

CITY OF HALLANDALE BEACH · FINANCE DEPARTMENT

Grants Subdivision

A Dashboard Initiative

Revenue Compliance Division · Measuring how we leverage outside dollars for our community

A Snapshot of the Grants Subdivision

Where we stand today — the dollars, awards, and pipeline actively working for our community.

\$38.2M

Actively Managed Grants

Across 53 awards being administered today

11.9%

of the FY26 CIP

Grant dollars leveraged against our \$322M capital plan

24

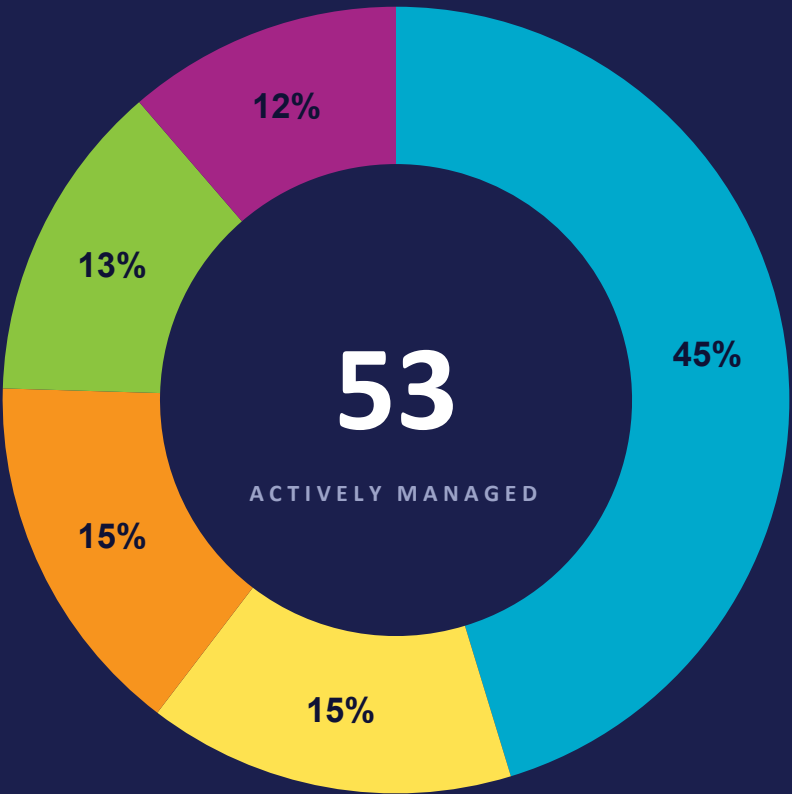
FY26 Applications

\$19.7M requested this cycle — in progress

Every Grant Dollar is a Tax Dollar Multiplied

When the City wins a grant, **every dollar awarded is a dollar that does not need to come from local property taxes.** Across FY20–FY26 the Subdivision has submitted 189 applications and now actively manages a \$38.2M grant portfolio — funding infrastructure, public safety, resilience, and services delivered to residents.

Our Active Portfolio — Where the Dollars Come From



■ Federal (24) ■ State (8) ■ County (8) ■ Fed-State (7) ■ Local/Other (6)

\$38.2M

Total grant funding actively managed (non-closed)

53 Grants

Actively administered today — incl. stale flagged for follow-up

16 Agencies

Distinct federal, state, county & local funders

Infrastructure-led

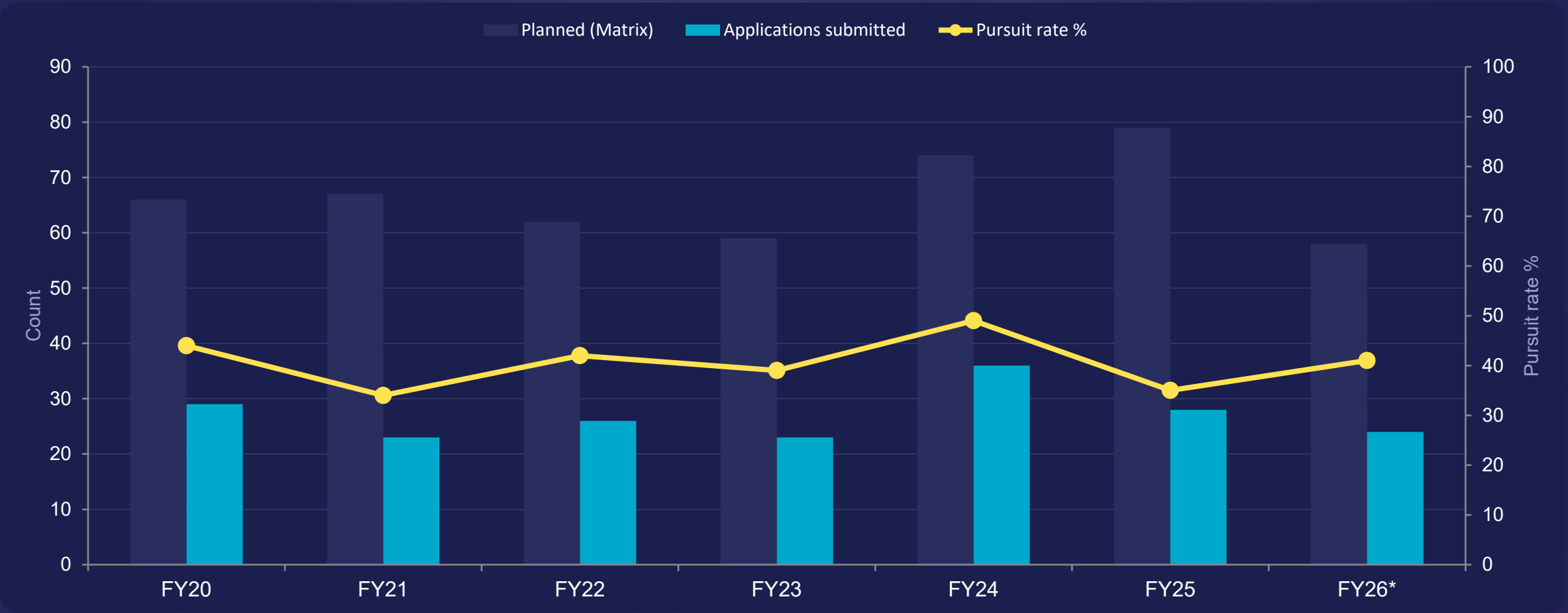
22 infrastructure, 11 public safety, 7 transportation

\$16 : \$1

Leverage — every \$1 of local match unlocks ~\$16 in grant funding

The Story Over Time — Pipeline & Pursuit

Applications submitted vs. planned opportunities from each year's Grant Matrix. FY26 in progress.



 **189 applications submitted over six years from a deep, vetted pipeline.** *The Subdivision scans 58–79 opportunities annually and strategically advances the highest-value, best-fit applications.*

Key FY26 Grants — Winning for Our Community

A selection of this year's marquee awards across all levels of government.

MAP BROWARD

\$487K

AWARDED

Micro Transit Service

BROWARD COUNTY

\$250K

AWARDED

Resilient Broward — 72" Stormwater Pipe

CSC BROWARD

\$321K

AWARDED

Out-of-School Time Program

U.S. ARMY CORPS

\$1.2M

AWARDED

NE Quadrant Drainage Improvements

FEDERAL (CPF)

\$747K

AWARDED

Community Project Funding — Stormwater

STATE OF FLORIDA

\$100K

AWARDED

Austin Hepburn Senior Mini Center

Strategic Partnerships Expanding Our Reach

Two specialized grant-consulting firms working alongside our internal Subdivision.

FEDERAL GRANT CONSULTING

Keller Partners & Company

NEW

Washington, D.C.-based federal grant consulting firm

- Federal grant pipeline development & strategy
- Intelligence on emerging federal opportunities
- Agency-level positioning for competitive grants
- Specialized federal proposal support

FY26 engagement | Federal grants focus

GRANT WRITING

BellTower Consulting Group

CONTINUING

Miami-based competitive grant writing & pre-award specialists

- Grant readiness assessments for priority projects
- Interpretation of funder guidelines & requirements
- Drafting narratives, attachments, and funder forms
- Pre-award activities — competitive proposals

FY26 engagement | \$50K cap, pre-award focus

SUPPORTED BY OUR LEGISLATIVE LOBBYISTS

Appropriation requests & letters of support for grant applications

FED

Alcalde & Fay

Federal appropriations

STATE

Ballard Partners

State appropriations

Measuring What Matters — Our Dashboard

A measurement period is underway. These are the metrics we'll report to the Commission on a quarterly basis.

16%

Capture Rate

\$ awarded ÷ \$ requested (FY26 to date)

\$928

Grant \$ per Resident

\$38.2M actively managed across ~41,200 residents

\$8.7M

Pending Pipeline

14 FY26 applications awaiting funder decisions

41%

Pursuit Rate

Apps advanced from the planned opportunity matrix

● Applications & dollars requested

● Awards & portfolio composition

● Capture rate & pursuit rate

● % of CIP funded by grants

● Pending pipeline value

● Year-over-year trends

Working every dollar to work for Hallandale Beach.

Questions?

Thank You.

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