital Stack has shifted its priorities:

It's about Rooftops, Destination, and Distribution

			
Housing is NOT a Loss Leader, it's a Growth Driver	**Retail is Not *Just* Retail Anymore: Places & Services**	**Telework is Reconfiguring Office**	**Industrial / Distribution/Delivery: Critical for Economy**
Housing Creation as Economic Development	**Retail Reimagination as Economic Development**	**Office Conversions as Economic Development**	**Industrial & Fulfillment 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	U.S. retail over-built, needs "right sizing;" Covid accelerated trends Today its 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 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 and AB 507 may trigger office conversions**	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

Consumers, Private Capital, and State Policy
Have Shifted Land Use & Zoning

Consumer Preferences	e-commerce, next-day delivery, BOPIS, last mile delivery, and autonomous vehicles are changing and re-arranging land use applications
Rooftops	Rooftops will drive demand for commercial land uses; residential is key part of econ dev. strategies: “link” between digital buying & commercial visits. Regional centers bring opportunity for retail revitalization including housing
Teleworking	Commuting patterns altered; downtowns become hubs of transit served residential/ creative office, local retail = services and food; reshaped regional retail centers become blended use hubs
Amenities	Residents desire 15-Minute Community – nearby integrated amenities, services, entertainment, open space, education. Tradeoff for not staying “urban” and private capital wants to deliver these solutions. State density statutes meant to help(?)
RHNA	Report cards are coming due; most of the class is flunking. The state has approved 240 statutes to induce housing/increase density; ease CEQA standards, support infill near transit. Office to residential conversion coming soon.

Viable land uses & fiscal models shifting due to buying patterns in digital post-COVID world

Pathway to Community Prosperity

Consumer preferences drive market impacts → State policy can drive local priorities → Local land use and economic development policy can persuade private investment → Successfully managing this dynamic equation can lead to fiscal stability and prosperity

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How to Unlock Private Investment? Value Capture Economic Development

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

Use Value Capture Approach to Econ Development:

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

Induce Private Investment:
Achieve community vitality & generate revenue using zoning, tax increment districts, public dollars:

Primary "value-capture“ sources for planning and economic development:

1. *Recognize zoning approvals as currency*
2. *Use TIF Districts as value capture districts*
3. ***Selectively augment private capital stack:** with Tax-exempt financing & Fed/State Grants, Zoning*

Private Cap Stack Assistance:
Project Gap Financing Approach

1 — IDENTIFY LOCAL & PRIVATE BASE FUNDING

Loan funds (real estate)

Private equity (real estate)

Enterprise funds (infrastructure)

Other “pay-as-you-go” local funds (infrastructure)

2 — IDENTIFY FINANCING GAPS

Identify public realm costs of project (real estate)

Calculate new revenues to be generated by project (both)

Value engineer (both)

3 — ASSESS PUBLIC-PRIVATE FINANCING OPTIONS

Tax increment financing (both)

Can the project/area support a Community Facilities District? (both)

Private activity bonds (both, but need revenue source to support debt service)

4 — LOOK FOR & PURSUE GRANTS

Are there any Federal, State, COG-level grants to support the project? (both)

Today's Economic Prosperity Playbook = Value Capture and Currency Creation

1. Capture Value from Tax Increment
Special Districts: EIFD, CRIA, CFD

2. Create Currency with Other Public Money
State / Federal Grants

3. Capture Value with Zoning
Development Opportunity Reserve (DOR) and Land Value Recapture

4. Capture Value from Real Estate

5. Create Currency from Gov't Financing
Reduce Debt Costs
Improve Capital Stack

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1

Tax Increment Financing (TIF) Districts are "Value Capture" Districts: *Public Funding Tool For Projects (NOT A NEW TAX)*

TIF is a flexible method of capturing increased property tax revenue from new development or property value increases within a designated area to fund infrastructure improvements, community amenities, climate/resiliency, and housing.

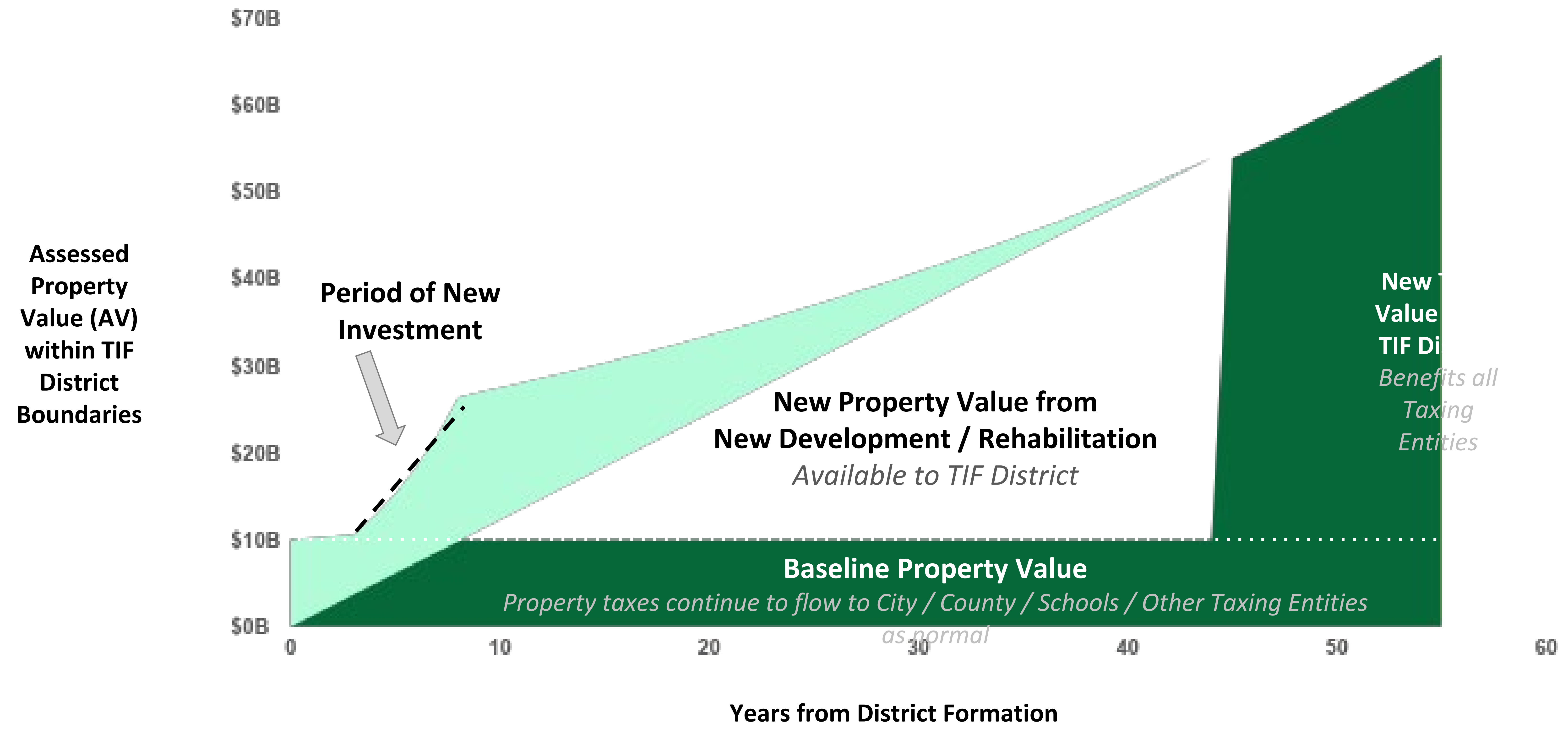
Private property investment or new development

Increased property tax revenue from new property value

Deposited in separate TIF fund

Funds pay for public improvements

1 TIF MECHANICS



1

TYPES OF PROJECTS EIFD CAN FUND
PARTIAL LIST

Storm / Flood / Public Facilities

Roadway / Parking / Transit

Parks / Open Space / Recreation

Libraries & Childcare Facilities

Brownfield Remediation

Affordable Housing

Broadband

Wildfire Prevention / Other Climate Change Response

Small Business / Nonprofit Facilities

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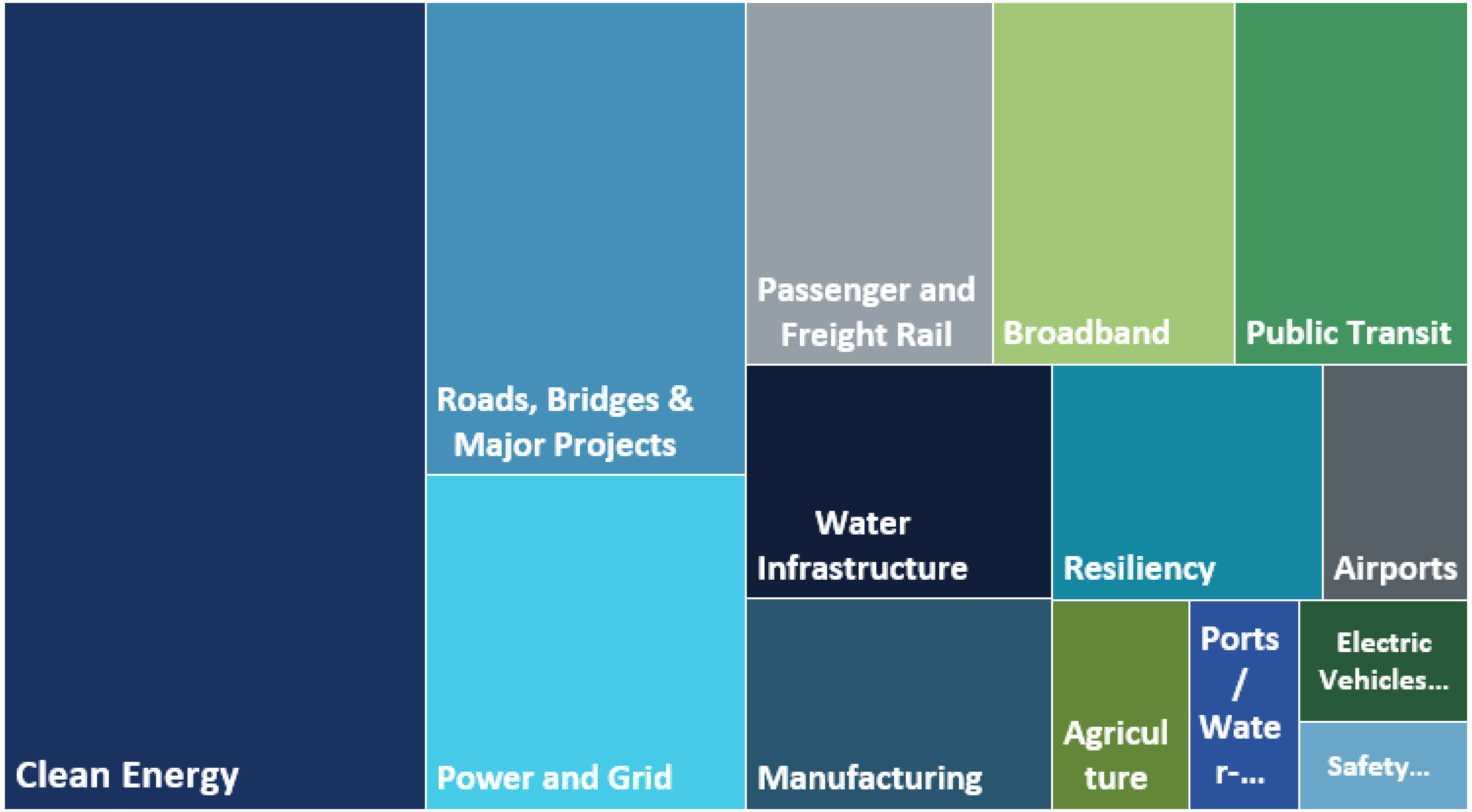
2

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 are shifting

OUR BIG BEAUTIFUL BILL "OBBB"

- 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

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2

Finnian Square park aerial perspective, rendering by SCS Development

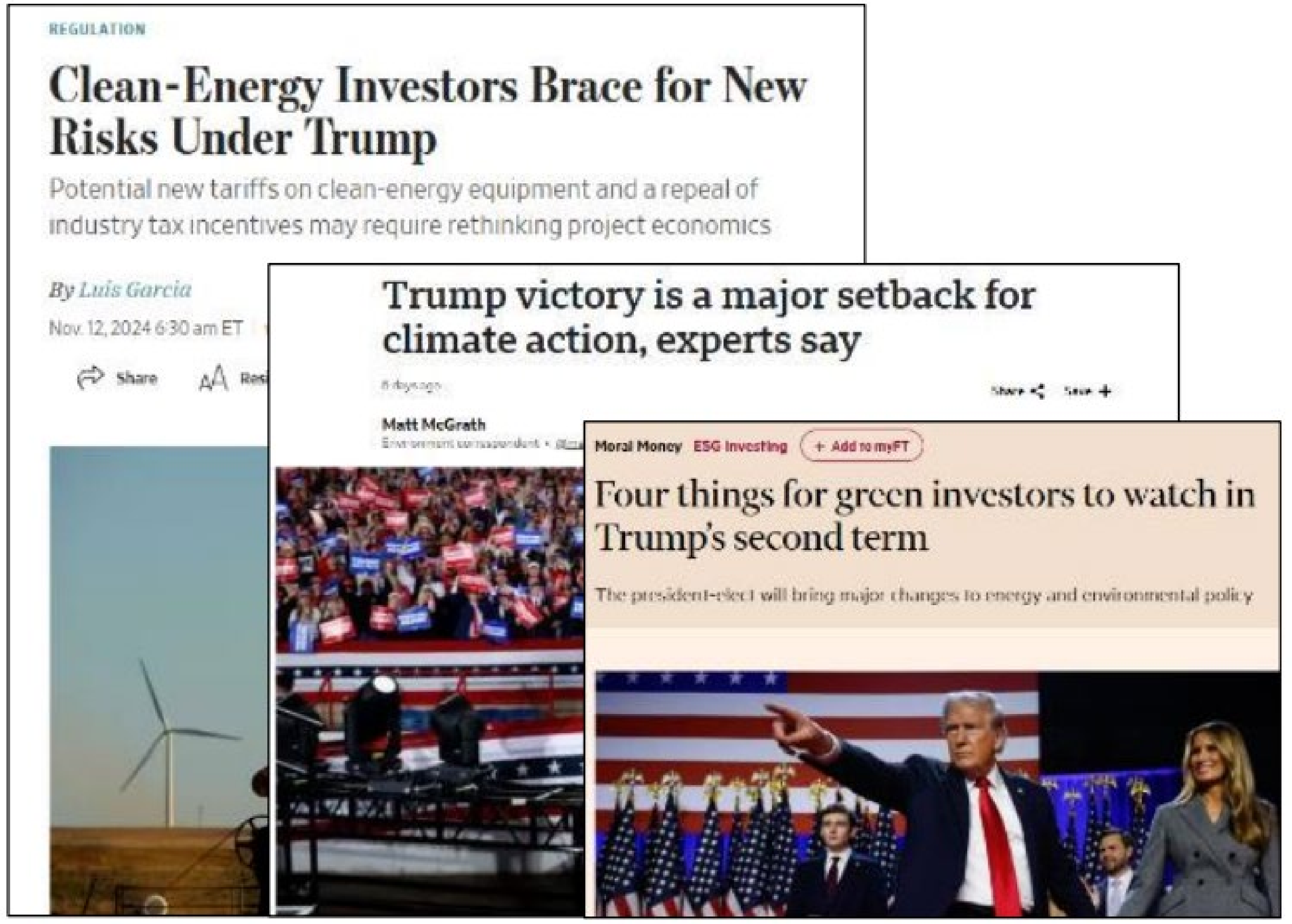
Capture EARLY Public $$ to SECURE **Private $$: Align Project Infrastructure <u>Needs With Federal & State Funding</u>**

- **Infrastructure**
- **Roads & Bridges**
- **Public Transportation**
- **Housing**
- **Sustainability / Climate Action**

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

2

Trump Administration
Uncertain Impact on Federal Programs


REGULATION

Clean-Energy Investors Brace for New Risks Under Trump

Potential new tariffs on clean-energy equipment and a repeal of industry tax incentives may require rethinking project economics

By Luis Garcia

Nov. 12, 2024 6:30 am ET

Share

Trump victory is a major setback for climate action, experts say

Share Save

Matt McGrath

Moral Money ESG Investing + Add to myFT

Four things for green investors to watch in Trump's second term

The president-elect will bring major changes to energy and environmental policy

Proposition 4: $10 billion
Funding Water, Climate Risk, Clean Energy

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3

"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

3 What Is Optimal Time To Adopt VCZ™?

1. **Housing Element & Zoning Compliance**: Value Capture tools can be a key part of your housing element / zoning code updates – tying new density with community benefits and infrastructure

2. **Specific Plan or General Plan Revisions**: Planning document creation / revisions give Cities an opportunity to include value capture tools

3. **High Demand for New Uses**: Creating a DOR® Bank is particularly useful in areas where there is high demand for uses and zoning changes are needed to add capacity

4. **Economic Development Strategies (Tax Increment Approach)**: Evaluate opportunities to leverage zoning as an inducement for private investment by placing density areas in a TIF District: ***Enhanced Infrastructure Financing District (EIFD) or Climate Resilience District (CRD)***

DOR® can work well with RHNA and your Housing Element:

- If you have an approved Housing Element, **look at remaining sites with unassigned zoning density** as potential targets for DOR®.
- Consider additional density to Housing Element sites as a **DOR® bonus to supercharge compliance**
- *DTLA LLC v. City of Redondo Beach established residential overlays **aren't compliant** with RHNA – this highlights the need for cities to proactively review their HE and site inventory*

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4 Surplus Land Act (SLA) Overview

Origin	In a response to the massive Statewide housing shortage, State Legislature passed dozens of housing bills including AB 1486 (Surplus Land Act) to address this crisis. Most recently, the Governor signed two new bills (AB 480 and SB 747) in October 2023, which make certain modifications to the SLA that take effect in January 2024.
Purpose	The SLA gives affordable housing developers a right of first refusal on all public agency owned land in the State of California. **Does not necessarily prevent agencies from ultimately selling or leasing property for other uses or fair market value.**
Mandate	Public Agencies in California (e.g., cities, counties, special districts, school districts, etc.), with certain exceptions, must follow this mandate prior to selling or leasing any public agency owned real estate.
Process	The SLA requires an up to 180-day request for proposal/bid process to either select or reject an affordable housing project/proposals. Once rejected, the property can be sold or leased to broader market. Updated HCD guidelines allows for special district property to be eligible as "exempt surplus land“ based on certain commercial/industrial and/or operational uses.

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5

ALPHABET SOUP OF FUNDING PLATFORMS

Approval	Voter-Approved				Landowner
Source of Repayments (pledge)	**Property Taxes / Special Taxes**	**General Fund Revenues**	**Enterprise Fund Revenues**	**Project Revenues**	**Special Tax**
Types of Bonds	**General Obligation (GO) Bonds**	**COPs, Lease Revenue Bonds**	**Water, Sewer & Utility Bonds**	**Revenue Bonds Parking, Toll Roads Stadiums**	**Special Tax Bonds CFDs or "Mello Roos"**

Conduit Debt: City issued bonds on behalf of non-profit entity: hospitals, affordable housing, higher education, etc.

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FOUR "E'S" OF ECONOMIC DEVELOPMENT:
SELECT A WINNING STRATEGY

Educate

Public & private sector with data analytics and market intelligence

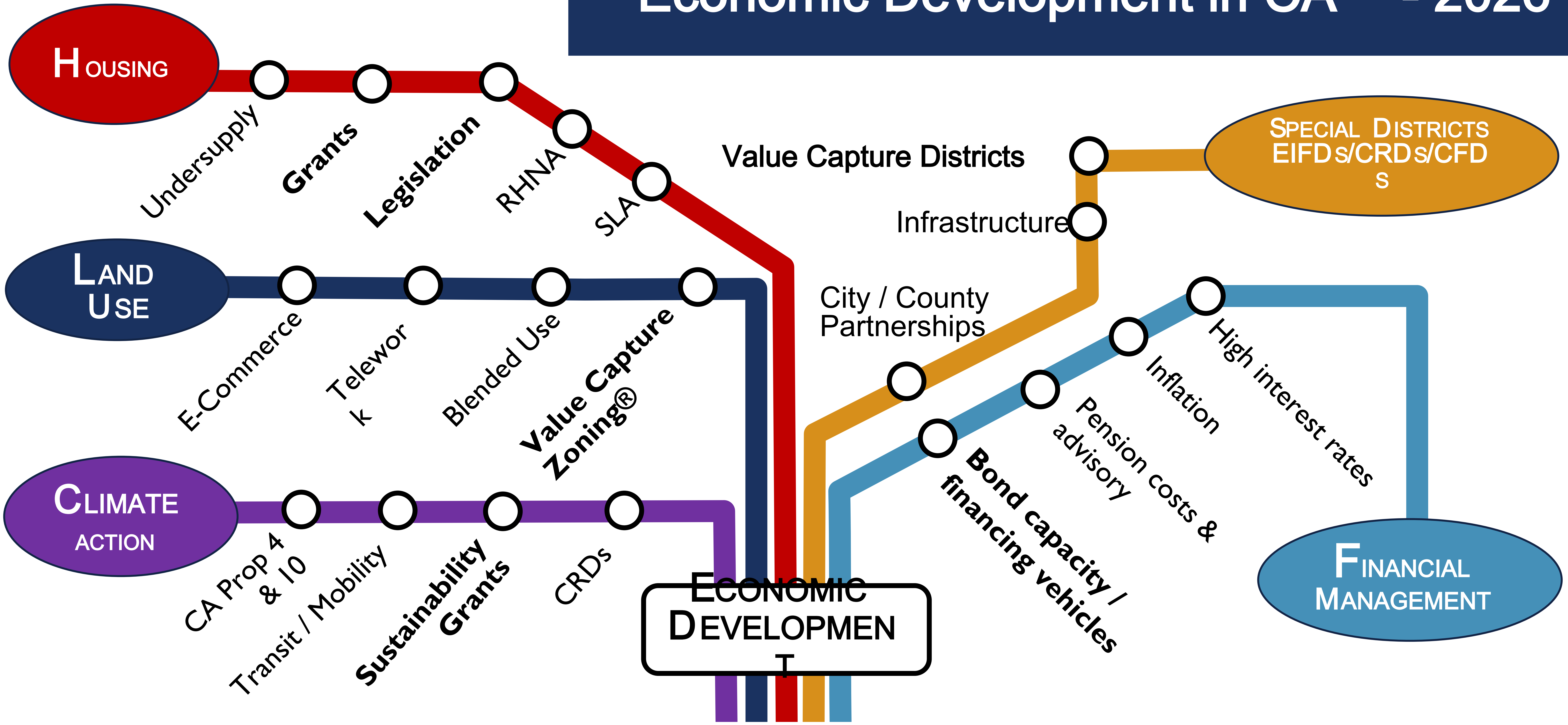
Engage

build community and stakeholder support through workshops & social media

Enable & Entitle

projects that are viable and sustainable

Economic Development in CA - 2026



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