

2024 ROUND 1 SDG APPLICATION WEBINAR



1/17/2024



SITE DEVELOPMENT GRANT

- Designed to help Tennessee communities attract industrial development by increasing the marketability of industrial product
- Funded through the Rural Economic Opportunity Act
- Just over **\$15,000,000** remaining for this round.



PROGRAM PRIORITIES

- Impact on Distressed Counties
- Project activities that impact site readiness
- Return on investment
- Local government buy-in
- Projects that lead to Select Tennessee Certification





GRANT AMOUNTS

- Site Development Grants: **\$5,000,000**
 - Construction and property-related activities on publicly owned sites
- Due Diligence Grants: \$100,000



SDG TIMELINE

February 7, 2024

Letter of Intent Due

Final Invoice/Close-Out for Previous Grants

March 27, 2024

Application Must Be Complete and Uploaded

May 2024

Community Presentations

June 2024

Announcement of Awards

July 2024

Contract Start Date – When You Can Begin Work

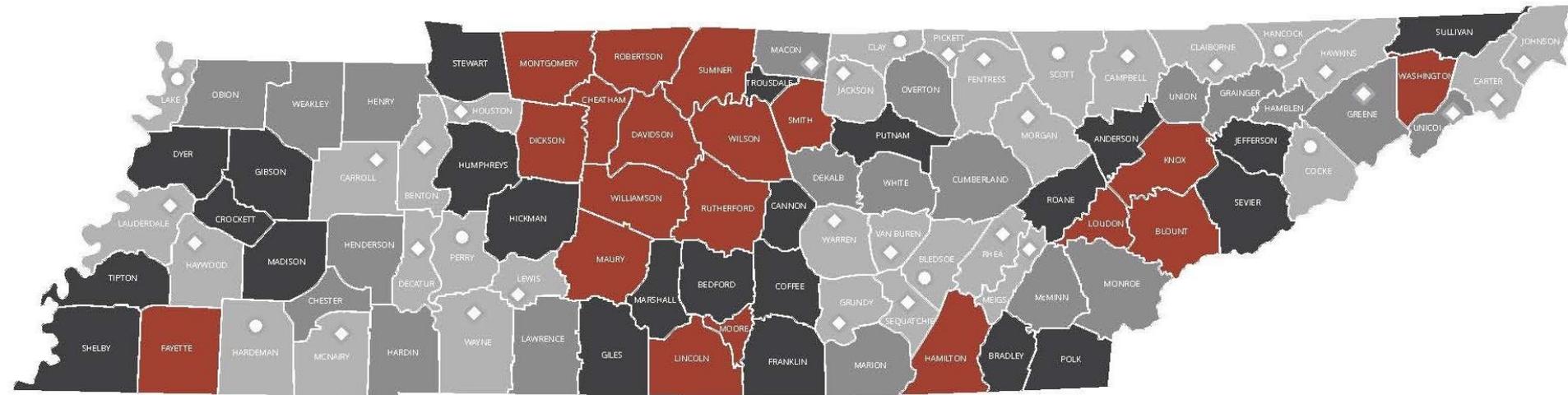


ELIGIBILITY

- Applicant must be a governmental entity (City, County, IDB)
- Site must be publicly owned
(Unless activity is to purchase land or for due diligence studies)
- Site must be at least 20 acres
(Sites in Tier 3 & 4 Counties must be at least 10 acres)
- Only one application per site, and one application per governmental entity will be accepted
- Sites must have had a site visit by Austin Consulting for the Select TN certification program, a site visit and evaluation by Austin Consulting for PEP, and/or a site visit by KPMG for the Invest Prep program
- County must meet all ThreeStar requirements
- Sites with open SDG projects are not eligible to apply



MATCH RATE REDUCTION



Tier 1:
75/25



Tier 2:
85/15



Tier 3:
95/5



Tier 4:
97.5/2.5



- If the site has received a site visit through the Select Tennessee Certified Sites Program, the applicant qualifies for a 50% match reduction.



ELIGIBLE ACTIVITIES

Construction

Access, rail, utilities, etc.

Property Related

Purchase, clearing, grubbing, grading, drainage

Due Diligence

Engineering studies required for certification

Rehab of Publicly Owned Industrial Buildings

Building must be used for economic development

Brownfield Remediation

Must be accompanied by industrial cleanup plan in concert with TDEC

Speculative Buildings

Publicly owned. Minimum size: 100,000 sf expandable to 200,000.



DUE DILIGENCE GRANTS



- Must have three-year minimum option or be publicly owned
- Can be used for any study needed for certification
- Cost of the option may be used for match
- Studies must be conducted and signed off on by the appropriate agencies per the [Select TN Criteria and Definitions](#) document

PROCUREMENT OF PROFESSIONAL SERVICES

- Must follow [TCA12-4-107, Contracts for Professional Services](#)
 - Prior to the performance of any professional services, a written request for statements of qualifications must be sent to at least three firms that offer the type of service the community wishes to procure
 - Copies of these letters must be submitted with the application
 - Public advertising for statements of qualifications is not required. The contract must be awarded solely based on qualifications, not price.

Note: No contracts may be signed, and no work can be completed until after the grant contract with the State is executed.



Bidding for Construction and Property-Related Activities

- All construction and property-related activities must be competitively bid following applicable state and local procurement laws.
- See Bidding Procedures for a detailed look at the process.
- See our website for the front-end documents and general and supplemental conditions that must be used in your bid packet.
- Bid packets must be approved prior to being advertised. Once bids are received, certified bid tabs must also be approved.

Note: No contracts may be signed, and no work can be completed until after the grant contract with the State is executed.





ADMINISTRATION

- You will be required to have an administrator if you are awarded a Site Development Grant.
- Engineers cannot do administration on construction projects.
- The line item for administration on the budget cannot exceed 4% of the grant amount.

SMART SIMPLE

TNECD website Link: <https://ecd.grants.tn.gov/>



Sub-Recipient Grant Management Enterprise Solution(SR-GMES)

Sub-recipient /Applicant login in here

Email

Password

Log In

[Forgot Password?](#)

State Employee

[Login Here](#)

To register or view Grant funding opportunities:

[Click Here](#)

Training Videos

[Watch Here](#)

Our new website will be ready soon!

This system may contain Government information, which is restricted to authorized users ONLY. Unauthorized access, use, misuse, or modification of this computer system or of the data contained herein or in transit to/from this system constitutes a violation of state and federal laws including, but not limited to Title 18, United States Code, Section 1030, and may subject the individual to Criminal and Civil penalties pursuant to Title 26, United States Code, Sections 7213(a), 7213A (the Taxpayer Browsing Protection Act), and 7431.

This system and equipment are subject to monitoring to ensure proper performance of applicable security features or procedures. Such monitoring may result in the acquisition, recording and analysis of all data being communicated, transmitted, processed, or stored in this system by a user. If monitoring reveals possible evidence of criminal activity, such evidence may be provided to Law Enforcement Personnel.

ANYONE USING THIS SYSTEM EXPRESSLY CONSENTS TO SUCH MONITORING and SHOULD HAVE NO EXPECTATION OF PRIVACY for any information stored or communicated via this system.

SMART SIMPLE REGISTRATION

TNECD website Link: <https://ecd.grants.tn.gov/>

- The Letter of Intent Contact should be the primary person managing the application. This person will need to sign up for an account in SmartSimple. **Do this as soon as possible.**
- **The application must be made in the organization name that will appear on the contract.** If multiple people will be working on the same application, they must all be registered in the system, and TNECD will send out a collaboration link once requested.



SMART SIMPLE REGISTRATION

TNECD website Link: <https://ecd.grants.tn.gov/>

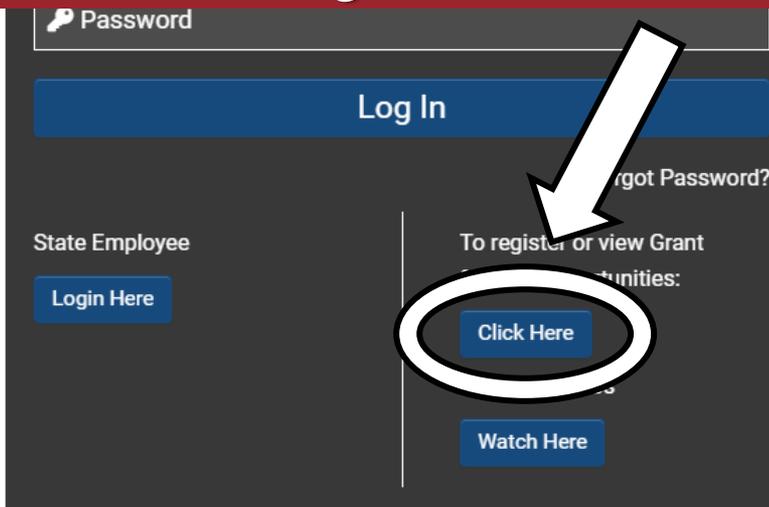


Sub-Recipient Grant Management
Enterprise Solution(SR-GMES)

Our new website will be ready soon!

This system may contain Government information, which is restricted to

To start the registration process for an organization, or new contact person, select the “Click Here” button under *To Register or view Grant Funding opportunities.*



7431.

This system and equipment are subject to monitoring to ensure proper performance of applicable security features or procedures. Such monitoring may result in the acquisition, recording and analysis of all data being communicated, transmitted, processed, or stored in this system by a user. If monitoring reveals possible evidence of criminal activity, such evidence may be provided to Law Enforcement Personnel.

ANYONE USING THIS SYSTEM EXPRESSLY CONSENTS TO SUCH MONITORING and SHOULD HAVE NO EXPECTATION OF PRIVACY for any information stored or communicated via this system.

REGISTRATION OPTIONS

Sub-Recipient Grant Management Enterprise Solution Registration

Organization Registration Using IRS Validation

Create an organization profile to enable your organization to apply for available grants.

Organization Registration - Authorizing Agency

To register as an entity that doesn't have an Authorized Agency/Headquarter/Departments reporting to it, & the IRS registration doesn't retrieve a valid EIN.

Organization Registration - Implementing Agency

To register as Implementing Agency within an existing Authorized Agency in system, [Click here](#).

New User

If you are a new contact for an existing organization within Sub-Recipient Grant Management Enterprise Solution, [click here](#) to register.

Available Funding Opportunity

[Click here](#) to view Sub-Recipient Grant Management Enterprise Solution Opportunities.

REGISTRATION OPTIONS

TYPE	DESCRIPTION
Organization Registration Using IRS Validation	If your organization is applying for a grant, and hasn't been registered in TNECD's SmartSimple system previously, then you will need to start here. This registration option will look up your organization by the EIN. If your organization doesn't populate by EIN, please use the below option instead
Organization Registration – Authorizing Agency	This option should be used for any entity that was not found when you tried registering under the IRS Validation option. This option will need to be used for city and county governments that are not currently in the system.
New User	If your organization is already registered in TNECD's SmartSimple system, you will sign up using this option.
Available Funding Opportunity	This option allows you to see open grant opportunities without signing up for the system.

REGISTRATION CONTINUED

- Once the organization registration is submitted, the person setting it up will receive an email from noreply@smartsimplemailer.com with the subject line “Login to Account”.
 - This email will contain that person’s username (email address) and a link to reset that person’s account password.
- When you get into the system you will see a dashboard that will allow you to access the Site Development Grant Application.



NAVIGATING THE SYSTEM

Welcome **Alaire Brown**



My Profile



Organization Profile



Change Password

Solicitations

0

Funding Opportunities

1

Applications In Progress

0

Revisions Requested

0

Submitted

0

Approved/Declined Applications

APPLICATION ADDENDA

- These sections will populate in the application if applicable to your project.
- Project Specific:
 - Property Purchase
 - Building Rehabilitation
 - Due Diligence Studies
 - Spec Building Construction





RESOLUTION

- The application requires a resolution from the organization providing the match.
- If the resolution cannot be passed prior to the application date, provide a draft of the resolution and the date that it will be on agenda, then submit the approved resolution as soon as it is signed.



PRELIMINARY ENGINEERING REPORT

- **A PER is required to be submitted with all applications**
(unless the activity is purchase or due diligence)
- Should outline the following information:
 - General information on the site
 - Need for the project
 - Other options considered
 - Overall costs of the project
- Must be signed and stamped by a professional engineer



BUDGET

- Do not just back into the maximum grant amount.
- Carefully think about the items needed in your budget - If funds are not allocated to a line item, you will not be able to move funds to that item once the contract is executed.
- **Include contingency** - the grantee is responsible for any overages during the project, including high bids.
- There is a maximum of 4% of the grant amount for administration.



SCORING

- Public Benefit:
 - Impact on Tier 4 and Distressed Counties, Unemployment Rate, Private Employment per Capita
- Performance Measures:
 - Dial Turn, Project Impact, Market Viability
- Leveraged Resources
 - Impact of Previous Investments, Certified Site Status or Potential, Recipient of Additional Grants, Investments, Etc.
- Implementation
 - Timeline and Budget Feasibility, Marketing Plan, Demonstrated Planning and Readiness, and Reasonableness of Project Scope and Costs



QUESTIONS?



NEXT STEPS

- Consider potential projects, download the [Letter of Intent template](#), and send to Kirby.Lewis-Gill@tn.gov no later than **February 7, 2024**.
- You will receive your application login instructions following submission of the Letter of Intent.



OTHER REMINDERS

- Letters of Intent for the **Property Evaluation Program** are due on **July 11, 2024**.
 - The application will be sent to you following the Letter of Intent.

- **Select TN Certified Sites Step 1 Application Deadline is June 14, 2024**.
 - Letters of Intent may be submitted at any time. The application will be sent to you following receipt of the Letter of Intent.



CONTACT INFORMATION

Kirby Lewis-Gill
Site Development Director
Kirby.Lewis-Gill@tn.gov
615-651-5383

