

Leveraging Consultants for Grant Writing Support

North State Transit Symposium

Center for Transportation and the Environment

July 12, 2023

About CTE



Who We Are

501(c)(3) non-profit engineering and planning firm



Our Mission

Improve the health of our climate and communities by bringing people together to develop and commercialize clean, efficient, and sustainable transportation technologies



Portfolio

\$1B+

- Research, Demonstration, Deployment
- 100+ active projects totaling \$365m+



Our Focus

Zero-Emission Transportation Technologies

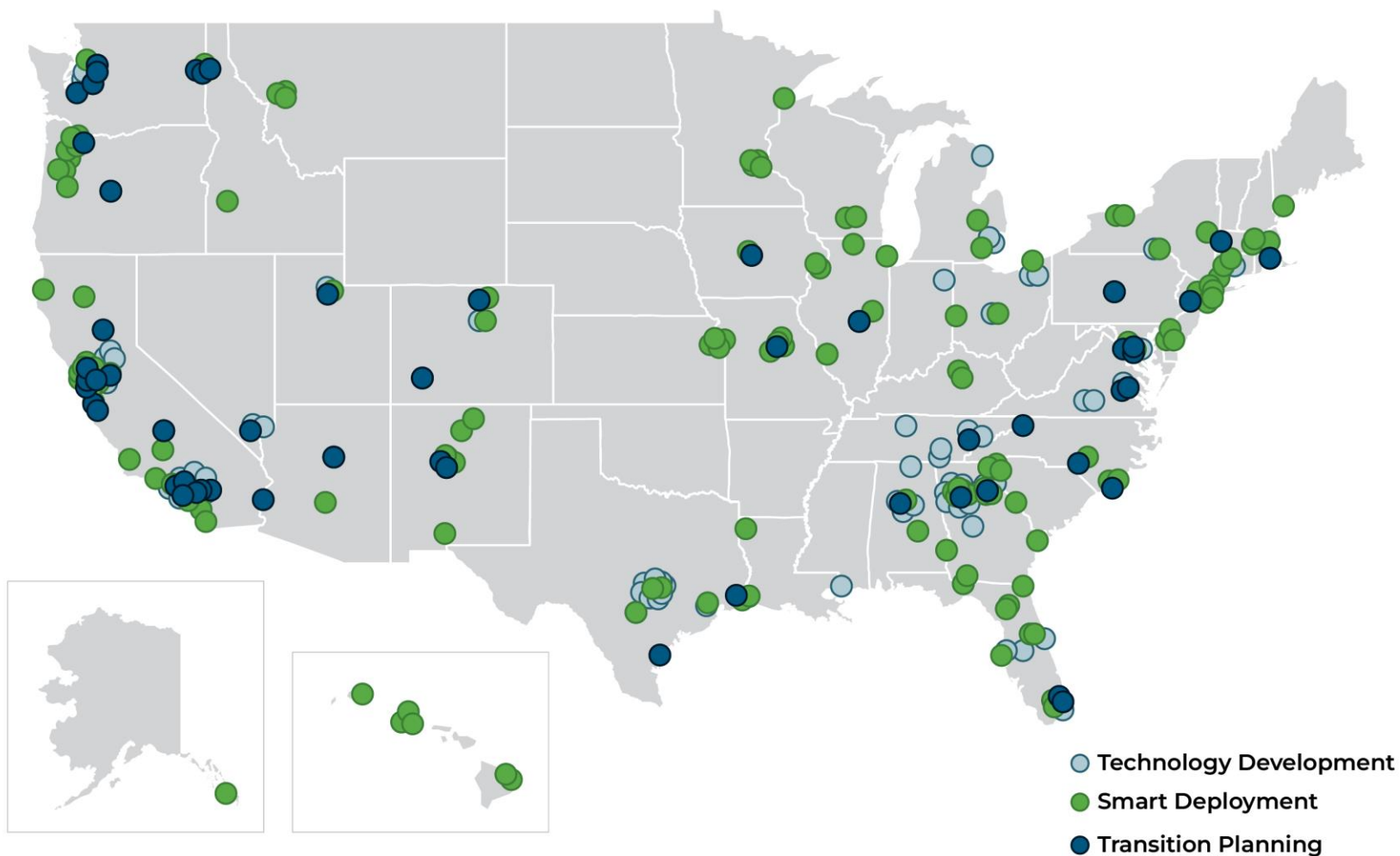


National Presence

Atlanta, Berkeley, Los Angeles, St. Paul

Impact

30 years.
100+ active projects.



What We Do



Technology Development

We support technology providers' cutting edge pilots.



Smart Deployment

We support early adopters with technical solutions.



Fleet Transitions

We help fleet operators develop strategic plans for full-fleet electrification.



Education & Outreach

We help amplify the zero-emission industry's collective voice.



Precommercial



Smart Deployment



Fleet Transition



Education & Outreach

Smart Deployment

We support early adopters by providing the best technical solutions for initial deployments.

CTE has provided technical and management support to more than 100 transit agencies that have either deployed, or will soon deploy, more than 700 zero-emission buses.

Funding Opportunity: FTA Low-No Program

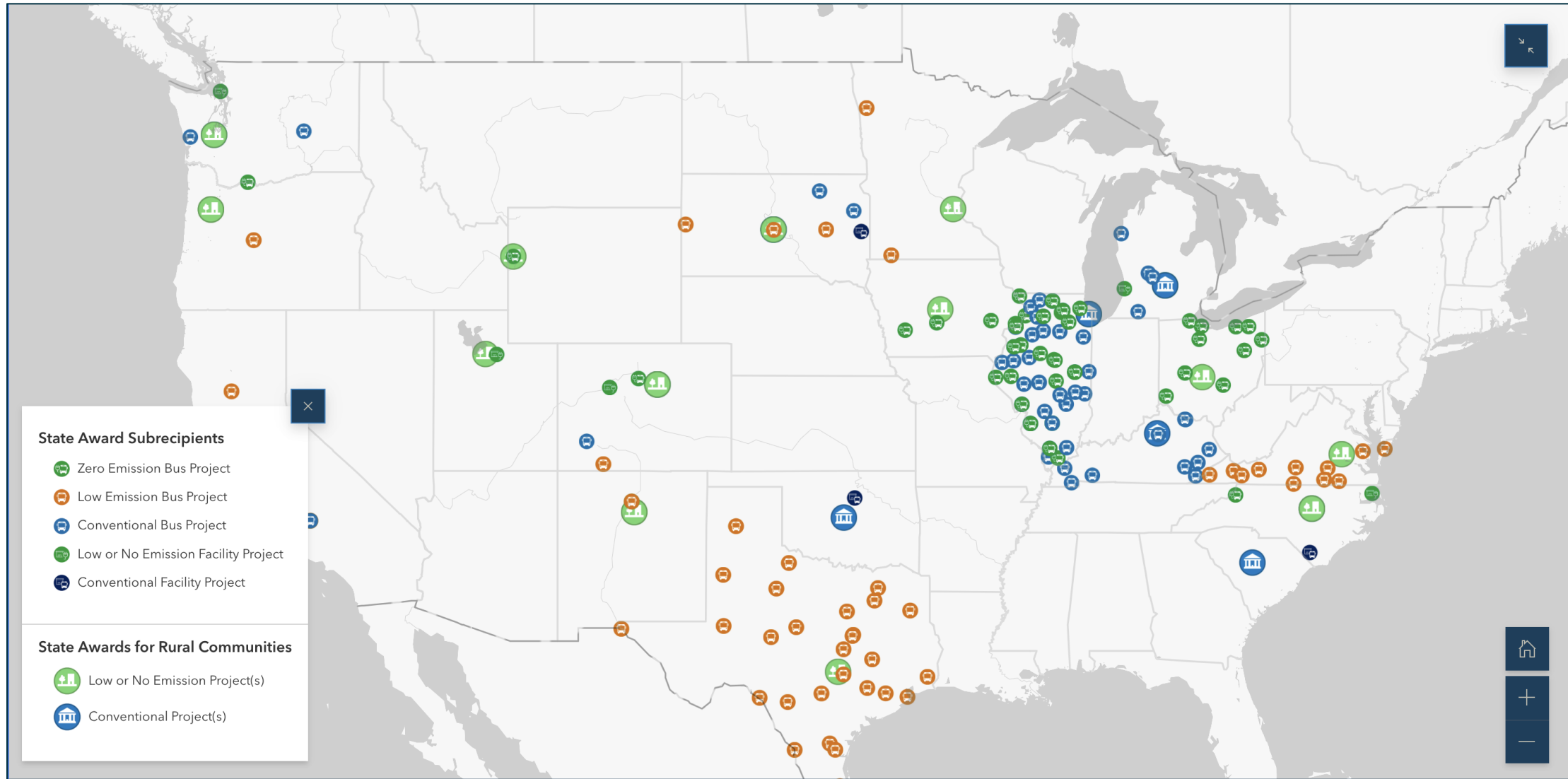
Funds the purchase or lease of U.S build low- or no-emission vehicles and related facilities and equipment

IIJA Expanded Funding over next 5 years (starting FY22):

Program Component	FY 2022 (in millions)	FY 2023 (in millions)	FY 2024 (in millions)	FY 2025 (in millions)	FY 2026 (in millions)
Formula	\$603.99	\$616.61	\$632.71	\$645.78	\$662.20
Buses and Bus Facilities Competitive	\$375.70	\$383.54	\$393.56	\$401.69	\$411.90
Low or No Emissions Competitive	\$1,121.56	\$1,123.06	\$1,124.96	\$1,126.51	\$1,128.46
5339 Program TOTAL	\$2,101.25	\$2,123.21	\$2,151.23	\$2,173.98	\$2,202.56

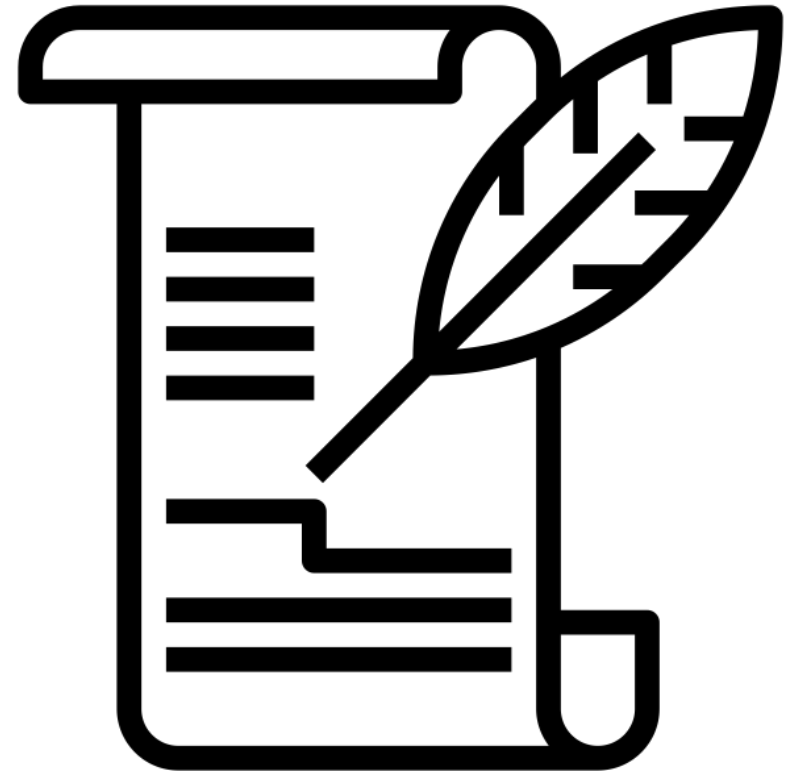
After program adjustments: FY23: \$1.2B in Low-No Funds and \$469M in Bus and Bus Facilities

FY '23 Low-No Awards: Rural and Statewide Awards



Why Use a Consultant for Grant Writing

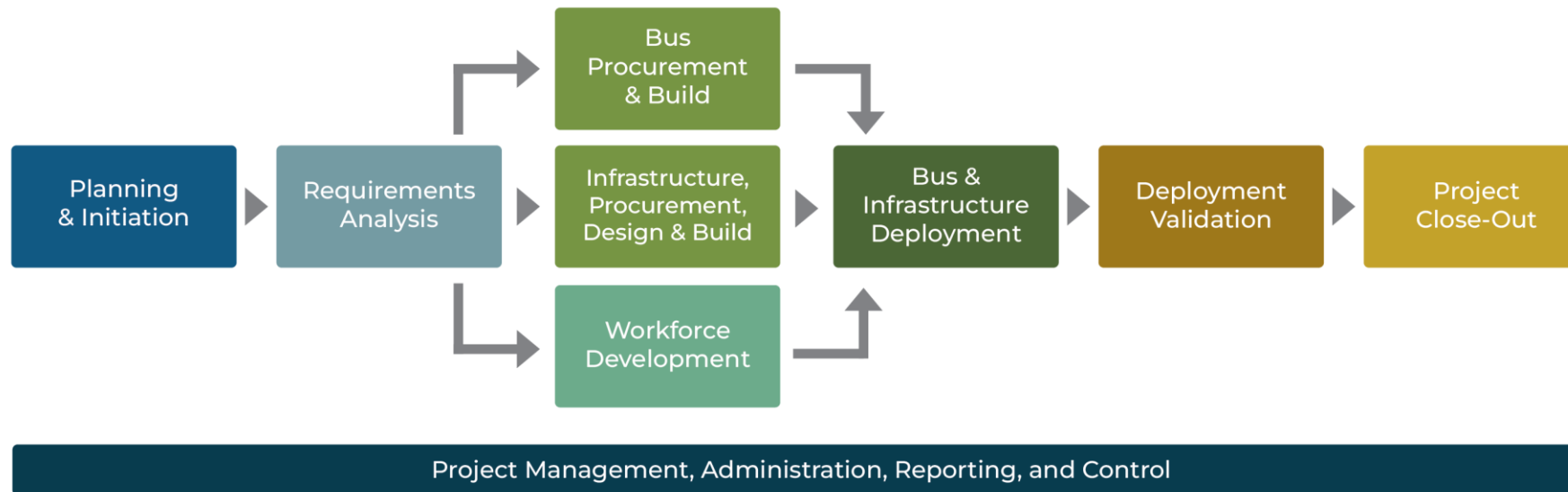
- Professional staff dedicated to grant writing
- Experience responding to a variety of funders
 - Respond to a larger volume of opportunities from a single funder
 - Understand how funders prefer to see responses presented
 - Understand how the funder evaluates proposals
- Established workflows designed specifically for proposal preparation
- Established connections with industry partners



Collaborative Grant Writing

Leverage your knowledge with consultant experience

- CTE offers both grant writing staff along with technical professionals experienced with zero-emission transportation technologies



- Two approaches to grant writing:
 - CTE as a named project partner in the application
 - CTE as an eligible applicant

NCRTD Example: CTE as a Project Partner

FY'20 and FY'21 Low-No Awards

- CTE named in application and serving as technical consultant throughout project
- New Mexico DOT served as prime applicant
- Combined FY'20 and FY'21 award \$7,918,580
- 6 40' BEBs, 4 BE Cutaways, charging infrastructure



FCEBCC Example: CTE as Eligible Applicant

FCEBCC: Innovative 20 Bus Deployment at OCTA & AC Transit

- Funding Opportunity: CARB Zero-Emission Truck & Bus Pilot Commercial Deployment Projects
- CTE formed project team to respond as eligible applicant
- \$46M Total Project Funding
 - CTE Scope: \$675k
- 20 New Flyer XHE 40' FCEBs
 - Run on regular routes in DACs
- 2 Hydrogen Refueling Stations
 - Capable of fueling over 50 buses
 - 33% renewable hydrogen supply



FCEBCC Example: CTE as Eligible Applicant

