



# THOMA

*Development Consultants*

*Partnering with communities for a better tomorrow*



# Thoma Development Consultants



- Founded in 1980
- Located in Cortland, NY
- Staff of 11 professionals
- Grant Development & Planning Team
- Program Management Team

## Types of Grants:

- Community Development
- Economic Development
- Housing (Rehabilitation, New Construction, Homeownership)
- Infrastructure
- Homeland Security/COPS
- Parks, Recreation, Historic Preservation, Arts
- Transportation
- Work Force Development
- Records Management
- Local Government Efficiency(LGE)

# Our Grant Writing Experience

We work with dozens of customers each year, including municipalities, non-profits, and private businesses.

Total funds awarded from successful grants the last 6 years:

- 2019: \$8,671,395 (95% success on CDBG)
- 2018: \$9,541,208
- 2017: \$17,090,210
- 2016: \$22,237,949
- 2015: \$7,408,882
- 2014: \$7,676,862

# Experience: Funding Sources

- Small Cities CDBG
- Home Program
- Restore NY
- EPF
- NYS Archives
- TEP/TAP
- JCAP
- LWRP
- COPS
- Ag and Markets Planning
- EPA/Brownfields
- NY Main Street
- Downtown Revitalization Initiative
- USDA Rural Development
- NY DWSRF & CWSRF
- Local Government Efficiency
- Safe Routes to School
- Urban & Community Forestry
- Preserve America
- Assistance to Firefighters Grant
- NYSCA Decentralization

# Experience: State and Federal Agencies

- US Dept. of HUD
- US EPA
- US Dept. of Interior
- US Dept. of Commerce
- Homeland Security
- Office of Community Renewal
- Division of Housing
- Department of Education
- Department of State
- Office of Parks, Rec and H.P.
- NYSCA
- Department of Transportation
- Environmental Facilities Corp.
- Empire State Development
- NY DEC
- Canal Corporation
- Department of Health
- NYSERDA
- Appalachian Regional Commission

# It's Not the Dollars, It's the Project

- Grant funds should address a pre-determined need
- The end-results of the project should be the focus, not the amount of funds

Before



After



- We believe that the value of research and pre-planning in the grant writing process cannot be underestimated.
- We believe that grant applications should not just be eligible, but competitive.
- We believe that the project should come first, rather than activities being driven by grant opportunities
- We believe that a clear plan to achieving your goals is important for successful projects
- Building a relationship is important to long term success

## Over \$6M in grant funding:

- Rehabilitation of Substandard Housing: 93 units
- New Homeownership: 13 newly constructed homes
- Businesses Assisted: 60 businesses including MAP and 4 CDBG ED
- Improvements to Public Buildings: 2 (library & records room)
- New Village Equipment: 2 (new police vehicle & water filtration system)
- Downtown Façade renovations: 6 buildings
- Downtown Plan: 2 (Including architectural services)
- Infrastructure: 5 (Sewer & water improvements, street construction, drainage)

## THOMA is retained to:

- Research Funding Sources
- Advise the client on regularly-available funding
- Provide an opinion as to potential for award
- Administer projects upon award

*All Work is on a flat fee basis or an hourly rate not to exceed*

# Our Goals:

- Educate our customers on potential grant resources available for specific projects.
- Educate ourselves as to the needs of your community.
- Develop competitive and fundable grant applications that provide a solution to your needs
- Maximize the limited resources available
- Build strong, trusting, long-term relationships with community leaders



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