

RTP in Today's World

Your best tool to help improve
SNOWMOBILING SAFETY AND ACCESS

BEST MANAGEMENT PRACTICES

to help improve your trails with RTP Grants



FEDERALLY Eligible Project Categories

Many STATES Do Not Allow All Categories = focus on what your State does allow !

- 1. Maintenance & restoration of existing trails:**
grooming, brushing, bridges, signing, etc.
- 2. Develop & rehabilitate trailside & trailhead facilities:**
parking, restrooms, kiosks, shelters, etc.
- 3. Purchase or lease trail construction & maintenance equipment:** also groomer sheds; Buy America compliant
- 4. Construct new trails** (limits on Federal lands)
- 5. Acquire easements or property** for trails (willing seller)
- 6. Education:** trail-related safety or environmental protection

ALL Categories will help improve snowmobiling safety & access!

'Buy America' Requirements

NO MORE WAIVERS GOING FORWARD

- Applies to **IRON & STEEL** components permanently incorporated into the project, when their total cost exceeds \$2,500
- If over, must be 100% U.S. iron & steel – and assembled in the U.S.
- Includes items paid with match funds or donated = ALL categories
- If Iron & Steel components cost is under \$2,500 = exempt

This change requires that you do your research upfront:

request & retain compliance certifications

(letters from vendors & mill certificates)

Figure out ways to work through or around it!

'Buy America' Requirements

- Can apply to equipment, vehicles, trailers, bridges, handrails, tools, building materials, etc. – anything with **over \$2,500** worth of **iron or steel** components – and **assembled in the U.S.**



Buy America Guidance

FHWA Buy America Q&A (still talks about waivers, but none are being considered):

https://www.fhwa.dot.gov/construction/contracts/buyam_qa.cfm

FHWA Construction Program Guide

<https://www.fhwa.dot.gov/construction/cqit/buyam.cfm>

RTP is not 'Free Money'

- **Grant success requires hard work:** must put together good applications that fit your State's process – then must comply with lots of rules and reporting requirements once funded
- **RTP is Reimbursement Based** = you must pay 100% first
- **20% local match required** = RTP reimburses up to '**80 cents of every dollar**' spent
- **80% funding:** can help your other funding go further while helping improve safety and access on your trails
- **Eligible Match:** cash, force account (paid labor & materials), donated items or services, volunteer labor (*some States do not allow volunteer labor match*)

RTP's 30-30-40 Rule

30% Motorized Projects, 30% Nonmotorized Projects & 40% Diversified Projects (*2 or more uses*)

- 1. Same 'Season of Use':** grooming, signing, education, etc.
 - Snowmobiling is the primary use of the groomed trail
 - Trail is also 'open/legal' for other concurrent uses that could include one or more of the following: tracked OHVs, wheeled OHVs, cross-country skiing, snowshoeing, walking, dogsledding, or/and fat tire bikes, etc.
- 2. Other Uses in Other Seasons:** maintenance, construction & facilities
 - Trail route is used for snowmobiling during winter & other uses during other seasons (OHVs, hiking, biking, etc.)
 - Project benefits both winter & other seasons

Too Many States Are Spending 70% of RTP on Non-Motorized Projects

1. Must advocate for fair state policies
2. Also must be aggressive about applying for the full 30% of Motorized **AND** at least a fair share of the Diversified 40% – if not, we play into letting Non-Motorized spend not only their 30% set-aside but also all or most of the Diversified 40% = 70% NM

RTP is funded by Motorized trail users!

➤ **Best way to defend = be aggressive about submitting good Motorized and Diversified Use applications**

Building Good Grant Applications

To be successful, good grant applications should:

1. Help meet your priority needs as well as fit with your State's RTP priorities: **can it compete well?**
2. **Consider all of your needs** as well as all your other resources (other existing funds, labor, partnerships, etc.)
3. Step back – 'get out of the box' – assess how to **MAXIMIZE your flexibility to integrate** RTP into your program within the bounds of all your rules & mandates

Building Good Grant Applications

4. Keep your project budget simple, easy to manage

Easiest

- **Equipment** = 1 bid and 1 invoice
- **Contracts/Contractors** = 1 bid with 1 invoice or few invoices

Most Complex

- **Force Account** (Do-It-Yourself) = must track time sheets, work logs, and invoices for all fuel, parts, materials, etc.
- Must document you have actually paid for what you'll be reimbursed, as well as your project match = still worth doing, but recognize you'll have to invest much more time

Grant Success Is All About Packaging

Generalized Examples of
How to Package Your RTP Projects

Example: Groomer

Buy America Brand vs. Non-Compliant Brands

Both will groom snow = Business Decision vs. Brand Bias Decision

Buy America Compliant: Tucker Sno-Cat

Item	Unit Cost	80% RTP	Your Cost
#1:Tucker; no State Limit, no trade-in	\$200,000	\$160,000	\$40,000
#2: State Limit: \$100,000; less trade	\$200,000 less \$50,000 trade	\$80,000	\$70,000

Non-Compliant: Other Brands

Item	Unit Cost	80% RTP	Your Cost
#1: Non- Compliant Brand	\$200,000	\$0	\$200,000
#2: less trade	\$200,000 less \$50,000 trade	\$0	\$150,000

Buy America Brand vs. Non-Compliant Brands

Both will groom snow = Business Decision vs. Brand Bias Decision

Buy America Compliant: Tucker

What are you going to do with your \$80,000 to \$160,000 in savings?

1. Buy more Tucker groomers
2. Buy other equipment that is non-compliant (brushers, drags, trailers, groomers, etc.)
3. Pay for more grooming, brushing, etc.
4. Bank it for future needs

Non-Compliant: Other Brands

What are you going to do with your \$0 in savings?

1. Nothing
2. Nothing
3. Nothing
4. Nothing

Example: State Doesn't Allow Groomer Purchase

Consider packaging as a **Maintenance Project** through
Contract Grooming or Force Account Grooming

Contract Grooming: someone else owns the groomer, you pay for their services (includes equipment depreciation costs)

Item	# of Units	Unit Cost	80% RTP	Your Cost
#1:	500 hours	\$120 per hour	\$48,000	\$12,000
#2:	3,000 miles	\$20 per mile	\$48,000	\$12,000
TOTAL VALUE: \$60,000			\$48,000	\$12,000

Force Account Grooming: you own the groomer, grant helps pay you to operate, need receipts for everything (does not include depreciation costs)

Item	# of Units	Unit Cost	80% RTP	Your Cost
Paid Labor	500 hours	\$20/hr.	\$8,000	\$2,000
Fuel	1,500 gal.	\$4/gal.	\$4,800	\$1,200
Maintenance & Repairs	Lump Sum	\$10,000	\$8,000	\$2,000
Insurance	Lump Sum	\$1,000	\$800	\$200
TOTAL VALUE: \$27,000			\$21,600	\$5,400

Force Account Grooming with Volunteers

Item	# of Units	Unit Cost	80% RTP	Your 20% Match Cost
Volunteer Labor	500 hours	\$15/hr.	\$0	\$7,500
Fuel	1,800 gal.	\$4/gal.	\$7,200	\$0
Maintenance & Repairs	Lump Sum	\$20,200	\$20,800	\$0
Insurance	Lump Sum	\$1,000	\$2,000	\$0
TOTAL VALUE: \$37,500			\$30,000	\$7,500

Other MAINTENANCE Project Examples

1. Trail Brushing
2. Trail Grading
3. Bridges: new, full replacement, repair or replace deck & railings
4. Signing

Contract Examples

- a) Hire private contractor through bid process
- b) MOU with Forest Service or other agency partner
- c) Association or agency sets up contract with local clubs

Force Account

- Establish your own internal Trail Crew: paid staff or volunteers

Trailhead & Trailside Project Examples

1. Restrooms
2. Shelters
3. Parking: construct, maintain, snow removal
4. Signing

Contract Examples

- a) Hire private contractor through bid process
- b) MOU with Forest Service or other agency partner

Force Account

- a) Use your own paid staff or volunteers & equipment
- b) Use donated materials & labor

OTHER QUESTIONS & DISCUSSION?

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