



ARC Area Development Pre-Application Webinar

March 14, 2025

WEBINAR OUTLINE

- Who is Buckeye Hills Regional Council?
- What is ARC Area Development?
- ARC Area Development Timeline
- SMaply
- Overview of Pre-Application Components
- ARC Project Examples
- Funding Information
- ARC's Match Calculator
- Scoring Information
- FAQs

WHO IS BUCKEYE HILLS?

- A council of governments dedicated to improving the lives of residents in southeast Ohio.
- Athens, Hocking, Meigs, Monroe, Morgan, Noble, Perry, and Washington counties.
- Designated as a Local Development District (LDD) by the Appalachian Regional Commission (ARC).



WHAT IS ARC AREA DEVELOPMENT?

- Area Development is one of several funding opportunities through ARC
- Follow a “bottom up” approach that empowers communities to work with state governments to design impactful projects
- Proposals originate at the state level in consultation with the ARC state program manager (Governor’s Office of Appalachia - GOA)
- In Ohio, GOA relies on the 4 LDDs to run a pre-application process



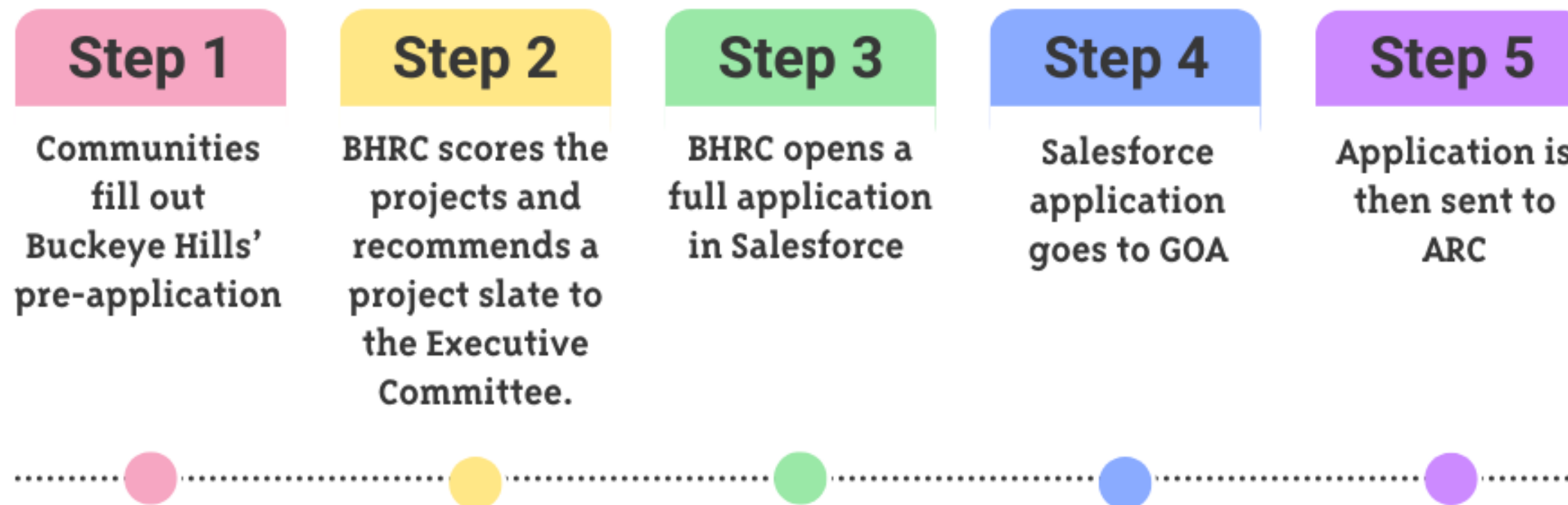
WHAT IS GOA?

The Governor's Office of Appalachia (GOA) advocates for Ohio's 32 Appalachian counties, including the 8 BHRC counties, by supporting initiatives that promote economic prosperity in the region.



ARC AREA DEVELOPMENT TIMELINE

- **March 24, 2025:** Pre-Application Opens
- **April 25, 2025:** Pre-Application Closes
- **May 2025:** BHRC Staff Reviews & Scoring Begins
- **June – July 2025:** BHRC Presents Projects to County Commissioners
- **August 1, 2025:** BHRC Executive Committee Approves Project List
- **August – December 2025:** Full Applications Submitted to the Governor's Office of Appalachia (GOA) via Salesforce



ARC AREA DEVELOPMENT TIMELINE CONT.

Full Application Timeline

If your project is selected for ARC funding, it will follow this timeline.

- **August – December 2025:** Full Applications Submitted to the Governor's Office of Appalachia (GOA) via Salesforce
- **December 2025 – May 2026:** GOA and ARC Review All Applications
 - After approval from GOA and ARC, the project contact will receive a grant agreement. Once it is signed and returned, award funds will be available for expenditure.
- **No earlier than January 2026:** ARC Grant Awards Available for Expenditure

ELIGIBLE APPLICANTS

- **Political Subdivisions**
 - County, city, village
- **Educational Institutions**
 - School districts, vocational school districts, colleges, universities
- **Public Institutions**
 - Port authorities, libraries
- **Non-Profit Organizations**
 - Community improvement corporations, social service agencies



SMAPPLY

- Using SMaply to collect applications again this year
- You can create an account as an individual or an organization.
 - If you create an organization, you can add collaborators to your application.
- Very simple! (hopefully)
- Need First Name, Last Name, Email, Password/Confirm Password, and Complete the Captcha

Log In

Register



Buckeye Hills Regional Council

APPLICATION INFORMATION

OVERVIEW OF APPLICATION

- Respondent Information
 - Who is filling this out?
- Applicant Information
 - Who is this application for?
- Project Information
 - What are you going to do?
- Funding Information
 - How much do you need to do it?



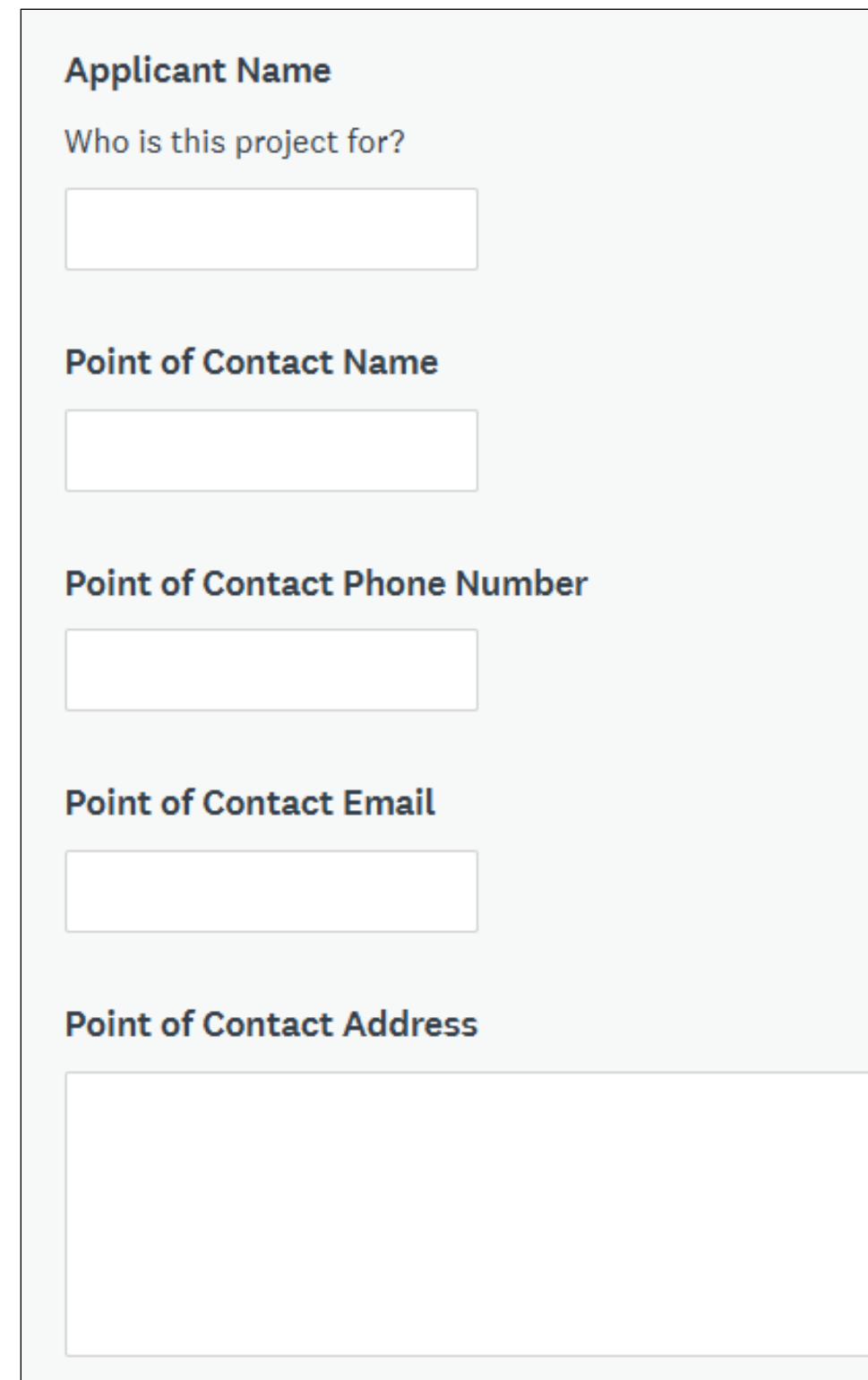
RESPONDENT INFORMATION

- Name, Phone Number, Email
- **VERY** important questions at the end:
 - Are you the applicant?
 - If no, does the applicant know you are submitting on their behalf?

**PLEASE MAKE SURE THE COMMUNITIES KNOW YOU ARE
SUBMITTING THIS PRE-APPLICATION.**

APPLICANT INFORMATION

- **Applicant Name** – Who is this project for?
- **Point of Contact Information** – Include Name, Phone Number, Email, and Address



Applicant Name
Who is this project for?

Point of Contact Name

Point of Contact Phone Number

Point of Contact Email

Point of Contact Address

APPLICANT INFORMATION CONT.

- **OAKS ID Number**
- **Employer Identification Number (EIN)**
- **Unique Entity Identifier (UEI)**
- **UEI Expiration Date**
- The pre-app includes links to create these accounts and/or look up your account if you are unsure.

Ohio Administrative Knowledge System (OAKS) Supplier/Vendor ID Number:

If you do not have an OAKS Supplier/Vendor ID you will need to [create a new account](#).

Employer Identification Number (EIN)

Unsure of EIN? Follow this link.

Unique Entity Identifier (UEI)

Unsure of UEI? Follow this link.

Expiration Date for UEI:

Please enter date in the following format: MM/DD/YYYY.

APPLICANT INFORMATION CONT.

- **Project Administrator** – Name and Contact Information of the person or organization administering your project.

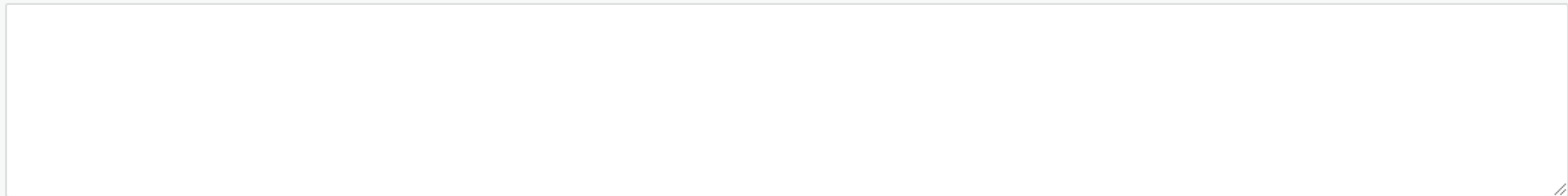
Note – If you are using an external project administrator, include administrative costs in your total project cost and budget.

*BHRC is **NOT** able to administer projects for communities at this time.*

Project Administrator

Please provide the name and contact information of the individual or organization who will be administering your project if funds are awarded.

Note: If you are using an external project administrator, you will need to include administrative costs in your total project cost.



PROJECT INFORMATION

- **Project Name** – It is essential to provide a short, descriptive name for your project.
- The Project Name **MUST** include the project type and county name.
- Example – Sewer Line Extension, Wood County
 - This Project Name tells us exactly what the project is and where it will occur.

PROJECT INFORMATION CONT.

- **Project Type** – Is your project Construction or Non-Construction?
- **Project Description** – The description should summarize and justify your project. It should address who, what, when, where, and how for each major activity that will occur during your project.



PROJECT INFORMATION CONT.

- **Strategic Rationale** – What problems will your project address? How will your project support a regional strategy?
 - **Project Timeline** – Include the anticipated start and end dates and the anticipated dates for any major activities.
 - **Project Sustainability** – How will this project be financially sustained beyond the grant period of up to three years?
- *Note – All activities must be completed within 3 years of the grant agreement's execution. Applicants should anticipate work beginning in January 2026 at the earliest.**

PROJECT INFORMATION CONT.

- **Counties Served** – Which counties will your project serve in the Buckeye Hills region?
- You must also provide Counties Served Documentation. For each county your project serves, provide a letter of support from a community partner.
- County Commissioners, Township Trustees, Mayors, Non-Profit Leaders, School District Administration, etc.
- Please know that the number of counties you serve does affect your match rate!

Counties Served

Please select all counties served by the project scope.

- ☐ Athens
- ☐ Hocking
- ☐ Meigs
- ☐ Monroe
- ☐ Morgan
- ☐ Noble
- ☐ Perry
- ☐ Washington

PROJECT INFORMATION CONT.

- **ARC Investment Priorities Alignment** – Your project must advance one of the following ARC Investment Priorities:
 1. Building Appalachian Businesses
 2. Building Appalachia's Workforce Ecosystem
 3. Building Appalachia's Infrastructure
 4. Building Regional Culture & Tourism
 5. Building Community Leaders & Capacity

PROJECT INFORMATION CONT.

- **State Strategies Alignment** – Your project must advance one of the following State Strategies:
 1. Support projects that improve, diversify, or increase Appalachian Ohio's economy.
 2. Improve access and expand opportunities in health and education.
 3. Reinforce and develop the region's infrastructure.
 4. Capitalize on opportunities provided by natural assets and cultural heritage.
 5. Support capacity building through leadership, technical assistance, planning, and resources.

PROJECT INFORMATION CONT.

Building Appalachian Businesses

- Grantee: Morgan County Improvement Corporation (MCIC)
- Project Name: Atlantic Emergency Solutions (AES) Expansion, Morgan County
- Project Purpose: To expand AES's business and workforce, MCIC used their grant award to purchase equipment to lease to AES.



PROJECT INFORMATION CONT.

Building Appalachia's Workforce Ecosystem

- Grantee: Building Bridges to Careers (BB2C)
- Project Name: BB2C STEAM Camp 2023
- Project Purpose: Provided funding for the summer STEAM camp at BB2C where students learned through hands-on experience.



PROJECT INFORMATION CONT.

Building Appalachia's Infrastructure

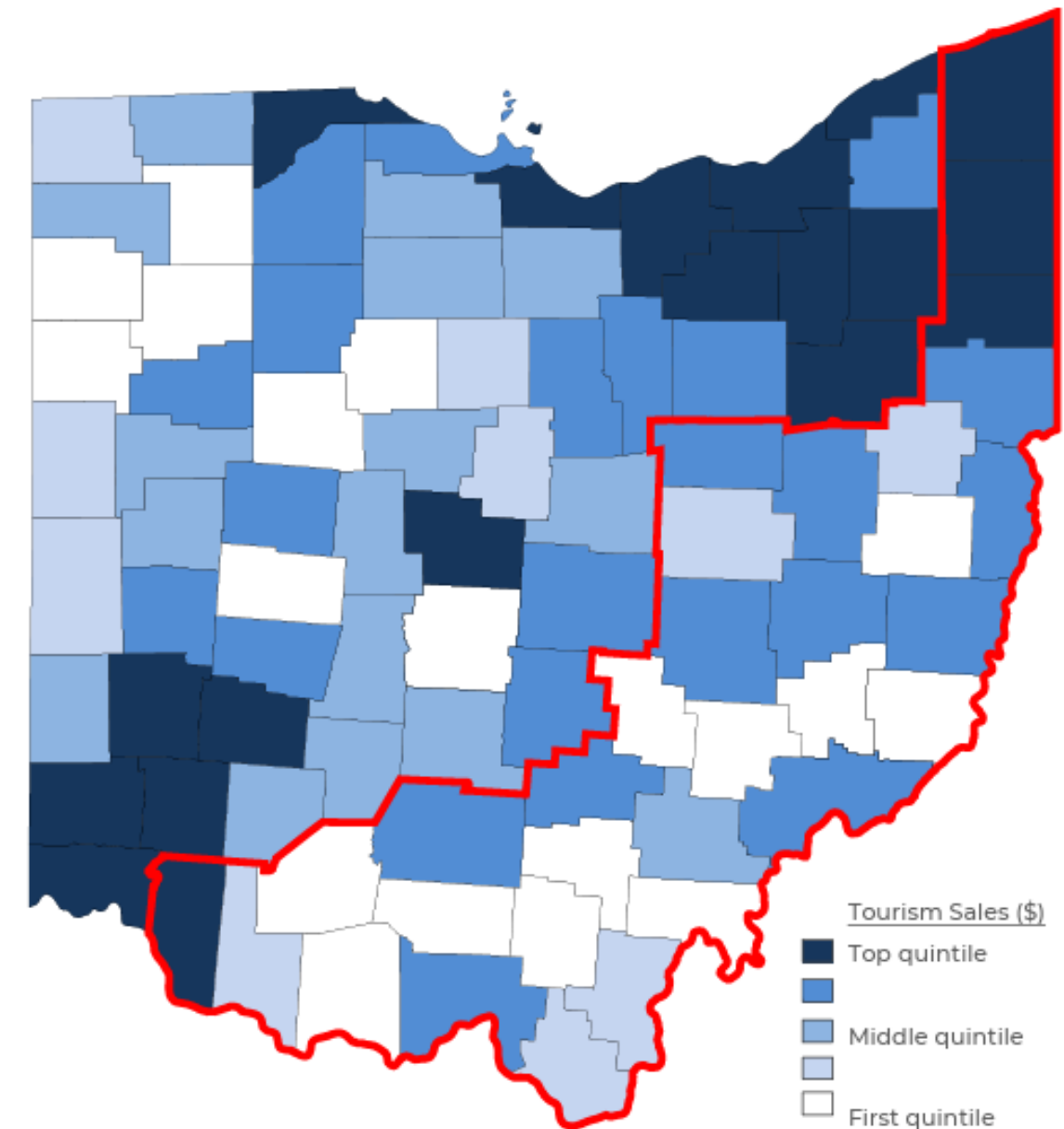
- Grantee: Village of Lowell
- Project Title: Drinking Water Treatment Plant Replacement, Washington County
- Project Purpose: This project enabled the Village of Lowell to construct a new water treatment plant with two new production wells to provide residents with clean drinking water.



PROJECT INFORMATION CONT.

Building Regional Culture & Tourism

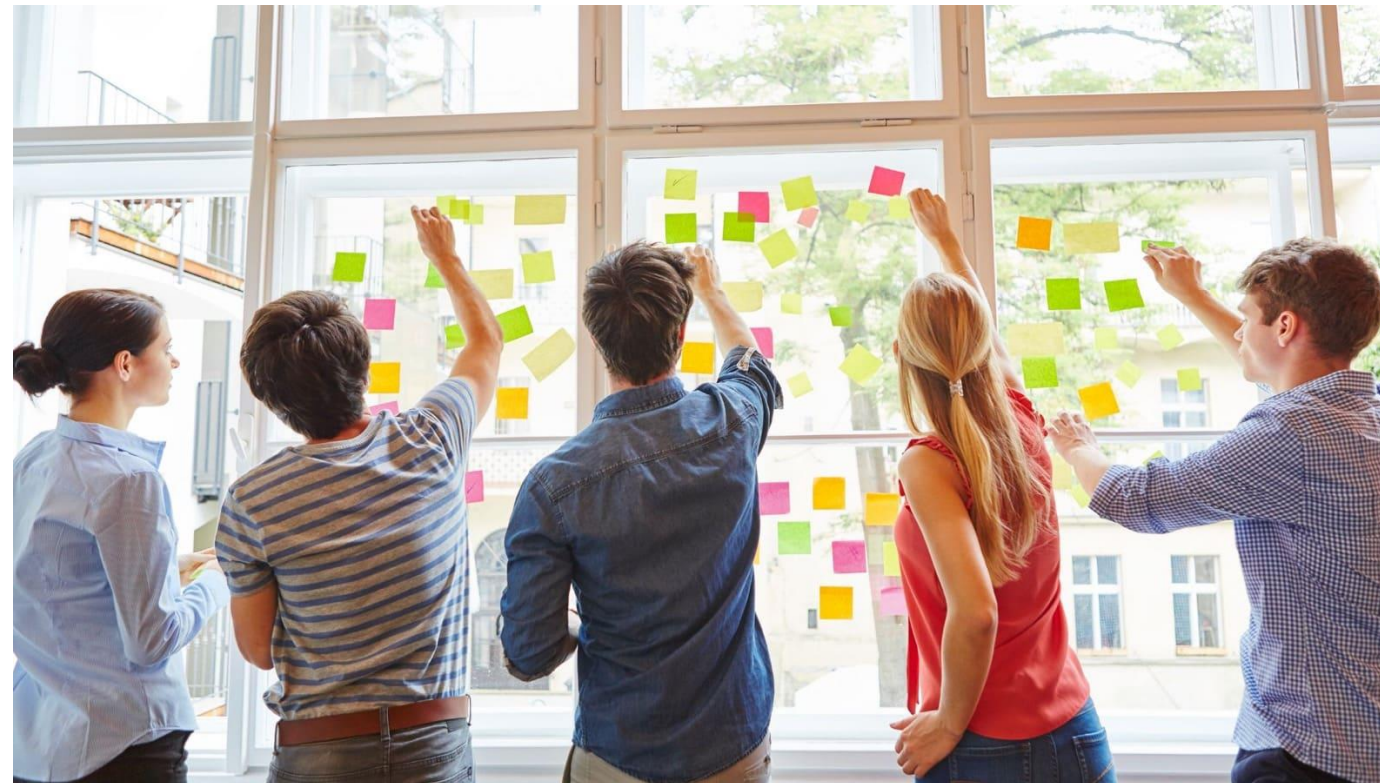
- Grantee: Ohio Appalachian Country (OAC)
- Project Title: Economic Impact Study, Multiple Counties
- Project Purpose: Funding for this project allowed OAC to conduct a study to provide data on the economic impact of tourism on Appalachian Ohio.



PROJECT INFORMATION CONT.

Building Community Leaders & Capacity

- Grantee: Buckeye Hills Regional Council
- Project Title: Building Capacity in Buckeye Hills' Distressed Counties, Noble and Meigs Counties
- Project Purpose: This project aims to foster sustainable development in the distressed counties of Noble and Meigs by delivering technical assistance.



PROJECT INFORMATION CONT.

- **Project Performance Measures** – Your project must have at least one output and one outcome measure from ARC’s catalog of measures.
- **MUST** include one set of Paired Measures. You **MAY** have Standalone Measures.
- Paired Measures **MUST** match.
 - Output: Communities Served
 - Outcome: Communities Improved
- Standalone Measures **DO NOT** need to match.
 - Output: Linear Feet
 - Outcome: Costs Reduced

FUNDING INFORMATION

- Before digging into budget, an important reminder:

**ALL OTHER FUNDS MUST BE COMMITTED IN A PROJECT
BEFORE ARC WILL APPROVE FUNDING.**

- This means that ARC funds must be the last funds needed to fund a project.

FUNDING INFORMATION

- **Total Project Cost** – what is the cost of your project?
- **Amount Request from ARC** –
 - Up to \$750,000 for Construction,
 - Up to \$500,000 Non-Construction
- **Amount of Match Needed** – please use the ARC Match Calculator!
- **NOTE:** You can and should include commas in these numbers.

COUNTY DESIGNATIONS

County designations for the 2025 – 2026 Fiscal Year

DISTRESSED COUNTIES	AT-RISK COUNTIES	TRANSITIONAL COUNTIES	COMPETITIVE COUNTIES
Match Requirement: 20%	Match Requirement: 30%	Match Requirement: 50%	Match Requirement: 70%
Maximum ARC Share: 80%	Maximum ARC Share: 70%	Maximum ARC Share: 50%	Maximum ARC Share: 30%
Meigs	Athens Morgan Monroe Noble	Hocking Perry Washington	

MATCH CALCULATOR EXAMPLE

[illegible]

Use the drop-down menu, select the economic status of the county/counties your project covers.

The cost share percentages will autogenerate.

MATCH CALCULATOR EXAMPLE

Table 3								
Number of Counties	2	1	1	0	0	TOTAL	4	
Table 4								
County Designation	Distressed	At-Risk	Transitional	Competitive	Attainment	Average	Allowable	Limit
Maximum ARC Cost Share	80%	70%	50%	30%	0%	70.0%	80.0%	80.0%
Minimum Match Cost Share	20%	30%	50%	70%	NA	30.0%	20.0%	20.0%
Weighted Factor	160%	70%	50%	0%	NA	280.0%		

Based on the number of counties in the project and their economic status, the calculator shows the minimum amount of match your project needs.

MATCH CALCULATOR EXAMPLE

Table 5

Total Expected ARC Amount	\$ 750,000.00	88.24%
Total Expected Match Amount	\$ 100,000.00	11.76%
Total Project Costs	\$ 850,000.00	100.00%

Table 6

Maximum Allowable ARC Amount	\$ 400,000.00	Option 1: Change Total ARC Amount to \$400,000.
Minimum Required Match Amount	\$ 187,500.00	Option 2: Change Total Match Amount to \$187,500.

Table 7

MULTI-County Projects	ARC Cost-Share (%)	Match Cost Share (%)
Match Rate (Default rate)	80.0%	20.0%
Match Rate - (Average)	70.0%	30.0%
BEST Allowable ARC Cost Share	80.0%	20.0%

The default rate considers the rules outlined in Table 8 to determine if a distressed, at-risk, or transitional rate can be used in a cost share split calculation.

The average rate is a weighted average approach that uses the number of counties within each designation status to calculate cost share split.

Table 8

Can use default Distressed Rate?	YES
Can use default At-Risk Rate?	YES
Can use default Transitional Rate?	YES

If at least half of counties served are distressed, applicant may use default distress match rate of 80% or computed average.

1) If there is a distressed county and at least half of the counties served are distressed and/or at-risk, applicant may use default at-risk rate of 70% or computed average
2) This default rate can also be used if at least half the counties are at-risk and there are NO distressed counties, NO competitive counties, and NO attainment counties

If there is a distressed county but fewer than half are a combination of distressed/at-risk, applicant may use default transitional match rate of 50% or computed average.

FUNDING INFORMATION CONT.

- **Funding Justification** - In as much detail as possible, tell us what you're going to do.
- This is crucial if/when the project moves on to the Governor's Office of Appalachia and ARC.

BAD:

Funding through ARC will be used to revitalize downtown Steubenville.

GOOD:

This project will advance efforts to revitalize downtown Steubenville through renovations of the Grand Theater. \$200,000 of the ARC request will go to repointing the building's brick façade. The remaining \$550,000 will go to improvements to the building's HVAC upgrades.

FUNDING INFORMATION CONT.

- **Project Cost Breakdown** – Provide information on all of the funding sources currently in a project.
- Be sure to include the ARC funds in your breakdown to ensure it shows how the ARC finishes out the project.
- **NOTE:** DO NOT INCLUDE COMMAS. It will show as an error if you do.
- **NOTE:** Be sure to scroll over to click whether or not the funding source is being used as match.

	Funding Source Name	Type	Amount	Committed?	Is source being used as match?
Funding Source 1	ARC	Grant ▾	750000	<input type="checkbox"/>	No ▾
Funding Source 2	Local Cash from Theate	Local Cash ▾	187500	<input checked="" type="checkbox"/>	Yes ▾
Funding Source 3		--- ▾		<input type="checkbox"/>	--- ▾

FUNDING INFORMATION CONT.

- **Total Project Cost Calculated & Total Project Cost Stated** – These two totals **MUST** match. If they do not, then you either need to change your total project at the top or add funding sources to your project cost breakdown.

Total Project Cost Calculated:

This should match amount stated above and to the right.

937500

Total Project Cost Stated:

937500

FUNDING INFORMATION CONT.

- **Funds Committed/Match Documentation** – For every funding source that is showed as confirmed, you must supply documentation that shows they are committed.
 - This could be a grant agreement, award letter, etc.
 - For sources being used as match, you must supply a letter from the project fiscal administrator on official letterhead that states they know the funds are being used as match.
- **NOTE:** If you are leveraging Ohio Water Development Authority funding for this project, a letter stating your intent to apply from your chief financial officer is required. If your community is on the principal forgiveness list, please provide the OWDA spreadsheet that shows you received principal forgiveness.

SCORING INFORMATION

SCORING INFORMATION

- Once your project is submitted, it goes through 3 steps of review.
 - **Eligibility Review**
 - **Project Information Review**
 - **Internal Review**
- Projects are scored out of 175, but that high of a score is very unlikely.

ELIGIBILITY REVIEW

- There are no points associated with this section. It follows a pass/fail methodology.
- The project **MUST** answer “yes” to all the following questions.
 - All Funds Committed?
 - Is the applicant eligible under ARC's guidance?
 - Was UEI, EIN, and OAKS provided in the application?
 - Does the application feature the appropriate & correct counties served documentation?
- If answer to any of the questions is “no” then the project does not move forward for scoring but is placed on the back up list

PROJECT INFORMATION REVIEW

- Annually, the Buckeye Hills Regional Council Executive Committee, reviews and ranks the investment priorities of ARC.
- These rankings inform our scoring rubric.
- Points are allocated objectively based on application information on the following:
 - Counties Served (can be multiple)
 - Regional Goal Areas Alignment (can only advance one)
 - Paired Performance Measure Outcome (can only advance one)
 - Project Provides Clear Financial Sustainability Plan Beyond Grant Period (can only score yes or no.)
 - Project Demonstrates an Urgency of Need Through Documentation of (can only score yes or no.)

PROJECT INFORMATION CONT.

_____ Counties Served (Can be multiple) *

- Athens (At-Risk): 10 Points
- Hocking (Transitional): 5 Points
- Meigs (Distressed): 20 Points
- Monroe (At-Risk): 10 Points
- Morgan (At-Risk): 10 Points
- Noble (At-Risk): 10 Points
- Perry (Transitional): 5 Points
- Washington (Transitional): 5 Points

**County status reflects FY25-26 designations*

_____ Regional Investment Priorities Alignment (Project can only advance one.)

- Goal 1 – Building Appalachia’s Businesses: 15 Points
- Goal 2 – Workforce Ecosystems: 20 Points
- Goal 3 – Building Appalachia’s Infrastructure: 25 Points
- Goal 4 – Building Regional Culture and Tourism: 10 Points
- Goal 5 – Building Community Leaders and Capacity: 5 Points

_____ Paired Performance Measure Outcome (Project can only measure one.)

- Businesses Improved: 25 Points
- Communities Improved: 25 Points
- Households Improved: 25 Points
- Organizations Improved: 20 Points
- Participants Improved: 15 Points
- Patients Improved: 15 Points
- Students Improved: 15 Points
- Workers/Trainees Improved: 15 Points

_____ Project Provides Clear Financial Sustainability Plan Beyond Grant Period (Project can only score yes or no.)

- Yes: 5 Points
- No: 0 Points

_____ Project Demonstrates an Urgency of Need Through Documentation of Federal/State/Local/Other Court Directive/Urgency of Need/Health and Safety (Project can only score yes or no.)

- Yes: 5 Points
- No: 0 Points

INTERNAL REVIEW

- The reviewers will then subjectively score the project on the following:
 - Strength of Project Narrative
 - Strength of Strategic Rationale
 - Strength of Regional Collaboration
- Each is scored on a scale of 1 to 10.
 - Proficient: 10 Points
 - Emerging: 5 Points
 - Minimal: 1 Point
- The highest score earned through this portion of the review is 30 points.

FAQs

FAQ!

Q – When will I get my money?

A – Grant awards will be available for expenditure upon grant agreement signature **NO EARLIER THAN JANUARY 2026**. Expenses for the project incurred before the grant agreement start date are not allowable.

FAQ!

Q – Who will score my pre-application?

A – Emma Yeager, Development Specialist
Michelle Hyer, Program Manager
Sam Miller, Development Director

FAQ!

Q – Who can help me with my pre-application?

A – Kylee Nichols, Development Specialist

knichols@buckeyehills.org

FAQ!

Q – What can I use as match?

A – Grants (federal, state, local), Local Cash, Loans, In-Kind (up to 10%), Philanthropic Funds

QUESTIONS?



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Emma Yeager

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