



Funding Services Results Realized





Colorado Springs, CO
2019 secured US EPA Brownfields
Community Wide Assessment
Grant for \$600,000

What we do

Stantec helps communities secure funding to achieve their project goals

Identifying a project is easy. Finding funding is not.

Our team understands how challenging and time consuming it can be to identify funding sources—and navigate the application process.

We work with you to understand the projects that are most important to your organization and community. Whether it is a brownfield redevelopment, a new park, or water treatment plant expansion, our team can help you de-mystify the funding process. We act as a liaison between your team, funding agencies, and the public, helping you develop achievable funding strategies to turn your project plans into reality.

We partner with you from the start, helping you identify and develop projects that include elements which are eligible for funding, and we work alongside you to develop successful grant and loan applications. We can help administer grants and loans and comply with funding and reporting requirements throughout the project.

140+

Stantec funding
experts across
North America

Here's how it works. We help turn your plans into projects by simplifying a complex and competitive process with nimble teams that help make your project stand out from the rest. Below is a breakdown of our approach:

01

Develop a Funding Strategy

- Identify priority projects
- Research potential funding sources
- Evaluate probability of success and return on effort
- Confirm eligibility
- Prioritize which grants and loans are worth pursuing
- Finalize funding strategy and schedule

02

Application Preparation

- Designate lead funding specialist and team
- Facilitate funding application kick off
- Develop and manage all elements of application (*i.e. narrative, attachments, letters of support*)
- Assemble application package and assist with delivery

Secure Funding

03

Project Management & Oversight

- Provide project management and oversight as needed
- Support funding agreement negotiations
- Refine scope and budget if needed
- Assist with reporting requirements

100+

Funding Programs leveraged to advance critical community projects

\$4B+

secured in grant and loan funding for our clients

Success stories

Community Development

Reinvesting in community vitality through redevelopment

\$300M+

We have helped our clients secure over \$300M in grant and loan funding with a success rate greater than 90% with EPA Brownfield grants

100+

secured and/or implemented EPA grants in over 20 states throughout 8 EPA regions

We approach brownfields as revitalization opportunities where communities can transform vacant or underutilized property into a community asset. We can help navigate federal and state/provincial assistance programs, inventory sites, and manage implementation to reshape your community.

Often, these properties have remained idle due to fear of hidden environmental liabilities. Our nationally recognized brownfield grant experts view these not as costly cleanup jobs but as restoration/reinvestment opportunities to put properties back into productive reuse. Rather than focusing primarily on the initial environmental clean-up process, we approach brownfields as development projects. By incorporating remediation into the overall project and funding strategy, we save our clients time and money through all phases from planning, funding, entitlements, and approvals, to design, construction, and maintenance.

Water

More than 1,000 financial consulting projects completed for utilities and municipalities across North America

\$130M+

USDA Rural Development Community Facilities and Water/Waste Grants and Loans

\$1B+

State of California Water Related Funding

From water, wastewater, and stormwater management, to stream dam or irrigation projects—we have helped communities of all sizes meet their funding needs. We understand the challenges of executing critical projects and have provided thousands of local governments and utilities with objective and independent guidance to manage and fund life-sustaining infrastructure.

For water and wastewater utilities, many funding sources are part of long-established federal, provincial, state, territorial, or local programs with evolving priorities. As one of the largest North American water engineering firms with over 4,000 water experts worldwide, we have worked for and with most of these agencies. We know them. We know their priorities. And, we know what they are likely to fund. Our teams can rapidly identify suitable funding sources and craft competitive and compelling grant applications to advance the projects that meet the objectives of both the grantee and grantor.



City of Logan, Ohio

Funding secured for the City from more than 10 different federal, state and local funding agencies and programs, such as the US Department of Agriculture and the Ohio Department of Transportation.

Success stories

Post Secondary Facilities

Facilitating high-quality asset management for institutions of higher learning

\$346.6M

Awarded to Stantec clients in SIF Post Secondary funding

95%

successful grant applications in a three- and half-week window

Canada's Innovation, Science and Economic Development ISSED Agency Post-Secondary Institutions Strategic Investment Fund (SIF) was a time-limited program that would provide up to \$2 billion over three years to accelerate infrastructure projects at universities and colleges across Canada. The 2016 funding announcement issued in April of that year, had a submission deadline for shovel-ready post secondary projects applications in mid-May 2016 and was eligible to projects that were expected to be substantially completed by November 30, 2018. Eligibility requirements were looking for projects that improved scale of facilities for research and innovation, specialized training focused on industry need, or improved environmental sustainability of research and innovation-related infrastructure at post-secondary institutions and college training infrastructure.

With just weeks to mobilize, position, and deliver compelling grant applications, Stantec was able to lever our network of funding and technical experts to coordinate and deliver several applications for shovel-ready post secondary projects that demonstrated innovation and strategic advantage to their stakeholder communities. When reflecting on 300 funded projects across the nation the more than \$2.0 billion CAD awarded, and the number of applications made to the Agency in just under a month, Stantec's value to its clients is remarkable.

Indigenous Communities

Working with 11 Indigenous partnerships across Canada's North

\$394K

in initial secured funding led to an award-winning solution for several First Nations groups in Canada's north

Approaching our Indigenous communities with sensitivity to their culture and practices while delivering high-impact funding is just one of the ways that we work alongside communities.

Stantec is committed to building and maintaining respectful relationships with Indigenous Peoples and their communities. We are a minority partner in 11 formal Indigenous business partnerships across Canada that are focused on a lasting connection to deliver technical services with the local expertise of our partners. Our partnerships provide value in many ways including training and employment opportunities for Indigenous Peoples, capacity development in Indigenous communities and with Indigenous organizations, investment in Indigenous community programs, and cross-cultural learning and knowledge exchange between Indigenous partners, Stantec and clients.

Our partnerships and long-standing relationships with the communities in which we live, and work provide an opportunity for us to bridge connections and achieve early buy-in to further the success of any project or funding initiative.

MacEwan University Service Center (USC)

Stantec provided the business case and technical expertise to secure 100% public funding from the Alberta Government.



Success stories

Resilience & Recovery

Making communities stronger, now and in the future, for everyone

\$225M

National Disaster Resilience Competition grants for three communities

\$1.6B

to support recovery and flood proofing for New York City hospital, largest FEMA 428 program award and second largest in FEMA history

We believe resilience is the capacity of communities to endure, adapt, and thrive regardless of chronic stresses and life-altering shocks. Stantec's work unites infrastructure, environment, and quality of life improvements to advance resilience across the globe. We are constantly researching and working together to innovate, develop and integrate proactive plans for the future, while discovering solutions that help make our communities more resilient. We can draw on our local and national expertise in project design, benefit-cost-analysis, and planning, to help communities prepare projects and narratives for grant competition.

We combine our experience as a longtime service provider, our knowledge of complementary federal funding sources, and our drive to solve complex challenges to help our clients secure grant funding. We've helped communities obtain billions for pre- and post-disaster projects including hazard mitigation planning, structure elevation, and flood wall development in support of resiliency planning, critical infrastructure, flood-proofing and hardening. With our past success and current knowledge of opportunities, our team can help your community pursue federal, foundation, and provincial, state, and territorial-based resiliency program funding.

Transportation

Using cutting edge technologies and innovative partnerships to advance mobility

\$150M+

through 36 transportation grants for California

\$45B+

in revenue bonds we've helped our clients obtain to improve travel options

From North Carolina to Vancouver Canada, we help our transportation clients secure funding through grants and loans. This funding has supported communities with everything from redeveloping and improving pedestrian and bicycle safety to a shared autonomous vehicle study as a mobility solution. Our combined understanding of design, engineering and construction of transportation projects informs our grant writing in more creative and personalized ways.

We have assisted agencies in all work phases involving Federal funds and other funding sources that require distinct procedures and documentation. We have helped in preparing applications for specialized funding, such as congestion management and air quality, safe routes to school, and highway/bridge safety programs. We also verify procedures are followed to help ensure eligibility of activities.

We understand how to chart a course through the federal, provincial, state, territorial, or local funding landscapes to support important projects. Whether we're modeling toll road economics or sourcing funds for resurfacing rural roads, we are dedicated to finding the money that gets our clients where they want to go.



2018 Public Works Project of the Year

American Public Works
Association (APWA)

Wausau East Riverfront Development and Brownfields Cleanup

Wausau, Wisconsin

Stantec is working with the City of Wausau to implement public improvements along more than 2,200 feet of Wisconsin River shoreline—laying the groundwork for a new regional recreation, entertainment, commercial, and residential waterfront destination.

Over the past several years, Stantec’s brownfield team has helped city officials obtain more than \$2.5 million in federal and state funding to remediate and redevelop 31 acres of vacant and contaminated riverfront parcels. Sources of funding have included:

- An EPA Area Wide Planning Grant
- 2 EPA Clean Up Grants
- Numerous Wisconsin Economic Development Corporation Grants
- Numerous Wisconsin Department of Natural Resources Grants
- Numerous Private Foundation Grants

This once-in-a-lifetime community project includes an American with Disabilities Act accessible pedestrian bridge, boat docks, kayak launches, wharf, multi-use trail system, riverbank restoration, park, and bathhouse/ concession building consisting of an open play area, leaping water fountain, climbing rocks, art, and slides, a rubberized play area with large climbing net play structures, outdoor exercise “club”, climbing wall, and challenge course.



\$640 million loan

WIFIA loan granted with Stantec's support in developing a Letter of Interest and subsequent application

The Tualatin Valley Water District (TVWD) and the City of Hillsboro, Oregon

The Tualatin Valley Water District (TVWD) and the City of Hillsboro are established providers of drinking water to communities in the Portland metropolitan area. To meet demand and create a more resilient regional water supply, the two partnered to construct the Willamette Water Supply System (WWSS) and initiated a \$1.25 billion, 12-year capital construction program. TVWD and Hillsboro have a long and successful history managing and operating their systems. They did not, however, have \$1.25 billion. They needed money and their options were limited.

The two entities were unlikely to receive adequate funding from the Drinking Water State Revolving Fund (DWSRF). TVWD and Hillsboro were in a good position to issue bonds but interest rates on bonds would be much higher than DWSRF rates. Both entities were interested in EPA WIFIA loans with lower interest rates than bonds and attractive terms. But the WIFIA program was new and competitive. The project partners brought in Stantec to help support the submission of a joint WIFIA Letter of Interest (LOI) and Application.

Synthesizing years of experience and thousands of pages of work, our team developed a comprehensive and compelling submission highlighting aspects of WWSS that aligned with EPA goals. The WWSS LOI was recognized by EPA reviewers as top quality and the project was selected for a \$640 million WIFIA loan, saving an estimated \$383 million in financing costs. Stantec assisted TVWD and Hillsboro through the application, due diligence, loan negotiations and closing, and supported the development of an integrated WIFIA Compliance Plan.



Sacramento Rail Yards is considered the **largest brownfield site** in the U.S.

Sacramento Rail Yards

Sacramento, California

Occupying 240 acres in the Central Business District of California's capital city, the Sacramento Rail Yards is considered the largest infill brownfield development in the country. Once home to the western terminus of the historic transcontinental rail lines, this mixed-use, transit oriented redevelopment is designed for 12,000 multi-family housing units, 2.4 million square feet of office, and 1.9 million square feet of retail, hotel, and other commercial space. With 29 acres of parks and open space, the Rail Yards will be home to nearly 30,000 residents at completion.

Of the needed \$700 million in infrastructure improvements, the Rail Yards received nearly \$300 million in federal, state, and local funding support. Supporting the City of Sacramento and the Downtown Railyard Venture LLC, Stantec played a key role in identifying and securing this funding.

Numerous projects have either been completed or are underway, including the construction of six freight and passenger rail lines, construction of new above and below ground passenger facilities and rail support, three major overpasses crossing rail, three tunnels under rail, numerous arterial roads, and deep high capacity utilities. Winner of numerous awards, the Rail Yards is simultaneously undergoing a \$200 million soil, vapor, and groundwater cleanup effort. The money, applied to a variety of planning, transportation, and environmental clean-up efforts, was instrumental in building momentum around the project and attracting private participation and investment. In addition to providing technical and design support to all aspects of land redevelopment, we helped identify, apply, and manage funding.



\$250M

Secured resiliency grants in support of advancing resiliency in their communities and the Nation

Strategic Water Pathways

City of New Orleans, Louisiana

100RC and Stantec partner to address water management challenges of today and develop strategies to address challenges to the year 2100! Throughout its 300-year history, the City of New Orleans has dealt with flooding and disaster. Stantec's team in partnership with the City and Rockefeller Foundation worked together to plot a resilient community-based strategy for the next 100-years. Key elements of the plan include incorporating blue-green (water-land) approaches and maximizing existing infrastructure to reduce flooding and enhance overall community sustainability. Our analysis and integrated recommendations provided the basis for a new multi-hundred-million-dollar water system improvement bond issue.

Key tasks to advance resilience included supporting the development of short- and long-term strategies for addressing drainage infrastructure and associated flood risk challenges. A key aspect of this work was assessing, and screening projects based on costs and holistic benefits as well as evaluating viable funding options and financing solutions. Strategic financial pathways incorporated maintaining existing millage, implementing a new, dedicated stormwater user fee, a new Tourism Tax and leveraging FEMA's Community Rating System and Hazard Mitigation Grant program and other state and federal grant funding programs.

Stantec can do the analysis, create the plan, and secure the funding. In the past three years, Stantec supported the development of seven U.S. Department of Housing and Urban Development's (HUD) Phase 2 National Disaster Resiliency Competition (NDRC) grant applications, which helped our clients secure nearly \$250 million resiliency grants in support of advancing resiliency in their communities and the Nation.



2018

Largest Innovation Center in
North America

The Northern Alberta Institute of Technology (NAIT)

Edmonton, Alberta

The Productivity and Innovation Centre (PIC) at the Northern Alberta Institute of Technology (NAIT) is a \$81-million, five-storey, 17,650-square-metre building located on the east side of the main campus. PIC features multipurpose spaces where Alberta's industries and businesses can create and test new products and processes to be more competitive and sustainable through increased technology utilization, enhanced productivity, and reduced environmental impact. Stantec worked with NAIT to lock in \$34.9 million in grant funding for the required project capital.

With Stantec's help, NAIT submitted a funding proposal to the Government of Canada's Post-Secondary Institutions Strategic Investment Fund to help finance the new legacy building. The biggest challenge our Stantec team faced during the project was the tight timeline to draft and submit the funding proposal. Leveraging our strong existing relationship of trust with NAIT, Stantec employees worked side by side with the client to be more efficient and meet the schedule. Acting as the client's advisor, Stantec coordinated the efforts of a large team made up of NAIT's representatives and consultants to provide relevant financial expertise. The funding plan was as innovative as it was structured allowing PIC to be self-sustaining after the initial government investment.

PIC captures NAIT's vision for a building that is ready to accommodate the ever-changing needs of Alberta's industries by offering anything from large-scale research spaces to executive meeting rooms. The project brought NAIT closer to achieving its organizational goals of being one of the most relevant and responsive post-secondary institutions in Canada and a world-leading polytechnic.



250K +

The estimated number of Brownfield sites in the U.S.

EPA Brownfield Grant Application and Implementation Services

City of Spokane, Washington

Prior to entering into a contract with Stantec for grant application and implementation services, the City of Spokane hadn't received funding in nearly a decade. Since 2015, and enlisting Stantec's support, the City has received nearly \$2 million in EPA Brownfield Grant funding, more than any other community in Region 10, including:

2015

- \$200,000 Area-Wide Planning (AWP) Grant
- \$400,00 Community-Wide Assessment (CWA) Grant

2017

- 3 X \$200,000 Cleanup Grants

2019

- \$600,000 Assessment Coalition Grant
- Multiple Targeted Brownfield Assessments (TBAs) and Technical Assistance Grants (TAGs)

This injection of brownfield-directed funding has spurred transformational developments in two key Spokane areas: the YARD, a distressed neighborhood in Northeast Spokane surrounding a former railyard and the 100-acre Riverfront Park. Combined, these EPA and Washington State funded assessment and clean-up efforts are resulting in over \$65 million in improvements and creating thousands of local jobs.



2019

Ontario Consulting Engineering
Award of Merit

The First Nations Infrastructure Resilience Toolkit & Pilot Projects

Various First Nations communities in Ontario

Stantec worked with the Ontario First Nations Technical Services Corporation and a climate services firm, on the development of the First Nations Infrastructure Resilience Toolkit & Pilot Projects with funding from Crown-Indigenous Relations and Northern Affairs Canada (Formerly INAC) – First Nation Adapt Program and Ontario Centre for Climate Impacts and Adaptation Resources. Over three years, more than \$1.8million dollars have been funded to empower resilience for several communities in Ontario's North.

Initially focusing on three communities - the Mohawk Council of Akwesasne, the Moose Cree First Nation, and the Oneida Nation of the Thames, Stantec examined the impacts of climate on their infrastructure through extensive studies and public meetings. The toolkit assisted in implementing asset management practices to better plan maintenance, repairs and replacement of assets and maintain or improve services to the communities. The results were turned into practical solutions that the toolkit clearly defined. Issues were identified and the application of the toolkit presented solutions such as improving weather alert systems to allow operational staff and emergency first responders to be pro-active in anticipation of extreme weather, and hurricane ties – an inexpensive added protection to roofs subjected to high winds.

The toolkit is currently being used to train First Nations communities through a series of 10 regional workshops across Ontario. Ultimately the toolkit will help First Nations communities prepare for and measure the impacts of climate change and help them to receive and allocate funding for future projects through sound asset management practices.

Together, we'll make ideas reality.

Contact us to find the best funding specialist
for your needs.

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