



## Recession-Proofing Your System's Finances



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# Brief MTA Background



- Directly operate MB, DR, Para, IEB, DFR
- FY23 Annual Budget of just under \$10M
- Also directly operate school, charter, wedding, & livery
- NH has no sales or income tax nor levies/ballot initiatives

So how do we sustain local match?

- To find out...just stand up!

# Start Early



## It's never too soon to engage

- Grant windows often don't align with local budget cycles.
- Reaching out early in the process can have a positive impact on elected officials positions and level of knowledge
- It's far easier to explain the benefits of transit before incorrect information takes hold
- Traditionally, capital is easier to source local match for as it's one time money and can better leverage revenue surpluses without impacting future budgets.
- If you're looking for operating match, is it new service? If so, where did the demand and design generate from?

# Get Creative



## Remember, FTA rules apply to FTA funded service

### Public Options

(Varies by State)

#### DOT

**Voter approved initiatives**

Annual town/city budgets

**Braiding (parking)**

Toll credits

**Flexed funding**

Replacement funding for a win/win (trash cans).

**School districts**

Enterprises (airport, unemployment, social safety net programs)

### Private Sector

(Can be long term or one time funding)

Developers (in lieu of parking)

**Employers**

Colleges/universities

**Partner with PR**

**campaigns (environment for example)**

Bundle with advertising

**Health care providers**

Events/shuttles/weddings

**Route anchors**

### Non-Profit

(Transportation is often a barrier for mission)

Seemingly unrelated grant projects w/ a transp barrier

**Estate planning**

Demo projects/pilots

**Transit to Trails**

Incremental for greener buses

**Downtown districts/ CoC**



# Set Realistic Expectations



## Local vs State vs Federal

Funding impacts vary at each level. A “small” FTA grant, even at 80/20 split levels may still require a “huge” local match for small communities.

Phased projects can be a useful way to stretch funding and reduce local match requirements in a given fiscal year but ensure that doesn't harm viability.

Be present! You will be amazed how many opportunities for new partnerships will appear from seemingly unrelated places. We're all busy but you have to make the time and consider using some of the funding for staff if there isn't time!!!

Be willing to compromise. Maybe you have priority A, B, & C but the only funding is in support of C. Take the win rather than obsess over A & B!