



**ARC Area Development
Pre-Application Webinar**

April 13, 2026

HOUSEKEEPING

Quick note – this webinar is being recorded.



We'll post the video & slides on the BHRC website soon,
so you can watch again or share with your team!

WHO IS BUCKEYE HILLS?

What We Do

- A council of governments serving southeast Ohio
- Focused on improving economic opportunity & quality of life

Who We Serve – 8 counties in southeast Ohio

Athens – Hocking – Meigs – Monroe

Morgan – Noble – Perry - Washington

Our Role

- Designated Local Development District (LDD)
- Help communities plan, apply, & implement ARC projects



WHAT IS ARC & GOA AREA DEVELOPMENT FUNDING?

Three funding sources. One goal: move your project forward.

Federal ARC

Supports:

- Infrastructure
- Workforce development

ARC Distressed

Provides:

- Support for distressed counties

Ohio GOA

Offers:

- State-level funding support

Funding depends on: Project Type – Location – Distress Status – Available Funds

WHO DOES WHAT? BHRC – GOA – ARC



Start local, move to state, final decision at the federal level.

HOW BUCKEYE HILLS HELPS YOU SUCCEED!

Start Strong



**Build a Competitive
Project**



**Strengthen the
Application**



**Support
Through Award**

We don't just review projects – we help you build a competitive one.

WHAT MAKES A COMPETITIVE ARC PROJECT?

IS IT ECONOMIC DEVELOPMENT? (IT HAS TO BE)

ARC projects **MUST** lead to economic development!

Your project should clearly answer:

- Does it **create or retain jobs**?
- Does it **support or grow businesses**?
- Does it **attract investment** to the region?
- Does it **strengthen workforce or talent pipelines**?
- Does it **improve infrastructure tied to economic growth**?

If the economic impact isn't clear, it's not competitive.



WHAT MAKES A STRONG ARC PROJECT? (FOUNDATION)

Infrastructure Need



- Infrastructure gaps
- Clear barrier to economic growth

Economic Development



- Job creation or retention
- Aligns with industry needs

Shovel-Ready



- Design underway or complete
- Realistic timeline

That's the baseline – but, strong projects go beyond this.

WHAT MAKES A PROJECT STAND OUT? (COMPETITIVE EDGE)

Clear, Quantified Impact



- Defined economic outcomes
- Measurable results

Strong Partnerships & Leverage



- Committed partners
- Matching funds secured

Compelling Project Story



- Clear problem – solution – impact
- Easy to understand

Strong projects don't just meet requirements – they clearly prove their value.

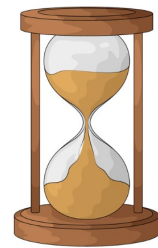
COMMON REASONS PROJECTS DON'T GET FUNDED

No Clear Economic Impact



- No link to jobs or growth
- Outcomes are vague

Not Shovel-Ready



- Design not started
- Timeline is unclear or unrealistic

Weak Project Story



- Problem isn't clear
- Solution doesn't match
- Lacks detail

FINAL DEAL-BREAKERS

Limited Local Support



- No committed partners
- Match not secured
- Weak alignment with local priorities

Poor ARC Alignment



- Doesn't clearly fit a priority area
- Competing against stronger, better-aligned projects

Projects don't fail because they're bad – they fail because they're not ready or not clearly communicated.

PRE-APP PROCESS & TIMELINE

ARC AREA DEVELOPMENT TIMELINE

Pre-Application

- **April 27:** Opens
- **June 12:** Closes
- **June 15 – 29:** Cure Period
- **June 30:** Final Deadline

Review & Selection

- **July:** Staff Review & Scoring
- **July:** Projects Presented to Commissioners
- **August 7:** Executive Committee Approval

Full Application

- **Sept. – Dec.:** Full Applications (*if selected*)
- **Spring 2027:** Funds Available (*earliest*)

Want feedback?

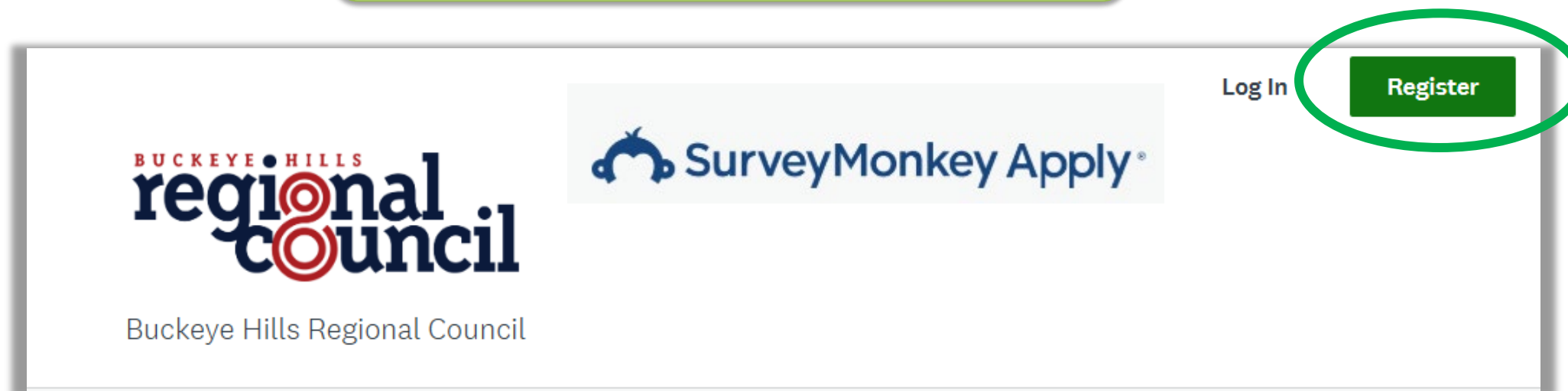
Submit your fully completed pre-application by June 15!

SMAPPLY: HOW TO GET STARTED

All ARC/GOA applications are submitted through SMApply.

Create Your Account

Quick Registration



Access the Application

Takes just a few minutes to get started!

BEFORE YOU APPLY: REQUIRED IDs & ACCOUNTS

- **OAKS Vendor ID** (*State of Ohio supplier number*)
- **EIN** (*Employer Identification Number*)
- **UEI** (*SAM.gov registration*)
- **UEI Expiration Date** (*must be active*)

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.

Don't wait – these can take time to obtain!

PRE-APP BREAKDOWN

APPLICATION OVERVIEW: WHAT TO EXPECT



1. Who You Are

- Who's completing the application?
- Contact details



2. Who It's For

- Applicant organization
- Key partners



3. What You're Doing

- Project description
- Scope, timeline, & goals



4. How It's Funded

- Total project cost
- Amount requested
- Other funding sources

If you can clearly answer these 4 things, you're ready to apply.

PROJECT INFORMATION: NAMING YOUR PROJECT

Your project name should include:

- ✓ What you're doing
- ✓ Where it's happening

Strong Example:

Broadband Expansion – Meigs County

- Clear project type
- Clear location

Weak Example:

Infrastructure Improvement Project

- Too vague
- No location

**If someone can understand your project in 5 seconds from the name,
you've done it right!**

WHAT REVIEWERS ARE LOOKING FOR

Your project must clearly answer 3 questions:

Why?

Strategic Rationale

- What problem are you solving?
- Who benefits?
- Does it align with priorities?

When?

Project Timeline

- Realistic start & end dates
- Key milestones

How?

Project Sustainability

- Long-term funding plan
- Who operates & maintains it?
- What happens after the grant?

If these answers aren't clear, your project won't score well.

COUNTIES SERVED: BE INTENTIONAL

Only include counties where you can clearly show an impact.

What to Do

- Select counties *truly served*
- Be accurate – this impacts eligibility & funding
- Provide *one support letter per county*

What to Avoid

- Listing counties with *indirect or unclear impact*
- Expanding just to “look bigger”
- Including counties without documentation

More counties do not always mean a better project.

More counties can increase your required match.

WHAT COUNTS AS “SERVING” A COUNTY?

Counts

- Project located there
- Direct benefit to residents or businesses
- Infrastructure or services extend there
- Clear impact

Maybe *(must justify)*

- Regional programs
- Shared services
- Cross-county impact
- *Must clearly demonstrate impact*

Does NOT Count

- Indirect impact
- “Nearby” only
- Future plans
- No clear evidence

If you can't clearly show the impact, don't include the county.

ARC INVESTMENT PRIORITIES: CHOOSE ONE

Your project must clearly align with ONE priority:

Business

**Workforce
Ecosystem**

Infrastructure

**Tourism
&
Culture**

**Community
Capacity**

Choose ONE – & lead with your strongest alignment.

If it fits multiple, don't split your story – focus it!

STATE STRATEGIES: ALIGNMENT MATTERS

Your project must align with ONE state strategy:

Economy

**Health
&
Education**

Infrastructure

**Tourism
&
Natural Assets**

**Community
Capacity**

ARC Priority + State Strategy = Competitive Project

PROJECT PERFORMANCE MEASURES: KEEP IT SIMPLE

Every project ***MUST HAVE*** at least one Paired Measure:

OUTPUT – *(what you do)*

- Communities Served



OUTCOME – *(what changes)*

- Communities Improved

These *MUST* match!

Your project can have an ***optional*** Standalone Measure:

OUTPUT – *(what you do)*

- Linear Feet

OUTCOME – *(what changes)*

- Costs Reduced

These do NOT need to match.

PROJECT ADMINISTRATOR: WHO MANAGEST YOUR PROJECT?

What is a Project Administrator?

- Manages the project
- Oversees implementation, reporting, & compliance
- Buckeye Hills CAN be your project administrator!

What You Need to Do

- Identify your project administrator early
- Budget for admin costs (*if external*)
- Define roles & responsibilities

You must identify your administrator before applying.

PROJECT FUNDING & MATCH REQUIREMENTS

ARC COUNTY DESIGNATIONS & MATCH RATES

How ARC determines the match rate for your project.

Distressed 20% Match

- Meigs County

At-Risk 30% Match

- Athens County
- Monroe County
- Morgan County
- Noble County

Transitional 50% Match

- Hocking County
- Perry County
- Washington County

**FY 2026 designations are subject to change.*

FUNDING: HOW YOUR PROJECT COMES TOGETHER

Total Project Cost

What does it cost?

Secure Other Funding FIRST

All funds committed

ARC is last \$ in

ARC Request

Construction – Up to \$500K

Non-Construction – Up to \$250K

Match

Based on county designation

Use ARC Match Calculator

MATCH CALCULATOR: HOW IT WORKS

You enter:

- County (or counties)
- Economic status



Calculator gives you:

- ARC share %
- Required match %

Table 1

County	Economic Status	ARC Cost Share (%)	Match Cost Share (%)
Washington	Transitional	50	50

Your project must be structured to meet the match requirement!

FUNDING JUSTIFICATION: TELL A CLEAR STORY

What reviewers are looking for:

Weak: “Funds will revitalize downtown.”

Strong: “\$300,000 will fund façade repairs to the Grant Theater; \$200,000 will support HVAC upgrades.”

Vague requests don't score – specific ones do.

What makes this strong:

- Specific use of funds
- Tied to real project components

Show the full funding story:

- Include ALL sources
- Show how ARC completes the project

FUNDING DETAILS: GET THE NUMBERS RIGHT

Documentation Required:

- Proof of committed funds
- Match documentation

	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"/>	--- ▾

Your numbers MUST match!

- Total project cost = cost breakdown

Total Project Cost Calculated: <i>This should match amount stated above and to the right.</i> 937500	Total Project Cost Stated: 937500
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If they don't match, your application has issues!

SCORING INFORMATION

ELIGIBILITY REVIEW: PASS/FAIL

First Gate: Pass/Fail (no points)

Every answer must be *YES* to move forward

YES to all = PASS

- Funds committed
- Eligible applicant
- UEI/EIN/OAKS provided
- County documentation

Moves to scoring!

Any NO = FAIL

- Does NOT move forward to scoring
- Placed on backup list

No partial credit. It's all or nothing!

PROJECT INFORMATION: HOW YOU'RE SCORED

Objective Scoring: Projects are scored based on clear, defined criteria.

Project Impact
Counties served

Alignment
Goal area + Paired Measure

Sustainability (yes/no)
Plan beyond grant

Need & Urgency (yes/no)
Documented need

Focused, well-defined projects score higher!

INTERNAL REVIEW: WHERE QUALITY MATTERS

Subjective Scoring: This is where reviewers judge the strength of your project.

Project Narrative

10 pts: Clear & compelling

5 pts: Some detail

1 pt: Vague

Strategic Rationale

10 pts: Strong need & impact

5 pts: General need

1 pt: Unclear

Regional Collaboration

10 pts: Strong partners

5 pts: Some engagement

1 pt: Minimal

Detail = Points

FAQs

FAQ: WHEN WILL I GET MY FUNDS?

Short Answer: No earlier than *Spring 2027*

When Funds Are Available

- After the grant agreement is signed
- Only after the official project start date

Important Restriction – No retroactive funding

- Expenses incurred *before* the start date are **NOT** eligible.



FAQ: CAN I APPLY IF MY PROJECT ISN'T SHOVEL-READY?

Short Answer: NO – your project MUST be shovel-ready to apply.

What “Shovel-Ready” Means

- Ready to move forward
- Key steps completed:
 - Design/engineering
 - Permits/environmental
 - Site control

Why This Matters

- ARC funds projects that can *move quickly to implementation*.
- Projects that aren't ready are *not competitive – and often not eligible*

If it's not ready, it's not the time to apply.

FAQ: WHO CAN HELP WITH MY PRE-APPLICATION?

Your Point of Contact

- **Emma Yeager** – eyeager@buckeyehills.org – 740-376-7661

How I Can Help

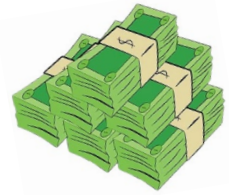
- Answer questions about the process
- Review your pre-application
- Provide feedback to strengthen your project

Best Time to Reach Out

- **Before June 12** (during the review window)
- Anytime you have questions!



FAQ: WHAT CAN BE USED AS MATCH?



Eligible Match Sources

- Grants (*federal, state, local*)
- Local Cash
- Loans
- Philanthropic Funds



In-Kind Contributions

- Allowed up to 10% of total match
- Must be documented

All match funds MUST be committed & documented.

NEXT STEPS...

What To Do Next

- Begin gathering required documents & match funding
- Identify your project administrator
- Reach out early for guidance & feedback

Important Dates

- **April 27:** Pre-App Opens
- **May 22 – June 12:** Pre-App Review (*feedback window*)
- **June 22 – June 29:** Cure Period (*make edits*)
- **June 30:** Final Deadline



Start early. Ask questions. Strong projects are built – not rushed.

QUESTIONS?



Emma Yeager

eyeager@buckeyehills.org

740-376-7661