



Manufacturing MONEY

Funding Your Success!

KMS Funder Webinar

March 14, 2023

Lakeview Consulting's Purpose

Ensuring Economic Prosperity for Current and
Future Workers

Lakeview Consulting's Mission/Vision

Accelerating growth/innovation by providing
resources to the U.S. manufacturing and
technology communities

Who Do We Help?

Manufacturers

Educators

Technology Companies

Trade Associations



It All Started with Manufacturing!

- Over 25 years in manufacturing
- Obtained over \$100M in funding for our clients
- 3 research and writing grant professionals
- The only grant writing firm focused on manufacturing

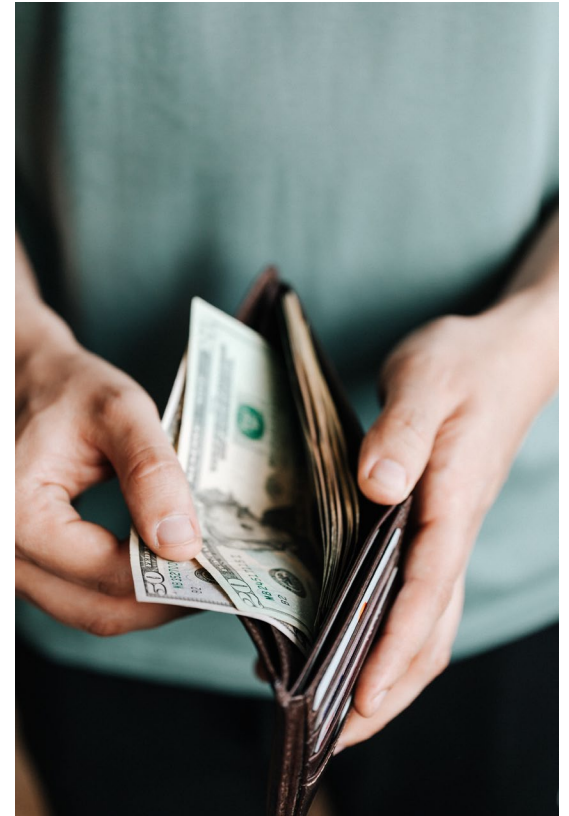


Agenda for Today

- **What** is a Grant?
- **Where** Can Manufacturers Find Grants?
- **What** Is the Grant Landscape for Manufacturers?
- **How** Do Manufacturers Access Funding?
- **How** Can We Help (Our Partnership with KMS)?

What Is a Grant?

- Doesn't Need to be Repaid *
- Funding Provided to Achieve Outcomes
- Agreement Between the Funder and the Recipient
- Typically Provided Prior to Project Initiation
- Range in Size
- Constantly Changing Landscape



Where Can Manufacturers Find Grants?

- **State**
 - Fund Various Outcomes
 - Training Grants
 - Equipment
 - Innovation
 - Recycling
 - Infrastructure
 - Typically Found on State Economic Development Website (Not Easily!)

Where Can Manufacturers Find Grants?

- **Federal**
 - Pass Through Programs
 - Trade Adjustment and Assistance Center (TAAC) Funding
 - To mitigate effects of trade
 - USDA Rural Energy for America Program
 - Solar, wind, grants for energy efficiency upgrades
 - USDA Value Added Producer Program
 - Agricultural product market expansion
 - STEP Programs
 - Export Activities

Where Can Manufacturers Find Grants?

- **Federal**
 - 2021 Made in America Executive Order
 - Bipartisan Infrastructure Law (BIL)
 - Mitigate supply chain disruptions
 - Bring innovative technologies to market
 - Decrease reliance on fossil fuels
 - Reduce greenhouse gas emissions
 - Increase broadband access
 - Other federal priorities



What Is the Grant Landscape for Manufacturers?

- Reshoring
- Continued Supply Chain Issues
 - Funding Directly to Manufacturers
 - New facility construction, expansion and retrofit
- Infrastructure Bill
- Workforce Shortages
- ARPA Funding to States



Additional Funding Forecasted!

How Do Manufacturers Access Funding?



How Can We Help?

Our Partnership With KMS

- Contact local KMS staff
- Discovery Call
- KMS Project for Our Assistance
 - Research, Writing
 - Standalone or Ongoing Basis