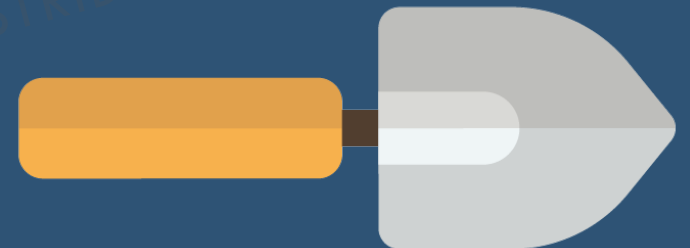




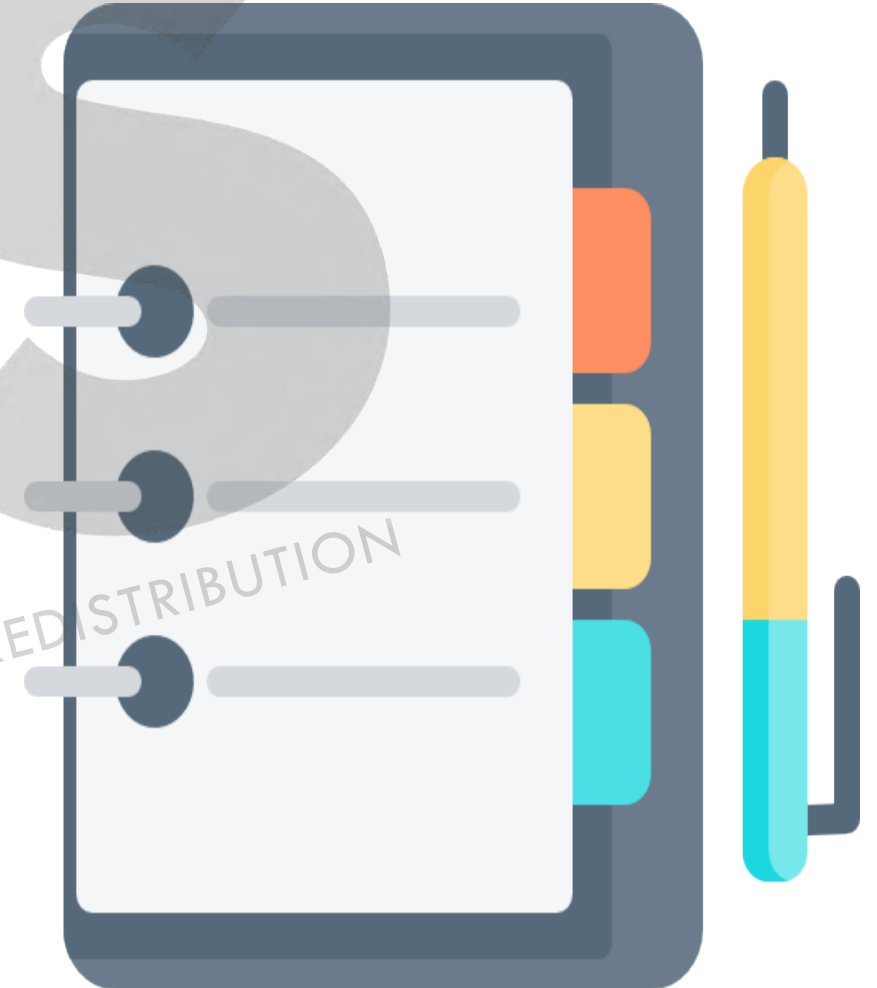
# READY, SET RELIEF



*Securing federal funding  
for shovel ready projects.*

# Agenda

- Presenters & Building Systems Holdings (BSH) overview
- 2021 market trends
- American Rescue Plan overview
- K-12 funding challenges
- State & district funding
- Communication
- American Society of Civil Engineers (ASCE) 2021 report
- Next steps
- Q&A



# Our Presenters



**Arif Quraishi**

President BSH  
CPMI, ICS, Obernel



**Blake Androff**

Signal Group



**Sam Walseth**

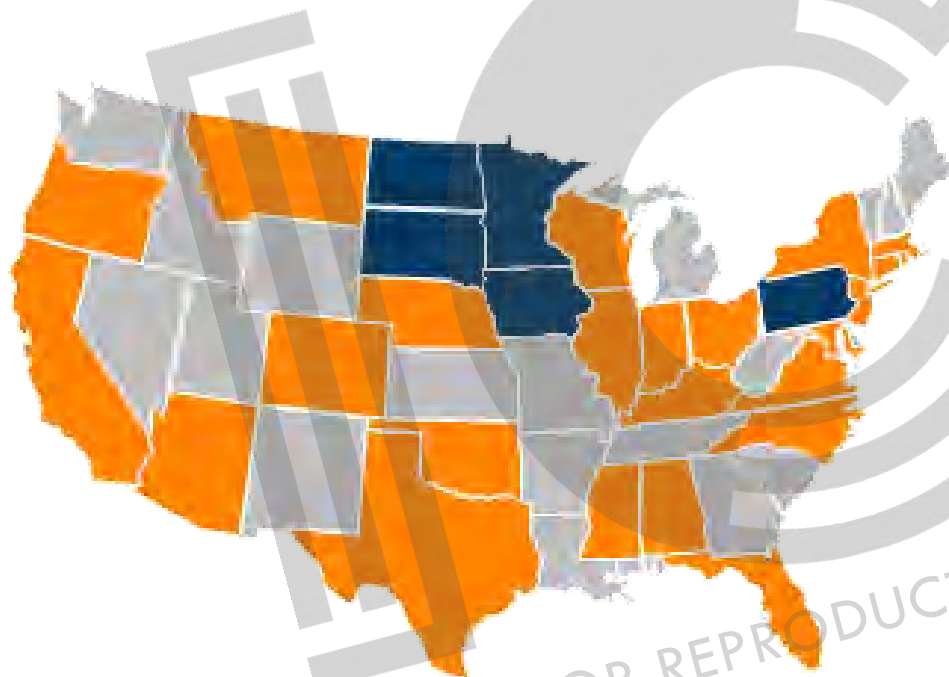
Capitol Hill Associates



**Todd Rapp**

Rapp Strategies

# Building Systems Holdings Overview



BSH Office

Project Experience

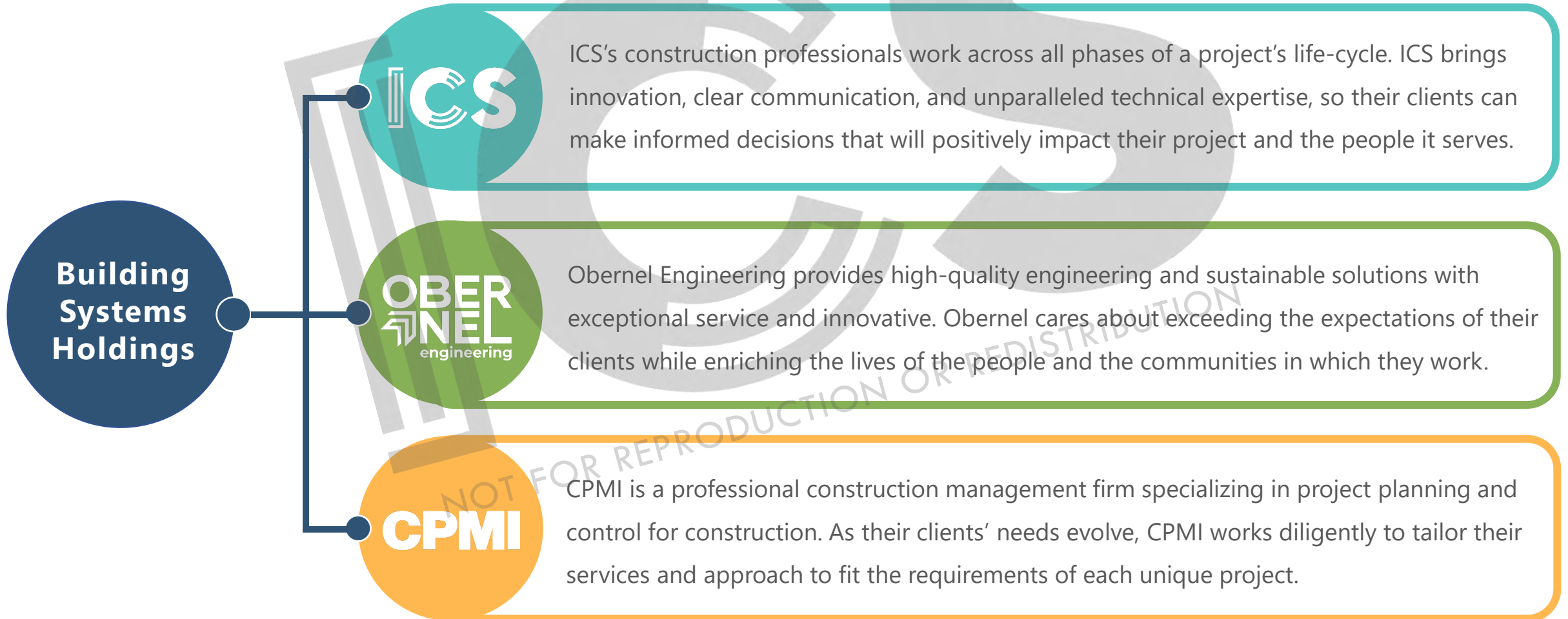
## BSH Team Members

- Professional Engineers
- Project Managers
- Construction Managers
- Commissioning Agents
- Public Private Partnership Funding Experts
- Legal Experts
- Public Relations
- Communications
- Government Relations Consultants

The BSH family consists of 3 companies with over 220 **innovators** working out of **13 regional locations**, including:



# Building Systems Holdings Overview



# 2021 Education Trends (MN)

*Sneak Peak – Embargo March 29th*

- **54%** want school open fully NOW
- **39%** want schools open in hybrid mode

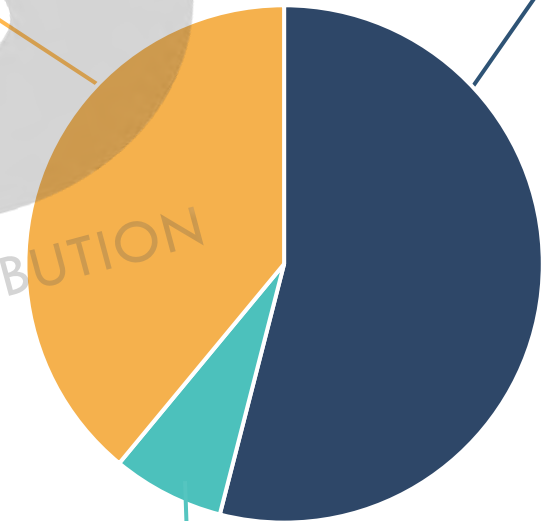
- 
- **51%** rated online learning; good (42%), excellent (9%), poor (14%)
  - **57%** rated hybrid learning; good (48%), excellent (9%), poor (3%)

- 
- **87%** rated quality of education (pre-COVID); good (58%) or excellent (29%)

**39%**  
Hybrid Learning

**54%**  
In-Person Learning

**7%**  
Other



# 2021 Market Trends

- **2021 GDP Growth**
  - Goldman-Sachs - **6.9%**
  - Morgan Stanley - **7.3%**
- **Growth will rival China (first time since 1984)**
- **Unemployment rate**
  - **<5%** - 2021
  - **<4%** - 2022

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# American Rescue Plan

*Biden's \$1.9 trillion economic relief bill*

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# Stimulus & Small Business Relief



**Small Business Assistance**  
\$50.25 billion



**Direct Payments**  
\$1,400/person



**Unemployment Benefits**  
\$300/week

# Aid to Schools & Child Care

**\$125  
BILLION**

K-12 Ready for  
Reopening

**\$2.75  
BILLION**

Private School  
Carveout

**\$40  
BILLION**

Colleges

**\$39  
BILLION**

Childcare Provider  
Assistance

# Tax, Healthcare & State Government Aid

- **2021 Tax Credits**

- Childcare Credit
- Earned Income Tax Credit

- **Health Insurance**

- Subsidize COBRA and ACA support

- State & Local Government Aid: **\$360 billion**

State & Local Aid - **\$325.5 billion**

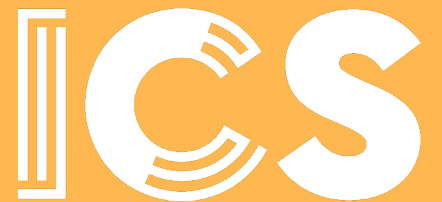
Tribes & Territories - **\$24.5 billion**

COVID Capital Projects - **\$10 billion**

# K-12 Funding Challenges

*Key Challenges & State/District Funding Examples*

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# Key Funding Challenges



**Public Perception**



**Timing & Planning**



**One-Time Cliff**



**Data Gathering**



**Careful Decisions**



**Budget Shortfall Usage**



# Funding Example

## *Aged Boiler System Replacement*

- Estimated cost of a boiler replacement: **\$500,000**
- Estimated energy and operational savings gained: **\$50,000 per year**
- Leverage \$500,000 from **ESSER Funds**
  - Realize **\$50,000 operational savings** in operating budget each year going forward to address other operational issues or toward educational initiatives



*Costs of a boiler replacement will most likely increase by **3-5% per year** into the future.*

# Funding Examples

## *Safety & Security*

- Estimated costs of safety and security improvements: **\$250,000**
- Leverage \$250,000 from **ESSER Funds**
- Improve safety and security for students, staff, and public
- Avoid **\$250,000+** from current or future operating budget



*Costs of safety and security improvements will most likely increase by **3-5% per year** into the future.*

# State Local K-12 Funding (ARP)

	Iowa	Minnesota	North Dakota	Pennsylvania	South Dakota
State Fiscal Relief	\$1.6 billion	\$2.9 billion	\$1.388 billion	\$7.4 billion	\$1.3 billion
Local Fiscal Relief	\$1.1 billion	\$1.986 billion	\$258 million	\$4.9 billion	\$291 million
K-12 School Relief	\$803 million	\$1.373 billion	\$314 million	\$5.1 billion	\$392 million

# District Funding Examples

The K-12 dollars are to be distributed through the Title 1 formula and districts with concentrated poverty.

School District	Enrollment (AADM)	ESSER 1 Funding (Est.)	ESSER 2 Funding (Est.)	Total ESSER Funding (1 & 2)	Per AADM	% of total Student Count	% of ESSER Funding 1 and 2	ESSER 3 Funding (Est.)	Total of All ESSER Funding
Burnsville Public School District	7,984	\$1,296,393	\$5,439,854	\$6,734,247	\$844	0.93541%	1.02788%	\$12,518,689.12	\$19,254,936.12
Staples-Motley School District	1,026	\$278,583	\$1,168,976	\$1,447,559	\$1,411	0.12021%	0.22088%	\$2,690,153.89	\$4,137,712.89
Rockford Public School District	1,552	\$118,163	\$495,830	\$613,993	\$396	0.18183%	0.09369%	\$1,141,048.94	\$1,755,041.94
ISD 318	3,834	\$574,439	\$2,410,428	\$2,984,867	\$779	0.44919%	0.45546%	\$5,547,097.96	\$8,531,964.96

*\*\*These estimates have been calculated based on Tier 1 model.*

# Communications

*Communicating to your community members*

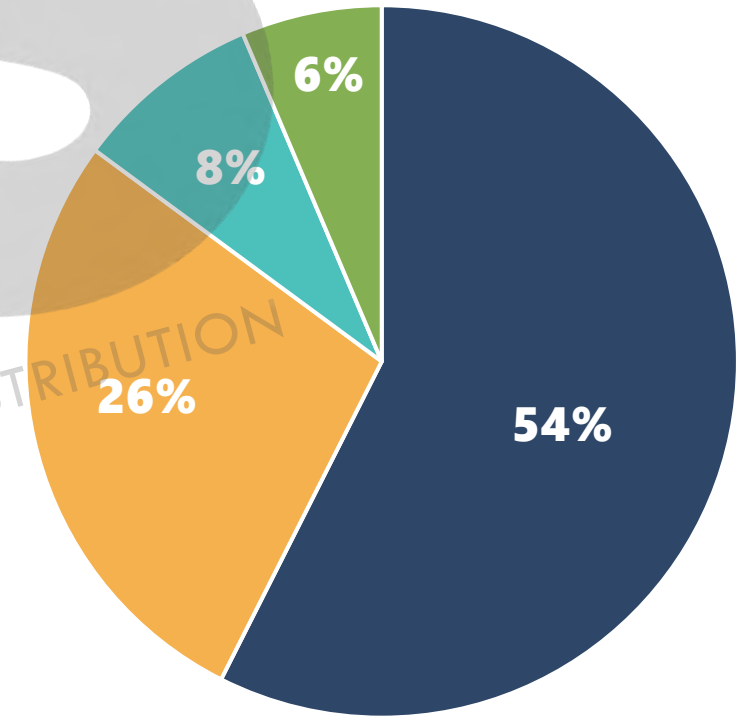
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# What Do You Believe The Pandemic Has Proven About Education?

- Need daily interaction with Teachers – Strongly Agree **(54%)**
- Need daily interaction with Teachers – Agree **(26%)**
- Need less in-person time – Agree **(8%)**
- Need less in-person time – Strongly Agree **(6%)**



*Morris Leatherman and Rapp Strategies survey of 800 Minnesota adults. Conducted February 17 – March 4, 2021.*

# Unique Opportunity for Re-Engagement

- **Funding for priority investments**
  - All districts: Technology, health/safety, classroom flexibility, security
  - You also have unique local needs
- Renew relationships with key community partners
- Involve parents and staff in prioritization
- News that doesn't require the words "virtual" or "hybrid"



# How Should You Communicate?

- **Goal → Plan → Implementation → Results**
- **Start early:** build understanding of the why and the how
- Identify a theme for your investments
- Equip teachers, principals, PTO leaders, coaches, and booster clubs with information

**District planning**  
- *Establish clear criteria*

**Application process**

**Dedicate space on your website, newsletters, during school board meetings**

# Avoiding Risks

## **Risk 1: This is one-time money**

Take care to keep the discussion separate from your need for operating dollars.

## **Risk 2: Dollars get spent three or four times**

With a clear process to identify and prioritize projects, you can manage and focus expectations.

## **Risk 3: Divided school boards**

Take the time needed for a full discussion and unanimous buy-in.

# ASCE 2021 Report

*2021 Infrastructure Report Card*

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# American Society of Civil Engineers (ASCE) 2021 Report

- **2021 Infrastructure Report Card**

- **53%** of schools need to upgrade ventilation
- **33%** have capacity issues
- National funding gap **\$38 billion/per year**

- **Current state gaps:**

- MN: **\$818 million**
- PA: **\$1.41 billion**
- ND: **\$162 million**
- SD: **\$125 million**
- IA: **\$499 million**



## 2021 Infrastructure Report Card

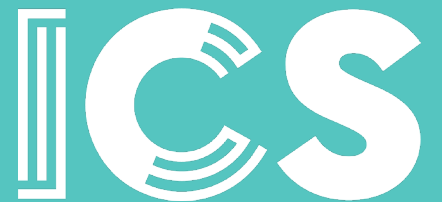
- **53%** of schools need to upgrade ventilation
- **33%** have capacity issues
- National funding gap **\$38 billion/per year**

**D+**

# Next Steps?

*Meet the program team and learn about our upcoming webinars*

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# Program Office



**Karen Klein**  
Program Manager



**Blake Androff**  
Federal Stimulus Consultant



**Sam Walseth**  
Legislative Expert



**Pat Overom, PE**  
Infrastructure Expert



**Jeremiah Christensen**  
Infrastructure Expert



**Todd Rapp**  
Communications Expert



**Andy Faulkner**  
Procurement Expert

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# Upcoming Webinar Topics



/ HOUSE IN ORDER

/ FLOW OF FUNDS

/ LEVERAGING FUNDS FOR  
MULTIPLIER EFFECT

/ TIMELINE OF EXPENDITURES





Q&A





A network diagram background with various colored nodes (teal, orange, dark blue, light green) connected by thin black lines. A large, faint 'ICS' logo is visible in the background.

# Stay Connected with ICS

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The ICS logo, featuring the letters 'ICS' in a bold, dark blue, sans-serif font. The 'I' is stylized with a vertical bar on its left side.