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Winning Strategies. Proven Track Record.

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National Association of Homebuilders: Federal Sources of Funding Grants & Earmarks Overview

Angie Buckingham Melton, Vice President

Annie Kurowski, Vice President

Valerie Secker, Director

Introductions



Angie Melton
Vice President

- ❖ Provides legislative and strategic advice to clients in health care and non-profit areas that seek opportunities to enhance funding through congressional legislation, federal research and project grants.
- ❖ Former Campaign Consultant and Assistant Treasurer, Lucille Roybal-Allard for Congress and Staffer for Congressman Vic Fazio (CA-4), serving over seven years.
- ❖ Served as a Strategic Consultant and lobbyist for The Margolin Group over 12 years, focusing on California safety net health care providers.



Annie Kurowski
Vice President

- ❖ Specializes in developing grants strategy for clients based on client priorities
- ❖ Develops and hosts trainings on a wide range of grants-related topics.
- ❖ More than 20 years of federal grants and project management experience.
- ❖ U.S. Senate-worked on wide range of domestic policy issues (behavioral health, education, justice).



About McAllister & Quinn

Washington, D.C. based consulting firm

- Founded in 2004, 20 years in business.
- Specialize in providing comprehensive grants consulting, grants training, and strategic government relations services for a wide variety of 200+ clients.

100+

Experienced staff from Congress, government agencies, nonprofits, and colleges and universities

400+

Consultants, subject matter experts, grant writers, coaches, reviewers, and agency specialists

\$15.0B

In competitive grant funding from across a broad spectrum of federal agencies, foundations, and other sources.



Key Accomplishments

~\$5.7B

secured in competitive
grant funding in the
Nonprofit Practice alone

900+

grant applications
developed annually

>\$700M

in congressionally
directed resources
secured for clients since
2018

Federal Grant Successes

- ❖ **\$10.0M** to Affordable Homes & Communities (AHC, Inc.) from HUD for the Green and Resilient Retrofit Program's *Leading Edge* Cohort.
- ❖ **\$50.0M** to the Green and Healthy Homes Initiative (GHHI) from the EPA for the Environmental Justice Thriving Communities Technical Assistance Centers grant program.
- ❖ **\$124.9M** for the Coalition for Green Capital from the Environmental Protection Agency Solar for All (SFA) program. The South Dakota SFA will reduce greenhouse and other air pollutants by increasing the deployment of solar products across the state by providing solar arrays to single family homes. The North Dakota SFA will reduce greenhouse and other air pollutants by increasing the deployment of solar products across the state by providing solar arrays to single family homes. The programs will facilitate grant, tax, and low interest lending to develop solar units for multi-family dwellings.

Federal Grant Successes

- ❖ **\$156.12M** for the Clean Energy Fund of Texas from the Environmental Protection Agency Solar for All (SFA) program. This joint project from the Clean Energy Fund of Texas and the Bullard Center includes a Southeastern Regional Community Solar Network that seeks to engage up to 70 “Minority Serving Institutions” to deploy up to an estimated 172 megawatts of community solar and 84 megawatt hours of energy storage in low income, disadvantaged communities. The universities will use up to 50% of the clean power on site, with the remaining power available to local communities.
- ❖ **\$156.12M** for Puerto Rico Green Energy Trust from the Environmental Protection Agency Solar for All (SFA) program. Puerto Rico Office of Management and Budget will lead a coalition of four other partner organizations to deploy solar and storage systems that will provide financial and resiliency benefits to thousands of low-income and disadvantaged households. The program will reduce greenhouse gas emissions and other air pollutants, deliver benefits to low-income and disadvantaged communities, and mobilize financing and private capital to stimulate the deployment of additional projects. The program will also advance and support workforce development within the solar field and engage residents in program planning and implementation. Given the vulnerability and instability of Puerto Rico's power grid, a major emphasis will be increasing resiliency for delivering power during grid outages.

Congressionally Directed Spending Successes

- ❖ **\$3.0M** to Hope Network Foundation from the HUD account to redevelop affordable housing units.
- ❖ **\$2.2M** to San Francisco Community Clinic Consortium from the HHS to improve both access to care and health outcomes at six community health centers.
- ❖ **\$2.175M** combined to Affordable Homes & Communities (AHC, Inc.) from the HUD Community Development Funds.
- ❖ **\$350,000** to Para Los Niños from the DOL account to support the staffing and program costs for two youth workforce centers providing job training, college assistance, mental health support, and other supports to vulnerable youth.

McAllister & Quinn's Client Services



- ❖ Grants prospecting and intelligence
- ❖ Concept development and project management
- ❖ Professional grant writing services
- ❖ Tailored grantsmanship training
- ❖ Congressionally directed spending project assistance
- ❖ Appropriations advocacy including establishment of new grant programming

Our Grant Process



Analyze clients' programs and funding needs



Create a Strategic Opportunity Inventory



Engage an Expert Grant Writing Team



Align Client Priorities with Grant Opportunities



Collaborate on Initial Project Concepts



Project Manage, Write, Review, & Edit



Snapshot of Grant Opportunities: NAHB/HBAs

Agency/Program	Funding Notes	Funding Level	Expected Deadline
Department of Labor YouthBuild	Pre-apprenticeship services to support education, skills training, employment services to youth 16-24 (justice involved/at risk)	Up to \$1.5M/ 3.5 years <i>25% match required</i>	February 2025
Department of Labor Growth Opportunities (R5) <i>Partnerships</i>	Occupational education/training; mentorship of justice involved youth and young adults	Up to \$5.1M-\$2.0M/ 3.5 years	April 2025
Department of Labor Apprenticeship Building America <i>Partnerships</i>	Strengthen/promote Registered Apprenticeship Programs (RAPs)	Up to \$8.0M/ 4 years	April 2025
Department of Labor Workforce Pathways for Youth <i>Partnerships/BGCA</i>	Expands job training and workforce activities for youth	Up to \$2.0M/ 3 years	May 2025
Department of Justice OJJDP National Youth Mentoring Programs <i>Partnerships/BGCA</i>	Expands evidence-based youth mentoring programs to foster/justice-involved youth	Up to \$30.0M/ 3 years	May 2025
Occupational Safety and Health Administration Susan Harwood Training Grant Program	Training to eligible workers and employers on targeted occupational and safety health topic	Up to \$160.0K/ 1 year	July 2025



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Questions?

