

2024
JULY



PROPOSAL FOR GRANT WRITING SERVICES FOR THE VILLAGE OF MEDINA



DELTA DEVELOPMENT GROUP, INC.



COMPANY OVERVIEW

Delta Development Group, Inc. (Delta) is headquartered in Camp Hill, Pennsylvania and has a regional presence in Pittsburgh, Pennsylvania. Founded in 1988, Delta delivers specialized consulting services in community and economic planning, public funding, government relations, real estate development, transportation, and disaster preparedness. Today, our client experience extends from start-up businesses to Fortune 500 companies and includes a strong mix of public, nonprofit, and private clients.

Delta has planned and initiated funding strategies for numerous private- and public sector clients. Our client list includes local and county governments, public authorities, federal and state agencies, regional development organizations, nonprofits and trade groups, institutions of higher education, hospital and healthcare systems, and private and publicly traded corporations. Delta has completed projects in 28 states nationwide and secured more than \$1.9 billion in community and economic development funding for its clients.

Delta's strongest asset is its people – a group of over 30 highly dedicated and knowledgeable professionals who are committed to client service. Delta's vibrant corporate culture has attracted some of the most dynamic and knowledgeable experts in their respective professions. Nearly 100 percent of our professional staff hold postsecondary degrees and almost 50 percent hold postbaccalaureate degrees. Delta has several community planners who maintain membership in the American Institute of Certified Planners (AICP), a national organization that recognizes planners who adhere to a professional code of ethics and standards of planning practice.

Our team combines years of experience working with local government, state offices and federal offices, including agencies such as the U.S. Department of Transportation (USDOT), U.S. Economic Development Administration (EDA), National Parks Service (NPS), Congressional Earmarks/Community Funded Projects, and New York State Agencies. We also understand the importance of stakeholder involvement and work closely with our clients to develop an effective communications strategy involving local, state, and federal officials. These planning and government affairs specialists complement a diverse team of public funding experts, project management professionals, and economic development specialists who work cross-functionally to deliver real solutions for our clients.

POINT OF CONTACT:

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EXAMPLES OF GRANT SOURCES

County of Allegany, New York:

- **Congressionally Directed Spending/HUD Economic Development Initiative - \$425,000 (2024):** The HUD EDI program, through the Congressionally Directed Spending process, provides funding for economic development projects in CDBG-eligible communities. Allegany County was awarded \$425,000 to undertake improvements to its agricultural fairgrounds – a cherished community asset. Delta used its federal lobbying experience and worked closely with the office of Congressman Nick Langworthy to secure the funding as part of the federal budget process.
- **Consolidated Funding Application/Empire State Development Strategic Planning and Feasibility Studies Program - \$100,000 (2023):** The program provides up to \$100,000 to support strategic development plans for a city, county, or municipality and/or feasibility studies for site and facility assessment and planning. Delta assisted Allegany County, New York with securing a \$100,000 award to undertake a comprehensive sewer study of communities through Allegany County.
- **Appalachian Regional Commission (ARC) Infrastructure Investment and Jobs Act (IIJA) - \$1,300,000:** This program provided funding to support the expansion of infrastructure in the Southern Tier West Region of New York State. Working with Allegany County, Delta has assisted in the application for and the administration of these time sensitive funds, ensuring that Allegany County did not lose access to their allocated portion of these funds. These funds were distributed to two projects: a county wide sewer study, and the development of water and sewer infrastructure for a highway-adjacent economic development project.

City of Saratoga Springs, New York:

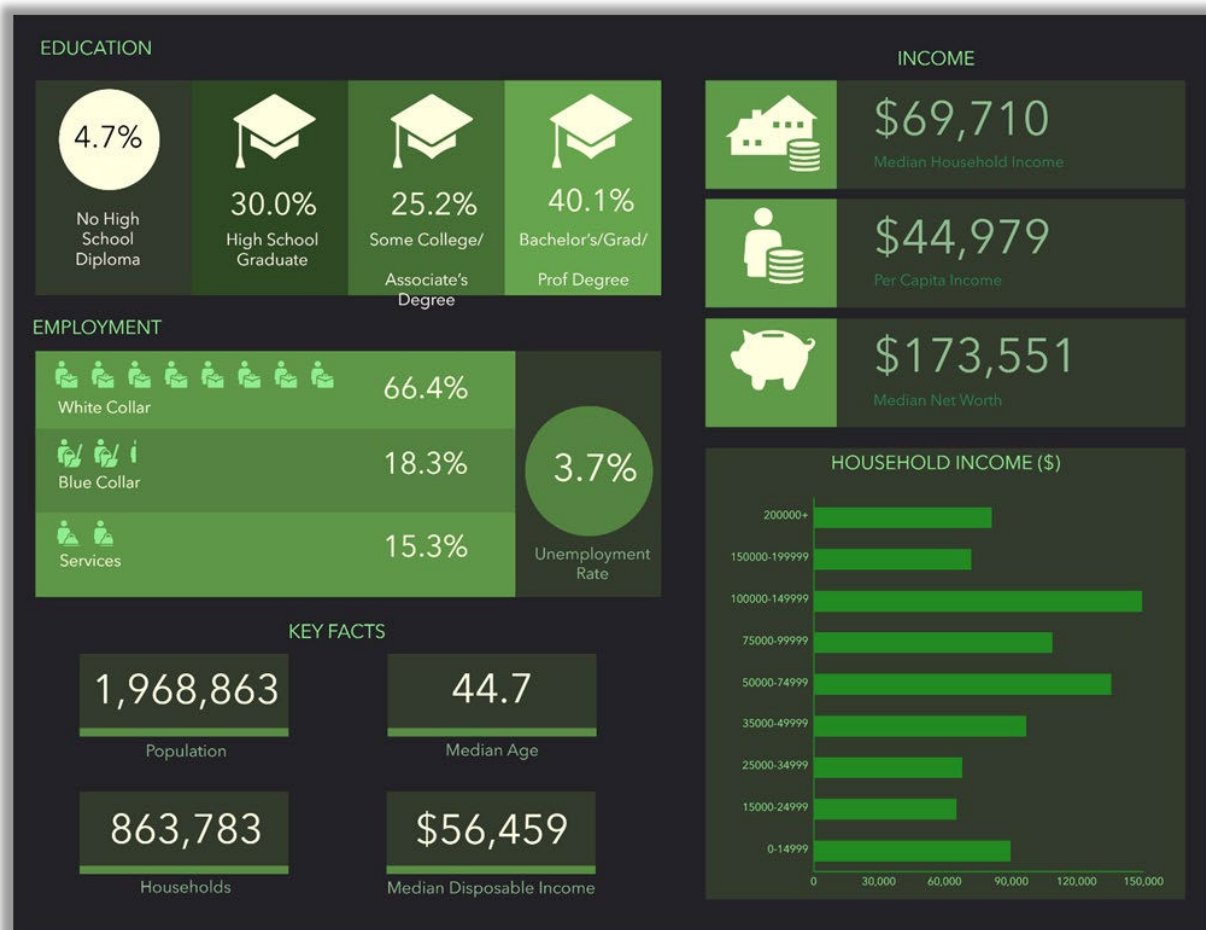
- **Consolidated Funding Application/Parks, Recreation & Historic Preservation Recreational Trails Grant Program - \$30,422 (2023):** The program provides funding to develop and maintain recreational trails and trail-related facilities for both nonmotorized and motorized recreational trail uses. Delta assisted the City with preparing a grant application for its Railroad Run Trail Lighting Project to install pedestrian safety lighting along its thriving Railroad Run Trail.
- **Congressionally Directed Spending/HUD Economic Development Initiative - \$300,000 (2023):** The HUD EDI Program is the same program Allegany County applied to. For the City of Saratoga Springs, Delta assisted in preparing a grant to install a multi-use trail alongside Crescent Avenue, a major route in the City.
- **New York State Department of Environmental Conservation (NYSDEC) Urban and Community Forestry Grants (UCF2) - \$75,000 (2024):** The NYS DEC UCF2 grant is intended to fund tree planting and maintenance in urban and community forests. Delta assisted the City in preparing the grant application to execute the previously planned development of an urban forest, resulting in tree plantings across the City.



DEMOGRAPHIC DATA EXPERIENCE

Demographic data is a key asset to Delta in both the planning and grant writing work Delta completes for our clients. Delta employees are well versed in finding, analyzing, and employing demographic data. Delta uses several data sources to guarantee the most accurate and relevant demographic and industry data is available, including EMSI Lightcast, ESRI Business Analyst, CoStar Market Analytics, Urban Footprint, and ARC GIS. These tools provide us with both spatial and numerical data to fully understand and represent the populations of our clients. Delta commonly uses these data to demonstrate the need for grant funding, assist our clients in planning efforts, develop market analysis, and verify eligibility for funding.

Below is an example of a demographic profile to demonstrate workforce availability, completed for Greene County, Pennsylvania:





SUCCESSFUL GRANT EXCERPT

The following contains two excerpts is from our successful application to the Empire State Development (ESD) Strategic Planning and Feasibility Studies Program:

Excerpt 1: In response to the CFA question regarding project scope:

Project Description. Concisely describe the project, indicating the location, what will be planned, designed, acquired, and/or constructed, the issues/opportunities to be addressed, and expected outcomes and deliverables. Additional details will be collected later in the application process. (1200 Characters)

Allegany County proposes the Allegany County Comprehensive Sewer Study Project (Project) to conduct a thorough analysis of the conditions of existing sewer systems as well as the needs of areas not covered by municipal systems to facilitate economic growth within Allegany County. This study will assess the capability of existing sewer systems, areas best serviced by sewer system expansion, and areas where new systems could be installed. In addition to this analysis, the project will provide pre-engineer for five (5) high-priority sewer projects and create a sewer management plan, thereby preparing the County for future implementation. This project will cover the entirety of Allegany County, with the five pre-engineering sites chosen during the first two phases of the project. There are four Phases to the project, with the expectation that each Phase will have a report. In addition, there will be a website for county residents to track the project progress, a final report encompassing the overall Project findings, and a public presentation of the results.

Excerpt 2: In response to the CFA question regarding highly distressed areas:

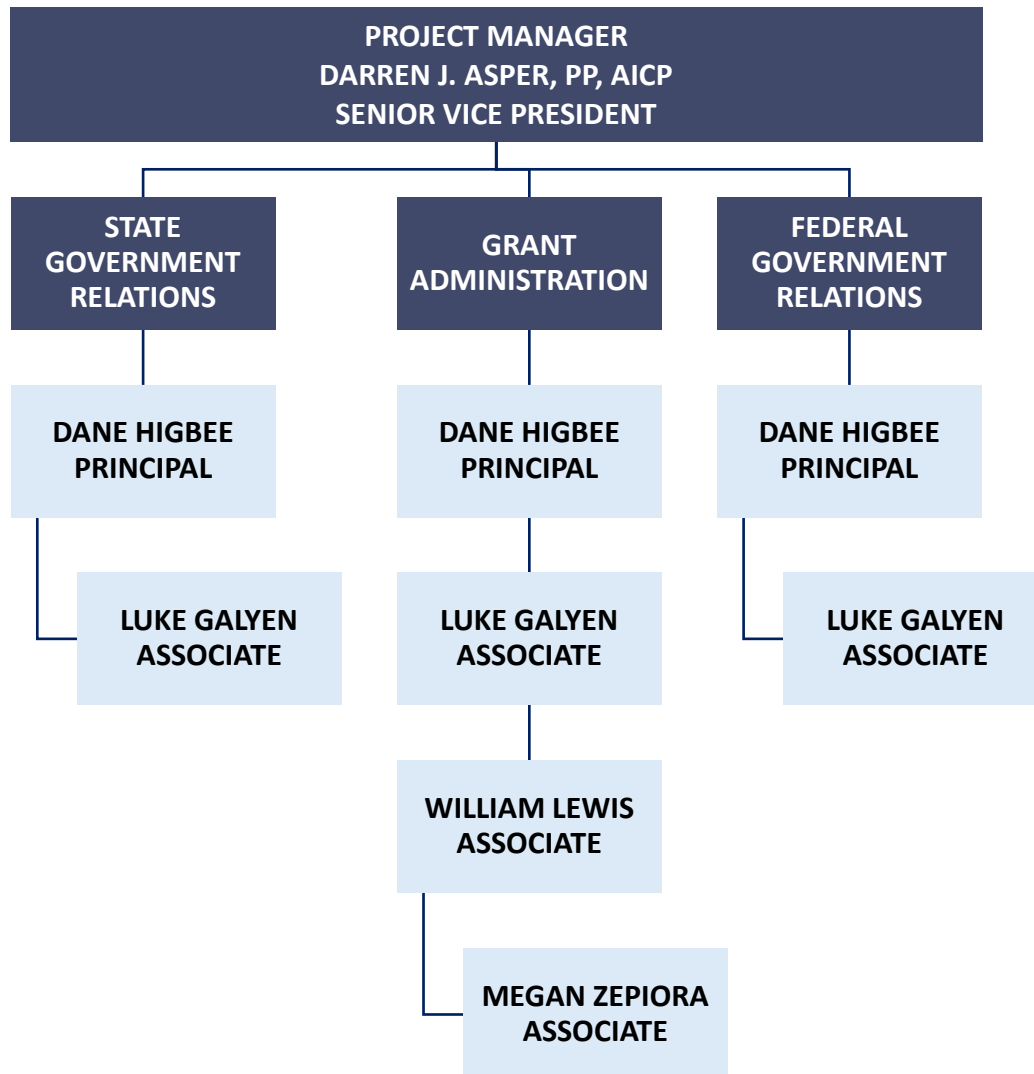
Is the proposed project located in a highly distressed area? If so, please provide information that will help ESD confirm that the area is highly distressed. (1500 Characters)

Allegany County contains three Census Tracts (9506, 9508, 9510) that are designated areas of Persistent Poverty by the federal government. Four Census Tracts in the county are designated as severely distressed by the ESD Distressed Community Map. Residents in Allegany County suffer from lower incomes when compared to the surrounding Economic Region (Allegany, Cattaraugus, Livingston, Steuben, and Wyoming counties in NY and McKean and Potter counties in Pennsylvania) and Upstate New York. According to ESRI Business Analyst, in 2022, Allegany County's median household income was \$50,903. The median household income of its Economic Region was \$56,412, and the median household income for Upstate New York was \$64,802. The United States median household income was \$72,414 during the same period; more than \$20,000 more than that of Allegany County. In addition, in 2022, more than 20% of households in Allegany County had an income of less than \$25,000.

According to the Bureau of Labor Statistics, in 2022, Allegany County had an unemployment rate of 4.0%. This was below the state unemployment rate of 4.3% but was higher than national unemployment at 3.6%. When the Labor Force Participation Rate (LFPR) is considered, the employment situation is more severe. According to the U.S. Census Bureau's American Community Survey 5-Year Estimates, Allegany County had a LFPR of 53.6% in 2021, as compared to 60.2% for NY State and 61.7% for the United States.



PROJECT TEAM





FEE SCHEDULE

Delta proposes a retainer agreement with the Village of Medina for Six Thousand Dollars (\$6,000) per month, plus reasonable and ordinary expenses (such as travel, printing, etc.), for a term of twelve (12) months. As with nearly all of Delta's agreements, either party can terminate the agreement with a 30 day notice.



REFERENCES

THE CITY OF SARATOGA SPRINGS, NY:

Michael Dutre | Office of Planning and Economic Development | Michael.dutre@saratoga-springs.org | 474 Broadway | Saratoga Springs, NY 12866 | 518-587-3550

ALLEGANY COUNTY, NY:

Timothy Boyde, Deputy County Administrator | Timothy.Boyde@alleganyco.gov | 7 Court Street | Belmont, NY 14813 | 585-268-9414

W. Brooke Harris, Chairman of the Board of Legislators | Brooke.Harris@alleganyco.gov | 585-808-8207