



ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES  
California, Orange County Chapter

# FOLLOW THE MONEY

*Educational Workshop*

*February 2, 2024*

# THANK YOU, WORKSHOP SPONSORS



# Presenters



**Chris Mockus, PE**  
Sr. Vice President  
Infrastructure West



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Chief Executive Officer



## Audience

- Years of Experience?
- Type of Projects engaged?
- Who here represent a Small Business'?



# Objectives

- **Understand how government funding translates into pursuits**
  - For career growth, this is critical to becoming a strategic 'seller'
  - If you are staying technical it's critical to understand how to stay within budget to be a good partner to the client
- **Small Business - Understand the importance of short term (12-24 mo.), mid term (36 – 60 mo.), long term (72 – 120 mo.)**
  - Build pipeline and stay focused on pursuits
  - Value to small business to bring information on project status and funding



## Knowing the Phases of the Project

- Feasibility Study / Identify the Need
- Environmental / Project Report
- Design
- Construction

Why is knowing the phase important? Allocation of funding in many cases is tied to the phases of the project and because of this can impact the choices an agency makes on what delivery method to use.



## Who funds what types of infrastructure projects?

- Roads/Freeways/Bridges
- Water
- Commercial Buildings
- Residential (Housing)
- Industrial Buildings
- Aviation
- Transit
- Passenger Rail
- Freight
- Ports



# Overview of how transportation is funded in California

Transportation Funding in California 2023

## A SIMPLIFIED OVERVIEW OF FY 2023-24 TRANSPORTATION FUNDING: CHART 1\*



Note: SB 1 established new revenue mechanisms and rate increases (see narrative on pages 10 and 12 and Chart 3). This portion of the diagram only signifies newly created fees based on the passage of SB 1 (2017). Revenues from these fees are allocated to state entities and programs.

\* This document includes some but not all budget and accounting information. For more information on budget or accounting see <https://dot.ca.gov/programs/budgets> and <http://www.ebudget.ca.gov>.

\*\* State base excise tax also pays for the Aeronautics Account.





# Federal

- President + Congress creates national policies and allocating funds to state for transportation network
- The US Department of Transportation (US DOT) implements and enforces regulation and allocates funds to state, regional, tribal, and local agencies

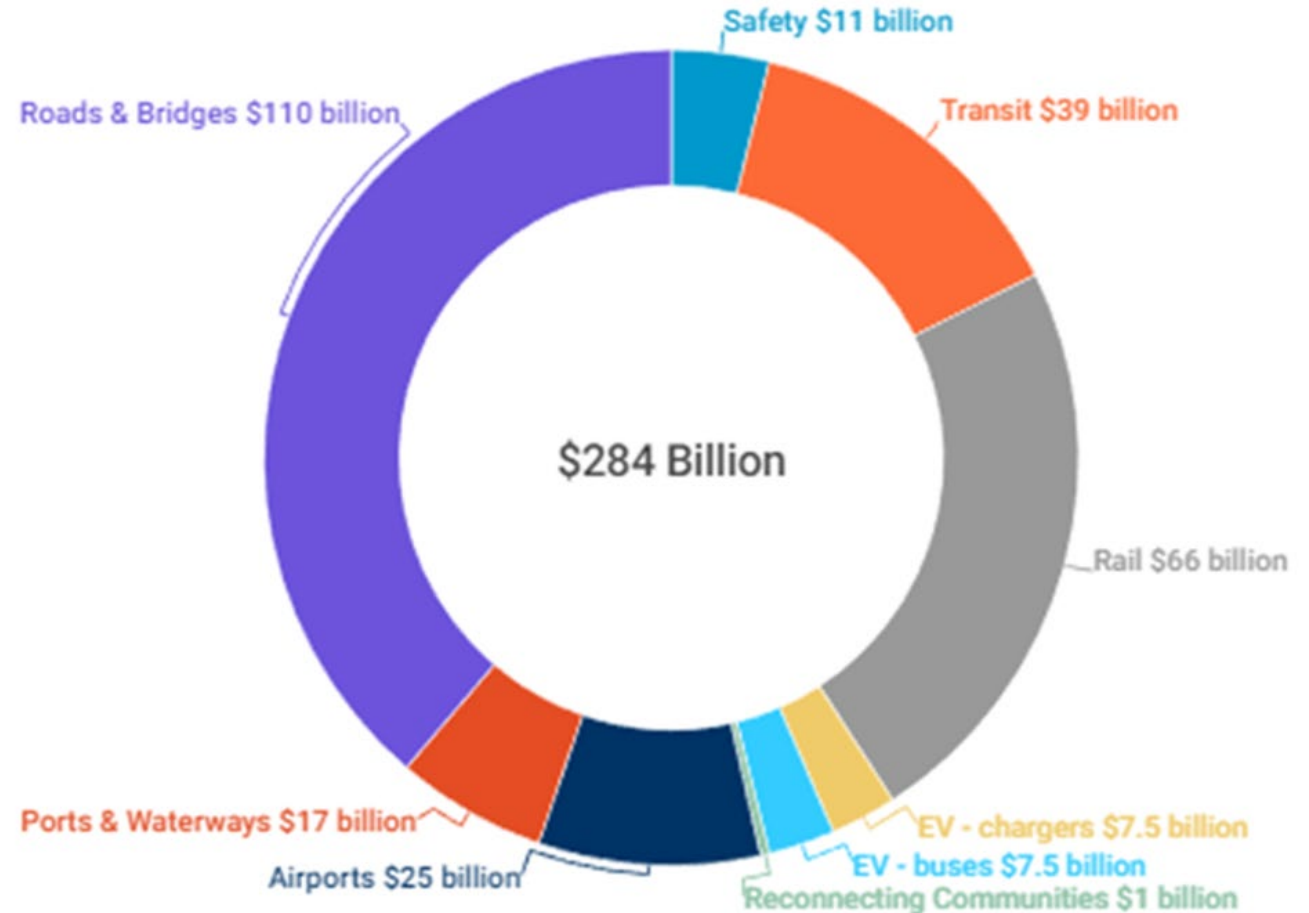
## Composed of agencies such as:

- Federal Highway Administration (FHWA)
- Federal Transit Administration (FTA)
- Federal Railroad Administration (FRA), and more



## Infrastructure Investment and Jobs Act (IIJA)

“The \$1.2 trillion infrastructure bill is notable both for including Congress’ most significant effort to address climate change, and its general failure to make fundamental changes to a transportation program that’s responsible for massive increases in transportation emissions, worsening state of repair, unequal access to jobs, and increasing numbers of people killed on our roadways.”



# CALIFORNIA



**California State Legislature** The Legislature promotes its transportation initiatives and spending priorities by establishing policies and financial resources through state statutes such as the Revenue and Taxation Code, the Streets and Highways Code, and the Government Code. The Governor and Legislature appropriate funds for the transportation network through the annual budget. The Legislature has the authority to designate transportation resources statutorily. For more information visit: <http://leginfo.legislature.ca.gov>.

**California State Transportation Agency CalSTA's** mission is to “develop and coordinate the policies and programs of the state’s transportation entities to achieve the state’s mobility, safety and air quality objectives from its transportation system.” CalSTA oversees the Board of Pilot Commissioners, California Highway Patrol, CTC, Caltrans, Department of Motor Vehicles, New Motor Vehicle Board, HighSpeed Rail Authority, and the Office of Traffic Safety.

**The California Transportation Commission (Commission)** is an independent public agency. Commission is primarily responsible for: Programming and allocating transportation funds used in the construction of highway, intercity passenger rail, active transportation, aeronautics, and transit improvements.

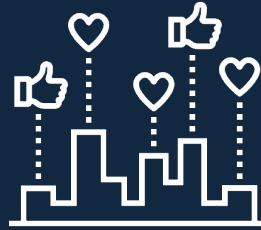
Advising and assisting the Legislature and the California State Transportation Agency Secretary on transportation policies and programs.

# REGIONAL AGENCIES



**MPOs, RTPAs  
Local Gov't.**

The MPOs, RTPAs, and local governments maintain public streets and roads and allocate resources to the SHS. These entities collaborate with federal and state agencies to meet transportation mandates and implement the objectives of policymakers on behalf of the public



**Self Help  
Counties**

Administers  
sales tax  
measure



**County Transp.  
Planning  
Commission**



**Can you provide an example of an MPO, RTPA or Self-Help County?**



# REGIONAL AGENCIES

**Metropolitan and Regional Planning Organizations** there are 18 MPOs in California with populations greater than 50,000 people. There are 26 RTPAs with populations less than 50,000 people.

These regional agencies are responsible for planning, coordinating, and administering federal, state, and local funds that enhance their region's multimodal transportation network. Each agency is responsible for developing:

- An overall work program (an annual document).
- A regional transportation plan (a 20-year planning and programming document).
- A regional transportation improvement program (a 5-year financial document) that is included in Caltrans' State Transportation Improvement Program.

# REGIONAL AGENCIES



## Self-Help Counties

Self-help counties" in California refer to counties that have chosen to generate their own funding for transportation projects through local sales tax measures or other revenue sources. These counties have decided to take initiative in funding transportation improvements beyond what is provided by state and federal sources.

Some of the self-help counties in California include [Los Angeles County](#), [Orange County](#), [Riverside County](#), [San Bernardino County](#), and [Santa Clara County](#), among others.

These counties have demonstrated a commitment to investing in transportation infrastructure and services to meet the needs of their growing populations and support economic development.



# REGIONAL AGENCIES

## County Transportation Commissions and Authorities

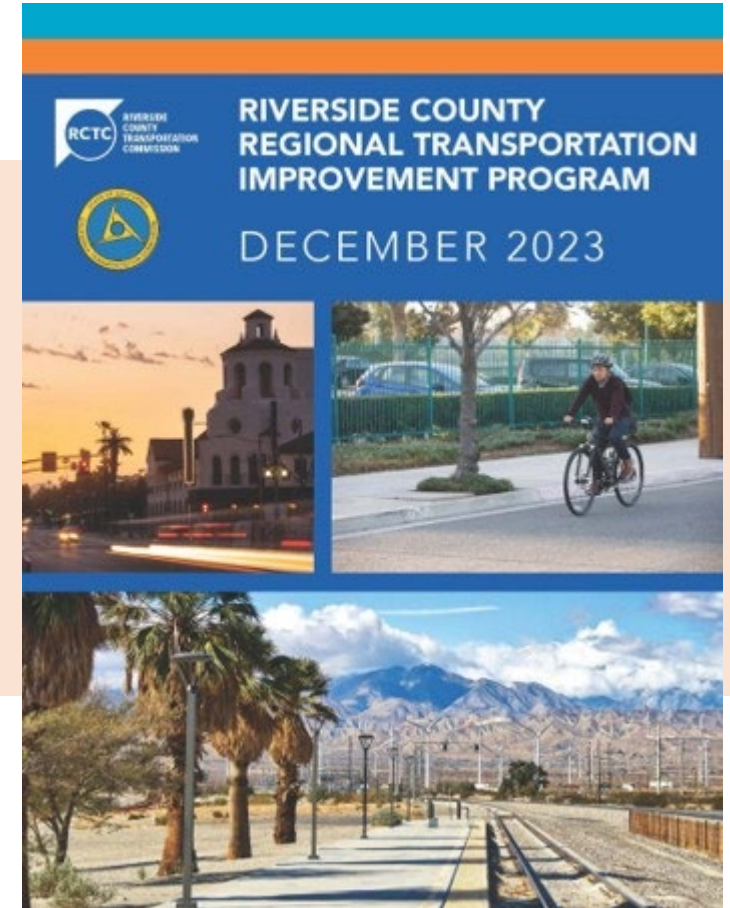
### Funding Allocation:

Allocates local, state, and federal funding for transportation projects and programs in Orange County. This involves prioritizing projects based on factors such as congestion relief, safety improvements, environmental sustainability, and economic development.

### Planning and Coordination:

Responsible for planning and coordinating transportation projects and services throughout the County. This involves collaborating with local governments, agencies, and stakeholders to develop comprehensive transportation plans that address the county's evolving needs. **Examples include OCTA, LA Metro, Riverside County San Bernardino County.**

# EXAMPLES OF VARIOUS PLANS





# WHAT DO YOU DO WITH THIS INFORMATION?



**CHASE THE MONEY TO BUILD  
THE PIPELINE**



**HELP OWNERS FUND THE FULL  
LIFECYCLE OF A PROJECT**



**MANAGE PROJECTS TO THE  
BUDGET FUNDED**



**ADVOCATE FOR TRANSPORTATION  
FUNDING AND INFLUENCE LEGISLATION**



# ACEC &

## FOLLOW THE MONEY

- Access to decision makers and policy makers
  - Board of Directors
  - Committees
  - Participation in Events
    - National
    - State
    - Local
- ACEC provides Legislative Briefs. Specific focus on the status and potential ramifications of impending state government actions.

# How ACEC Advocates and Support Transportation Funding In California

- **SB1/No on 6** - In 2017, ACEC California was a strong supporter of [Senate Bill 1](#) (SB 1), the recent transportation funding package, providing \$5.2B in annual funding for transportation infrastructure and road/bridge repair. In 2018, ACEC California continued the fight to protect this vital source of funding for California's transportation infrastructure, by contributing \$430,000 from ACEC California PAC and \$225,000 from ACEC Minutemen Fund to the [No on Prop 6](#) campaign to avoid a reversal of SB1. ACEC California also coordinated to raise an additional \$2.6 million from design firms, who all helped with the successful defeat of Prop 6.
- **Defeated Prop 53** - ACEC California actively advocated against and contributed \$125,000 to defeat Prop 53, which would have required statewide voter approval for infrastructure revenue bonds over \$ 2 billion, creating major logjams for large California infrastructure projects and a regional divide in approval.
- **Resisting the Subjection of Local Projects to State Approval** – [AB 1778](#), [AB 2237](#), and [AB 2438](#) each would have subjected transportation projects – regardless of funding source, whether local, state, or federal – to burdensome and often contradictory state environmental goals, which, if not met, would result in the project being unable to proceed. This is unacceptable given that these projects were guaranteed to voters under state and local ballot measures. ACEC California was successful in stopping these initiatives

## How ACEC Advocates and Support Transportation Funding at the Federal Level

- **IIJA and Implementation** – ACEC California advocated for the passage of the Infrastructure Investment and Jobs Act (IIJA). This federal package was signed into law in 2021 and requires handholding to ensure the efficient expenditure of federal monies by state and local agencies. This effort led to nearly \$40 billion in funding for state transportation.
- **PPP Loans/FAR Credits Clause** – In 2022, proactive engagement with Caltrans on the development of their PPP loan forgiveness policy. Our efforts helped to ensure that the guidance issued provided clear direction to firms with feasible application. In 2023, ACEC National was able to include language in Senate legislation to fund USDOT programs that seeks to ease compliance for firms with PPP loans that are still impacted by the FAR credits clause.
- **Federal Tax Plan Passthrough Exemption** – With grassroots help from ACEC California, ACEC national secured language in 2017 that enabled passthrough to qualify for the new 20% tax deduction created for passthrough businesses. Initially the House and Senate has proposed to exclude professional services industries – doctors, lawyers, accountants, architects, and engineers – but we were able to persuade lawmakers to remove A/E firms from that excluded category. This can possibly save firms hundreds of thousands of dollars.



# Helpful Resources

## STATE PROGRAMS

[Active Transportation Program \(ATP\)](#)

[Bike Program](#)

[Port and Freight Infrastructure Program](#)

[Priority Legislative Budget Project \(PLBP\) Program](#)

[Safe Route To School Program \(SRTS\)](#)

[SB1](#)

[State Transportation Improvement Program \(STIP\)](#)

[Transportation Funding in California 2023](#)

[California Transportation Commission | CTC](#)

## FEDERAL PROGRAMS

[Coronavirus Response and Relief Supplemental Appropriations Act\(CRRSAA\)](#)

[Community Project Funding/Congressionally Directed Spending \(CPFCDs\)](#)

[Bipartisan Infrastructure Law - FHWA | Federal Highway Administration \(dot.gov\)](#)

[Highway Infrastructure Program \(HIP\)](#)

[Intelligent Transportation Systems Program \(ITS\)](#)

[Local Highway Safety Improvement Program \(HSIP\)](#)

[Multimodal Project Discretionary Grant \(MPDG\)](#)

[Promoting Resilient Operations for Transformative, Efficient, & Cost-saving Transportation \(PROTECT\)](#)

[Safe Streets and Roads for All \(SS4A\)](#)

[Sec 130 Railroad-Highway Grade Crossing Hazards Elimination Program](#)

[Strengthening Mobility and Revolutionizing Transportation \(SMART\) Grants](#)



**Q&A**

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