Capitalizing in the Nation’s Capital: 
Matching State and Regional Resources to Administration Funding Priorities

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Overview of Federal Funding Opportunities

• Types of Funding
• Areas of Funding
• Magnitude of Funding
  – 1996-2011 (including stimulus funding)
    • $1,361,887,259,507
    • 4,237,951 Grants
• Focus Here: Federal Discretionary Grants
• Traditional and Non-traditional Grants
Why Federal Grant Funding?

• Provides Needed Services, Public Goods
• Generates Job Creation
• Balances State and Local Budgets
• Very Low Levels of Waste, Fraud, & Abuse
• Satisfies Political Needs
Why Nevada/Mountain West?

• Growing Populations
• Growing State, County Municipal Needs
• Facing Lingering Effects of Recession
• Political Forces Allow Profound Benefits
The Politics of Federal Spending

- The Case for Need
- The Realities of Budgetary Politics
- Congressional Pork & Earmarking
- Presidential Pork & Earmarking
Tennessee Grants Funding, 2007

$1.06 Billion  4100 Grants
Tennessee as a Swing State

+ $60 Million  + 300 Grants
Politics and Realities in the Mountain West Region and Nevada

- Swing States
- Congressional Power
- Substantial Need
- Nevada, the poorest of poor performers
- Nevada, the poorest among swing states
# Nevada: Failure in Leadership & Grantsmanship

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Nevada: Failure in Leadership & Grantsmanship

Additional Facts (2009-2011, non-stimulus)

Grants per capita: Nevada tied for 50th
Grant Dollars per capita: Nevada 49th

Comparing New Mexico and Nevada...

NM receives 101% more grants than NV
NM receives 159% more grants per capita than NV
NM receives 80% more grant $ than NV ($300M)
NM receives 136% more grant $ per capita than NV
What Can Be Done?

• Hard to Change Politics
What Can Be Done?

• Hard to Change Politics—and why would you?

• Proactive Approaches
  – Changing Rhetoric
  – Changing Administrative & Governing Strategies
    • Administration Priorities
  – Changing Culture
    • “We’re not that kind of state…”
Administration Priorities

• Presidential & Cabinet Priorities
• Green Energy Grants
• Community College Grants
• Health Care Innovation/R&D Grants
• Manufacturing Grants
“We’re not that kind of state…”

- Geography vs. Tradition
- Agriculture Grants
- Manufacturing Grants
  - New path forward in federal funding
  - Blends public and private funds
  - Focus on ROI, restructuring, consolidation
  - Examples: Race to the Shop, Make It in America
Summing Up

• Nevada: A child not living up to its potential
• Mountain West: Growing political clout
• Key: Create strategies to capitalize on politics
• Key: Get to know the administration
• Key: Effort & expertise pay dividends
Thank you.

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