

Funding Projects!

April 20, 2016

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Governor Wolf Announces \$23.4 Million Investment in Water Infrastructure Projects in 6 Counties...



October 21, 2015

Governor Wolf Announces \$51.7 Million Investment in Water Infrastructure Projects in 8 Counties

Harrisburg, PA – Governor Tom Wolf today announced the investment of \$51.7 million for ten drinking water, wastewater and non-point source projects across eight counties through the Pennsylvania Infrastructure Investment Authority (PENNVEST).



April 23, 2015

Governor Wolf Announces \$130.7 Million Investment in Water Infrastructure Projects in 8 Counties

Harrisburg, PA – Governor Tom Wolf today announced the investment of \$130.7 million for twelve non-point source, drinking water and wastewater projects across eight counties through the Pennsylvania Infrastructure Investment Authority (PENNVEST).
"These projects are vital to improving Pennsylvania's clean water infrastructure, leading to a healthier and more sustainable environm..."

July 22, 2015

Governor Wolf Announces \$98.3 Million Investment in Water Infrastructure Projects in 12 Counties

Harrisburg, PA – Governor Tom Wolf today announced the investment of \$98.3 million for twelve wastewater and non-point source projects across twelve counties through the Pennsylvania Infrastructure Investment Authority (PENNVEST). ...



January 20

FOR IMMEDIATE RELEASE
January 20, 2016
[View Online](#)

Governor Wolf Announces \$78.3 Million Investment in Water Infrastructure Projects in 12 Counties...





Non Point Source



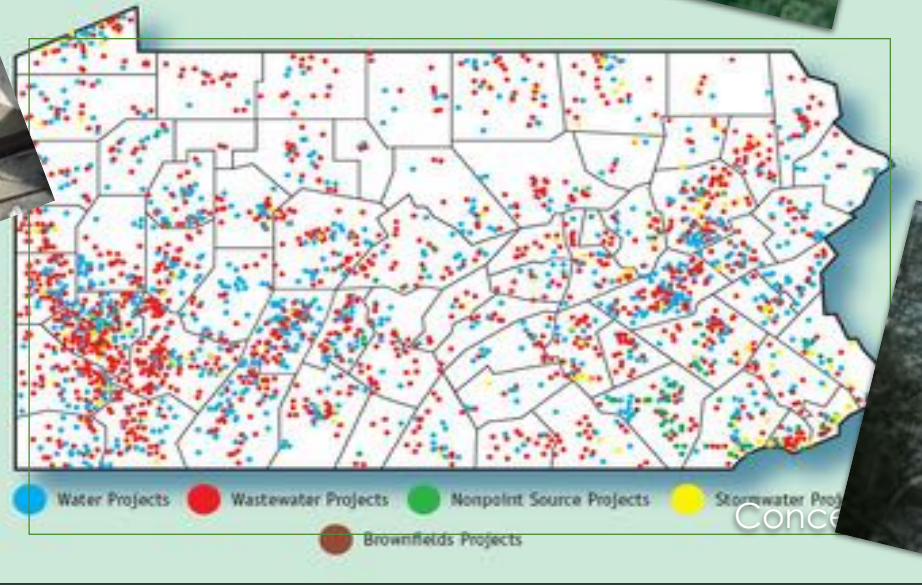
Sewer



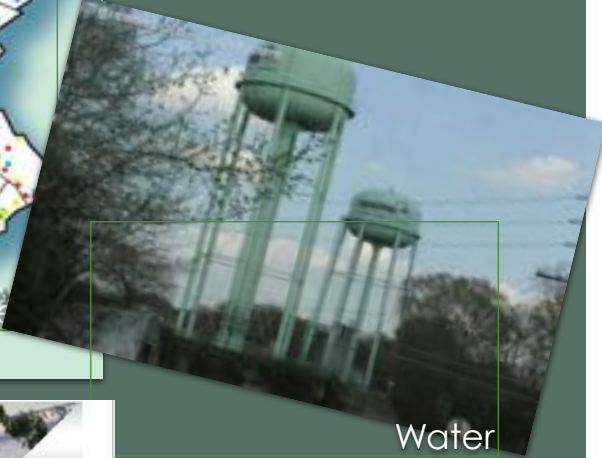
Home Owner



Ag



Storm Water



Water

PENNVEST
PENNSYLVANIA INFRASTRUCTURE INVESTMENT AUTHORITY

Nutrient Credit Trading Auctions

PENNVEST: \$ MONEY \$ for Infrastructure Projects

2017-2018 Budget

- TOTAL AVAILABLE:
\$570 Million
- LOANS:
\$360 Million
- GRANTS:
\$60 Million
- LOAN GUARANTEES:
\$150 Million

How can PENNVEST HELP?

- Drinking Water – Public/Private
 - Source Development
 - Treatment
 - Distribution
- Wastewater – Public/Private
 - Collection
 - Transmission
 - Treatment
- Storm Water – Public/Private
 - Utility
 - MS4

• Non – Point Source

- Ag BMPs – Public/Private
- Acid Mine – Public/Private
- Brownfield – Public/Private
- Green Infrastructure – Public/Private
- Nutrient Trading – Public/Private
- On-lot systems –
 - Principal Residence
 - Repair / Replacement
 - 1st Time Connection
 - Replacement Lateral

Project Review/Priority

- **DEP -technical**
 - Public Health, Safety, Environment, Compliance, Adequacy & Efficiency
- **DCED – economic development**
 - Economic Development, Community Action Team
- **PENNVEST – community capacity**
 - Land Use, Infill, Financial Capability, Funding Offer and Collateral

Funding Determination

User Rate Projection based on County Cap Rate and compared with community Target Rate

- If resulting rate below target – all loan
- If resulting rate above target – hardship

Hardship considerations

- Reduced interest rate to 1.000% for full term
- Grant funds – grants are often prorated
- Loan term stretched up to 30 years

PENNVEST will extend the best possible funding offer.

- No guarantees on hitting Target Rate
- In some cases you may need to leverage other sources if affordability is an issue

ENTIRE PROCESS IS WEB-BASED

The Web Based system allows for:

- + the collection and evaluation of information for project review, ranking and recommendation
- + Submittal of as bid project costs and documents necessary for settlement
- + Submittal, review and disbursement of eligible costs associated with reimbursement for costs associated with the implementation of construction
- + PENNVEST review of change orders and project close-out
- + Collection of repayments, and annual financial statements

24/7 access to the information and status of your project along the way!



Update : On-Lot Program

PENNVEST HOMEOWNER SEPTIC PROGRAM

The PENNVEST Homeowner Septic Program is a low-interest loan to qualified homeowners who need to repair or replace their individual, on-lot sewage disposal system or hook up to a new public sewer system. This low-cost financing option is funded by PENNVEST and administered by the Pennsylvania Housing Finance Agency.

TERMS

- Fixed interest rate for life of loan, currently set low at 1.75 percent
- Up to 20 years to repay the loan balance.
- Funds can be used for design, construction and permit costs.

SAMPLE PAYMENTS

- If you borrow \$15,000 at 1.75 percent (2.55 percent APR) for 20 years, you pay \$71 monthly.
- If you borrow \$25,000 at 1.75 percent (2.22 percent APR) for 20 years, you pay \$124 monthly.

LEARN ADVANTAGES

- Pay an attractive interest rate for this vital home improvement.
- No prepayment penalties if the loan is paid off early.

WHY REPLACE YOUR SEPTIC SYSTEM?

- Increase the value and marketability of your home.
- Eliminate worries about your septic system when you sell your home.
- Improve the environmental health of your property.
- Avoid or respond to citations from your municipality.

LEARN MORE AND APPLY

1. Call PHFA's Solution Center at 800-827-3466 or visit www.phfa.org to learn more and view a list of participating lenders.
2. Visit or call one of the listed participating lenders to begin the loan application.
3. Work with design and construction professionals of your choice to develop an approved system.

*Subject to credit review and eligibility restrictions including household income, net worth and other financing-related requirements. The APR is fixed for the term of the loan. Borrower pays origination and closing charges. Sample payments based on \$15,000 and \$25,000 loan examples used to pay your loan and 240 payments. See Finance Center for a 270, 300, 360 or 480 month loan at a 2.75, 3.00, 3.25 or 3.50% rate.



- NEW – Program being expanded to include one time lateral and tapping costs to connect to community sanitary sewer system
- NEW – income ceiling has been eliminated; anyone can apply for their primary residence.
- Funds available up-front to pay for design and permitting costs

Business Planning

- Business Plan (Small Business Administration SBA.gov)
 - Executive summary
 - Company description
 - Market analysis
 - Organization and management
 - Service or product
 - Marketing and sales
 - Financial projections
 - Funding request
- Asset Management (EPA – AM for Water and Wastewater Facilities)

Market Analysis

- Industry Description/Outlook
- Target Market
- Competitive Analysis
- Market Test Results



Financial Projections

- Sales forecast
- Expenses budget
- Cash-flow statement
- Income projections
- Assets and Liabilities
- Breakeven analysis



Funding Request

- Looking for investors or a loan?
- Summarize financial situation again
- Use of funds
- Keep in mind that lenders will want collateral for money loaned



Funding Comparison

- PV total \$1,172,110
- Private total \$1,391,900



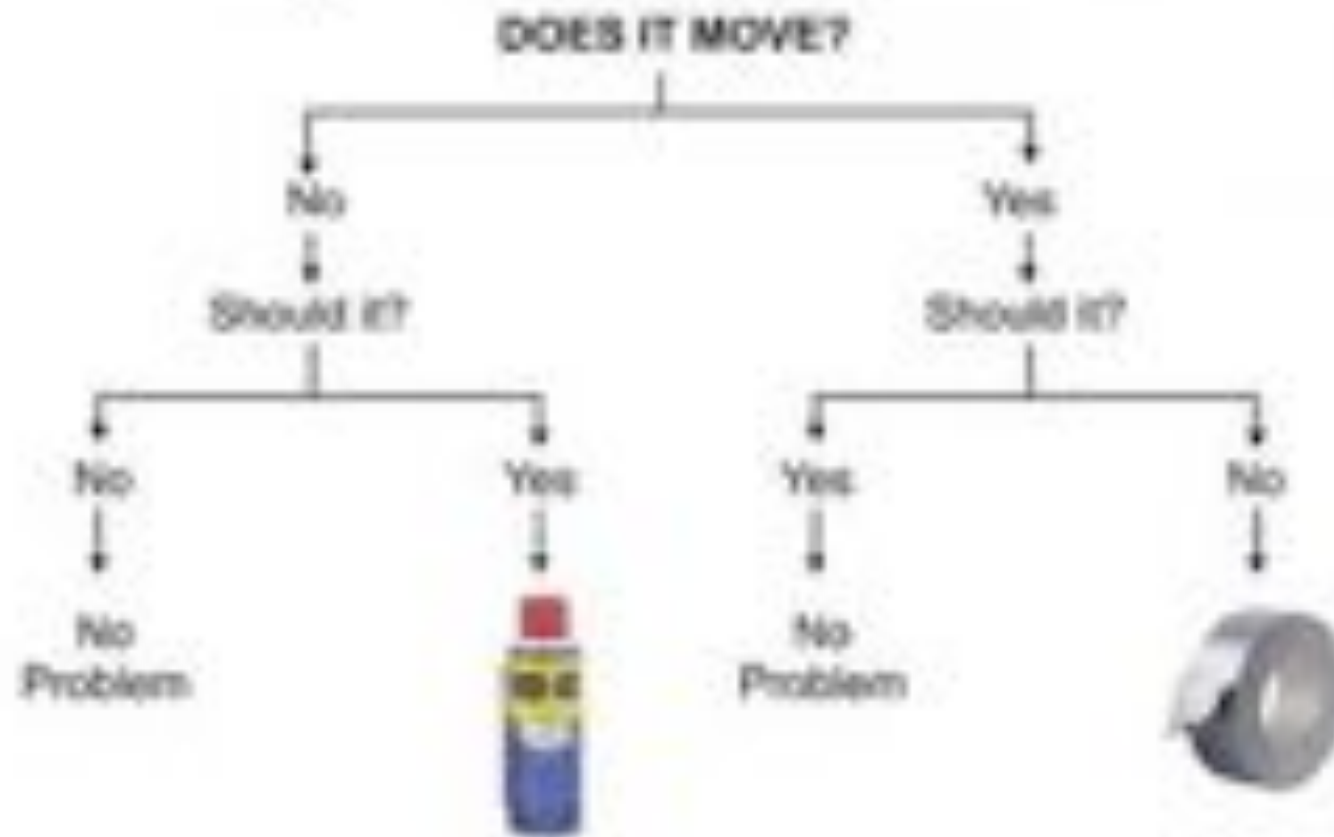
Business Plan Summary

- Clarify your direction and vision
- Revisit and reevaluate
- Make it as complex or simple as you need it
- What will a lender need to see to feel confident in offering funding?
 - Who
 - What
 - When
 - Where
 - Why
 - How



Asset Management

Engineering Flowchart



Asset Management



Item	Annual Cost
Fuel	\$1,500
Maintenance	\$1,200
Insurance	\$200
Towing	\$600
Rental while inoperable	\$500
Debt	\$0

Asset Management

Maintain Old

Purchase New

Item	Annual Cost
Fuel	\$1,500
Maintenance	\$1,200
Insurance	\$200
Towing	\$600
Rental while inoperable	\$500
Debt	\$0



Grand Total: \$4,000

Grand Total: \$4,400

Asset Management – Other Considerations

- Criticality (Business Risk Exposure)
 - Probability of Failure
 - Failure Modes
 - Capacity
 - Level of Service
 - Mortality
 - Efficiency
 - Consequence of Failure
 - Cost
 - Safety
 - Environmental Impact
- Redundancy

Be Prepared

- EPA – Asset Management (EPA.gov)
- Small Business Administration – Business Planning (SBA.gov)



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