





Municipal Financing, Incentives and Grants

FINANCING ALTERNATIVES TO THE PROPERTY TAX

September 11th, Manchester
September 25th, Littleton

1

Revenues Options

Tools to Increase the existing property tax base, and economic development:

Indirect:

- Regulation
- Retention & Recruitment
- Contribute non-taxable assets (*land, materials, time*)

Direct:

- Tax Incremental Financing Districts (TIF)
- RSA 79-e
- Revolving Loan Fund (RLFs)
- Grant Applications

Grants:

Formula or “block” grants:

- Reimbursements (DHHS)
- Mostly predictable and recurring
- Federal funds directly (FAA) or via state agency (EPA-NH DES – Muni)
- Local capacity built over time
- Federal \$ is complex \$

Discretionary:

- Optional, one-time “investment”
- Very competitive; alignment key
- Social return on Investment (S-ROI)
 - Measured outcomes
 - Not fill municipal needs but:
“Bigger, better, and we cannot otherwise: but for...”

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2

Grant Funding Application Steps

1. Information and Referrals

- "Hyperlink Overload"
- NBRC.gov, NHCDGA, Grants.gov
- NHMA: 200 + grants program links
- State, Regional, local and Congressional sources
- Workshops, webinars
- Association training

2. Grant Teams (volunteers) and/or Grant Writers

3. Coaching

Advocacy, story telling in alignment, encouragement

4. Technical Assistance, not advocacy

5. Deadline "911" helpline

Success Indicators

- Project Strength & Readiness:
 - Leaders
 - Do-ers
 - Match, fund-raising
 - Capacity
- One to One Coach Services:
 - Advocate, Help, Strategize
 - Coach as "Case Manager"
 - Story in "Alignment" with the funding
 - Grants.gov help
 - Referrals to other funding sources

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3

Coaching Outcomes

NH's NBRC Technical Assistance Program

Four Funding Rounds

AT A GLANCE 2022 – 2024

80% of awards were made to coached applicants.

68% of the coached applicants were inexperienced with grants.

60% of applicants would not have applied without coaching, saying it was "essential".

63% that were coached decided to wait or to develop the project concept further, saving time and avoiding frustration.

Efficiency: contracted coaching service costs less than \$0.02 per \$1.00 of funds awarded.

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4

What Are *Your* Project Ideas?

Project 1: Description

Project 2: Description



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5



Thanks for joining us today!

Helpful Sources

Planning & Development Contractors & Consultants

Grant Writers & Administrators

State Sources

[NH Business and Economic Affairs](#)

[NH Community Development and Finance Authority](#)

[NH Business Finance Authority](#)

[Community Loan Fund](#)

[NH Charitable Foundation](#)

Regional Planning Commissions ([Association of RPC's](#))

Regional Economic Development Corporations

State & Local Chambers and Business, Housing Downtown Associations

Professional Associations ([American Planning Association](#), [Plan NH](#))

Funders Free On-Line Training

Congressional Offices

Each other – Stay Networked!

6