

2024 ROUND 2 SDG APPLICATION WEBINAR

08/06/2024



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



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

August 22, 2024

Letter of Intent Due

Final Invoice/Close-Out for Previous Grants

September 19, 2024

Application Must Be Complete and Uploaded

November 2024

Community Presentations

December 2024

Announcement of Awards

January 2025

Contract Start Date – When You Can Begin Work

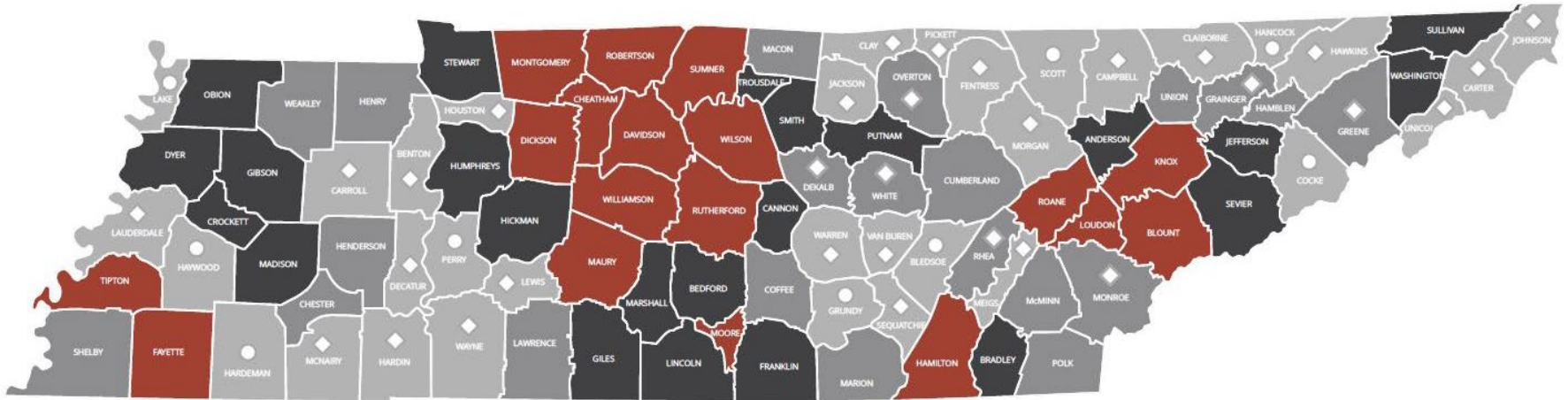


ELIGIBILITY

- 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 RATES



Tier 1:
50/50

Tier 2:
70/30

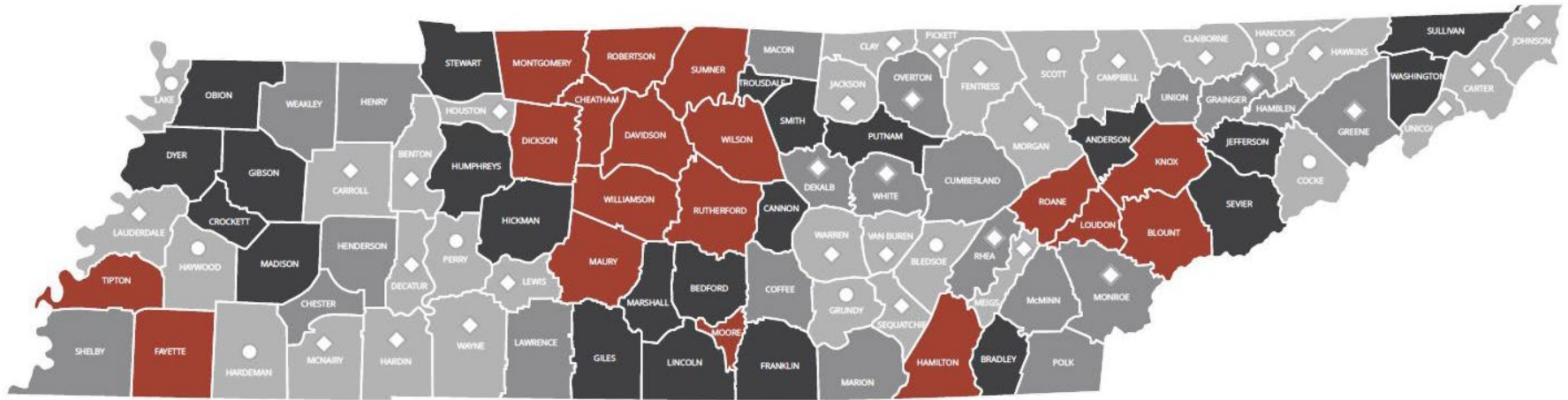
Tier 3:
90/10

Tier 4:
95/5

- Match must be in cash. No in-kind, except for due diligence studies, where option cost may be used as match.
- Matching funds may come from other grant sources.



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.*

A screenshot of the TNECD website's registration page. The page has a dark blue header with the 'TN' logo and the department name. Below the header, there are two main sections. The left section is titled 'Sub-Recipient Grant Management Enterprise Solution(SR-GMES)' and contains a 'Log In' button, a 'Forgot Password?' link, and a 'State Employee Login Here' button. The right section is titled 'Our new website will be ready soon!' and contains a disclaimer about government information. A large white arrow points from the text above to a 'Click Here' button located under the heading 'To register or view Grant Funding opportunities:'. The 'Click Here' button is circled in white. Below it is a 'Watch Here' button. The right section also contains a paragraph about system monitoring and a consent statement.

REGISTRATION OPTIONS



Department of Economic & Community Development Grant Management Solution Registration Options

New User

If you are a new contact for an existing organization, click [here](#) to register.

Available Funding Opportunity

Click [here](#) to view Department of Economic and Community Development Funding Opportunities

TYPE	DESCRIPTION
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

[Home](#) [Funding Opportunities](#) [My Applications ▼](#) [Profile ▼](#) [Association Request Manager](#) [Support Man](#)

Department of Economic and Community Development (TNECD)

Welcome to the TNECD online grants management system! In this system you can explore available grant opportunities, submit applications, and complete grants management activities (coming soon!) for funded projects.

Funding Opportunities



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 August 22, 2024.
- You will receive your application login instructions following submission of the Letter of Intent. The application will launch on August 22.



OTHER REMINDERS

- [Letters of Intent](#) for the Property Evaluation Program are due on January 16, 2025.
 - The application will be sent to you following the Letter of Intent.
- Select TN Certified Sites Step 1 Application Deadline is December 12, 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

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